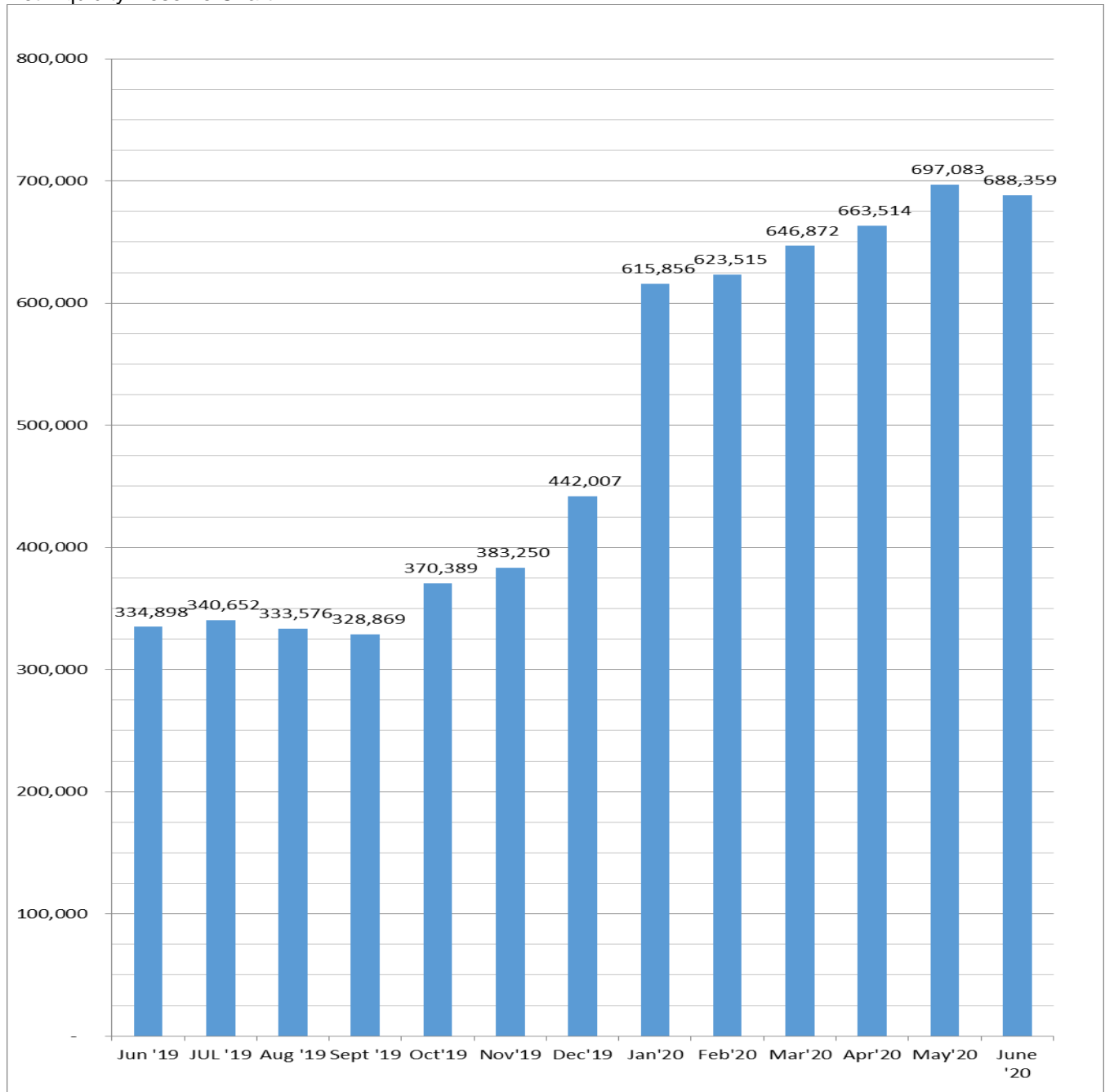


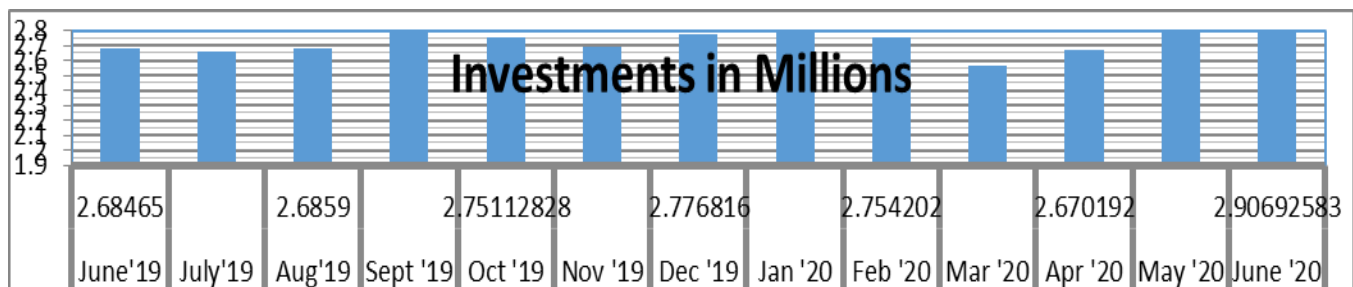
Controller's Report for June '20 Period 3 FY 20-21

Net Liquidity Reserve Chart



Investment Balances

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



Controller's Report for June '20 Period 3 FY 20-21

Financial Summary

	June '20 Actual	June '20 Budget	June '20 Variance	YTD Actual	YTD Budget	YTD Variance	YTD FY 19-20 Actual
<u>Operations</u>							
Operating Revenue	101,656	112,019	(10,363)	286,999	330,031	(43,032)	363,340
Operating Expenses	132,468	112,536	19,932	301,838	351,665	(49,827)	421,135
Net (Deficit) Before Non-Operating Expenses	(30,812)	(517)	(30,295)	(14,839)	(21,634)	6,795	(57,795)
<u>Non-Operational</u>							
Investments (net unrealized gains)	39,496	-	39,496	343,080	-	343,080	-
Depreciation	23,557	-	23,557	70,671	-	70,671	-
Net Surplus/(Deficit) After Non-Operating Expenses	(14,873)	(517)	(14,356)	257,570	(21,634)	279,204	(57,795)

- For the month of June, we had a deficit from operations of (\$30,812) which included the purchase of (\$10,000) in PPE Supplies and (\$7,718) for consultant fees for server migration of the Microsoft exchange and IMIS software. We had non-operational deficit of (\$14,873) which included net unrealized gains of \$39,496 and depreciation expense of (\$23,557) in June. Year-to-date we have a deficit from operations of (\$14,839) and a non-operational surplus due to net unrealized gains on investments of \$343,080 and depreciation of (\$70,671).
- Member Services Surplus was less than prior year by (\$11,350) 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 June is 10,759; down from the prior year.
- Development showed a surplus of \$2,951 due to members donating for the annual appeal and a year-to-date surplus of \$32,741 (which includes monies for the roof replacement project). So far we have raised \$168,921 for the roof (includes \$100K bequest). A huge thank you to the membership for supporting us!
- The Net Liquidity for the month is \$688,359 for the month due to the monies received from the annual appeal.
- Total donations for the month totaled \$78,022. Endowment donations of \$100 were received during the month. Also two chapters donated \$1,000 during the month. We received \$1,320 in donations for the roof replacement, \$1,500 in additional restricted donations