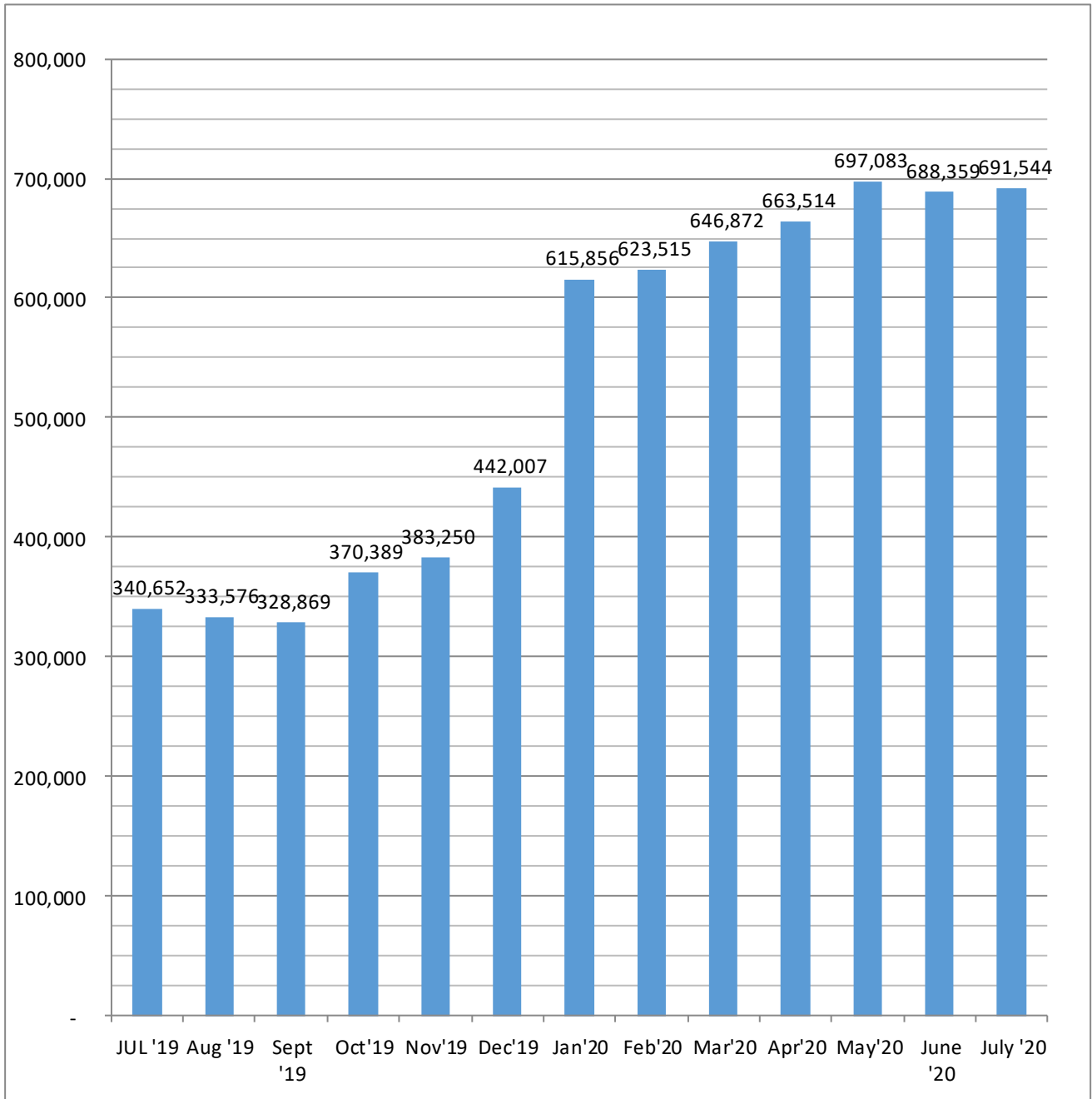


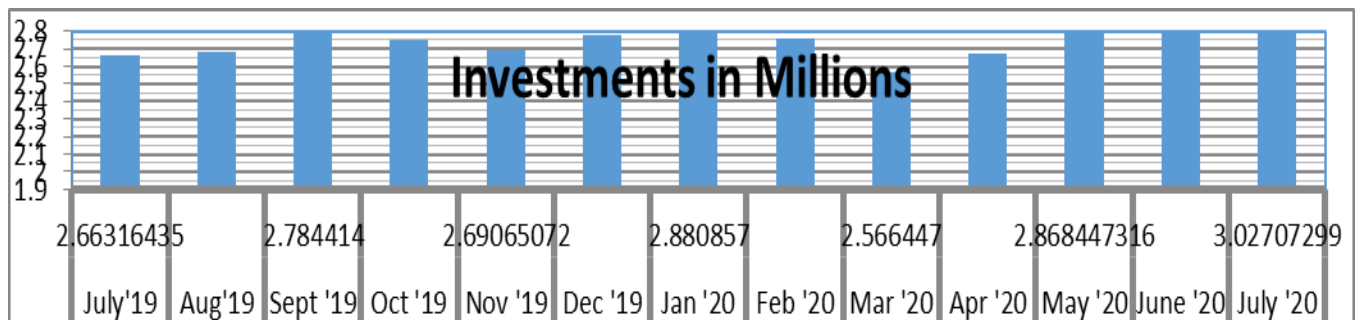
Controller's Report for July '20 Period 4 FY 20-21

Net Liquidity Reserve Chart



Investment Balances

(Consists of Short Term and Long Term Investments; excludes Charitable Gift Annuities)



Controller's Report for July '20 Period 4 FY 20-21

Financial Summary

	July '20 Actual	July '20 Budget	July '20 Variance	YTD Actual	YTD Budget	YTD Variance	YTD FY 19-20 Actual
<u>Operations</u>							
Operating Revenue	98,680	133,373	(34,693)	385,679	463,404	(77,725)	524,877
Operating Expenses	118,793	150,135	(31,342)	420,405	501,800	(81,395)	593,354
Net (Deficit) Before Non-Operating Expenses	(20,113)	(16,762)	(3,351)	(34,726)	(38,396)	3,670	(68,477)
<u>Non-Operational</u>							
Investments (net unrealized gains)	105,913	-	105,913	448,694	-	448,694	-
Depreciation	23,557	-	23,557	94,228	-	94,228	-
Net Surplus/(Deficit) After Non-Operating Expenses	62,243	(16,762)	79,005	319,740	(38,396)	358,136	(68,477)

- For the month of July, we had a deficit from operations of (\$20,113) which includes the loss of (\$23,000) in museum admission revenue and (\$15,477) in workshop fees due to being shut down due to the Coronavirus. We had a non-operational surplus of \$62,243 which included net unrealized gains of \$105,913 and depreciation expense of (\$23,557) for the month. Year-to-date we have a deficit from operations of (\$34,726) and a non-operational surplus due to net unrealized gains on investments of \$448,694 and depreciation of (\$94,228).
- Member Services surplus was less than the prior year by (\$6,075) due to membership continuing to decline. A portion of this decline is due to the COVID-19 cancelling of various Regionals and the National Convention. Our membership total for July is 10,628; down from the prior year. Since April 1st, Marketing General, Inc. has reinstated 59 members for the NAWCC, Inc. (If they were all regular memberships that equates to \$5,310 in membership dues collected since April).
- Development showed a surplus of \$762 due to members donating for the annual appeal and a year-to-date surplus of \$33,507 (which includes monies for the roof replacement project). So far we have raised \$180,021 for the roof (includes \$100K bequest). A huge thank you to the membership for continuing to support this initiative!
- The Net Liquidity for the month is \$691,544 for the month due to the monies received from the annual appeal.
- Total donations for the month totaled \$15,734. Endowment donations of \$300 were received during the month. Also one chapter donated \$200 during the month. We received \$5,600 in donations for the roof replacement, \$300 in additional restricted donations, \$375 in donations from the message board users and the remaining were general donations of \$8,959.
- Investments (without charitable annuities of \$247,651) totaled \$3,027,000 (at market value). Our investment dividends totaled \$1,797 for the month.

We continue to have the museum and library closed to the public due to the roof replacement which began July 13th. The project has two phases completed and they are working on the third phase over the collection area. The roof replacement is estimated to cost \$320,000 and we continue to accept donations to help cover the cost of this project. This work will continue until mid-September. Thank you to the generous donors who are helping to contribute to this cause.

The audited financial statements will be presented to the board on September 17th. I am glad to announce a "clean opinion" for the past year. This audit was especially challenging due to the audit being completed remotely and the scanning of documents that needed completed to give RKL, LLP access to files.

Member Services Report – July 2020

Stacey Strayer, Member Services Manager

Individual Memberships	July 31	June 30	May 31	Apr 30
*Regular/Student/Youth	9,606	9,538	9,574	9,621
Associate	606	616	624	624
Life	211	213	213	213
Total Individual	10,235	10,367	10,411	10,458

Contributing Memberships	July 31	June 30	May 31	Apr 30
Brass	106	103	101	99
Silver	47	49	45	44
Gold	18	18	17	16
Platinum	14	14	13	14
Ruby	1	1	0	1
Diamond	2	1	1	1
Total Contributing	188	186	177	175

Business Memberships	July 31	June 30	May 31	Apr 30
Regular	195	197	199	202
Silver	7	7	7	7
Gold	2	2	1	2
Platinum	1	0	1	0
Ruby	0	0	0	1
Total Business	205	206	208	212

Total Membership	July 31	June 30	May 31	Apr 30
	10,627	10,759	10,796	10,845
Gain/Loss	-132	-37	-49	-173

*Regular with Online Only Publications and Student/Youth – 1,561 (15%)

*International (included in figures above) –602

Institutional Subscription Bulletin subscribers – 15

July 20	Membership Categories				TOTAL	Application Source				
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro		Mail	Phone	Web	Event	Telemarketing
New	19	5	40	0	64	7	3	54	0	0
Rei	34	0	0	0	34	11	6	17	0	0

Suspended Members	Total	Paid-to-Date	Net
Aug 1 (July 31 expiration)	330		
July 1 (June 30 expiration)	232	13	219

Dropped Due to Non-Payment	Total
June 1 (May 31 expiration)	232

Dropped Due to:	Total
Deaths	12
Resignations	5

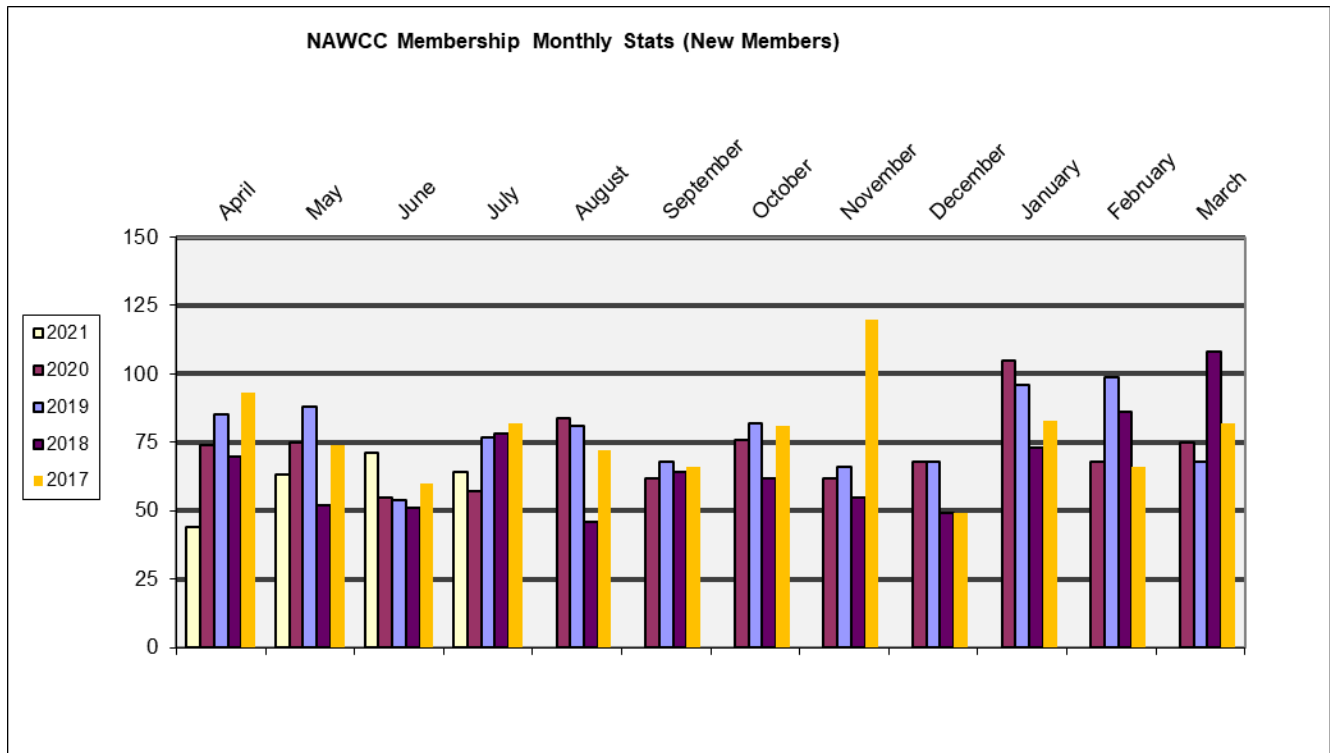
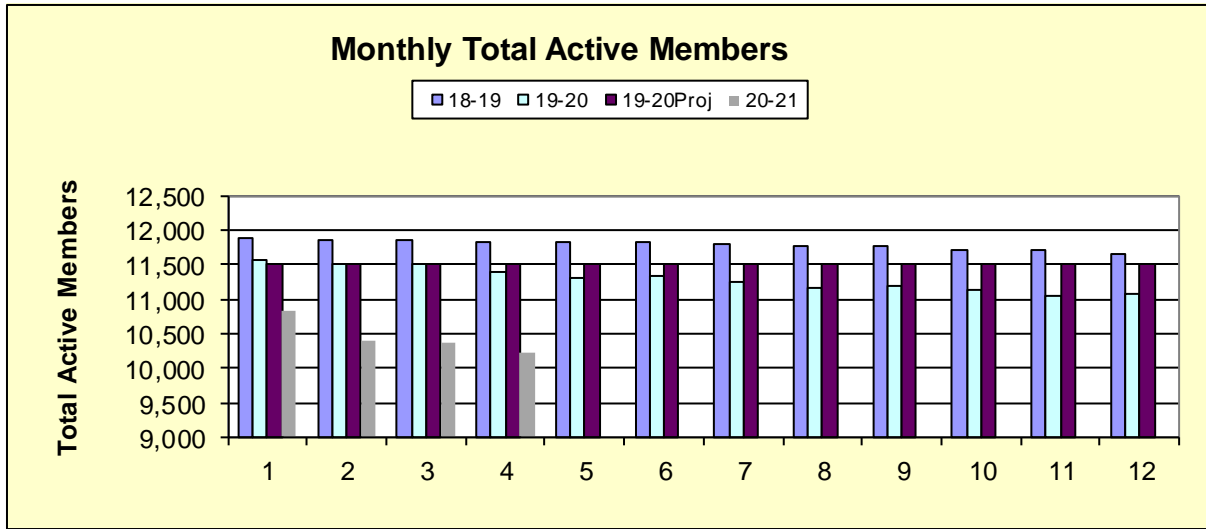
FY / YTD Totals – 4/1 to 7/31

	New Members	Retention/Loss	Member Net	Total Membership
2020 / 2021	242	-633	-391	10,235
2019 / 2020	261	-530	-269	10,367
2018 / 2019	304	-476	-172	11,511
2017 / 2018	251	-595	-344	11,865

Phone Logs

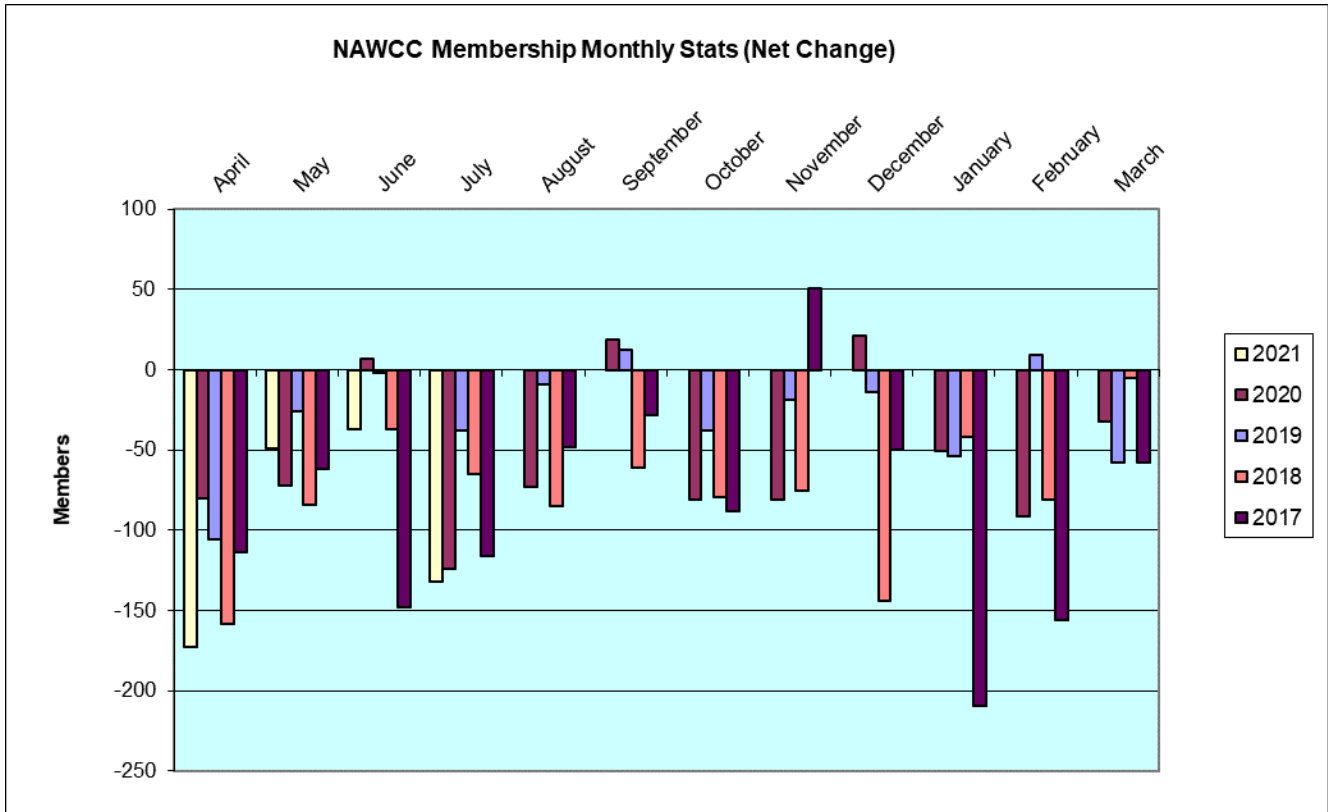
Helped member	87
Helped non-member	55
Redirected	62
Renewal	63
New/Rei member	8

MEMBER SERVICES REPORT – July 2020



Stacey Strayer, Manager
NAWCC Member Services

MEMBER SERVICES REPORT – July 2020



Stacey Strayer, Manager
NAWCC Member Services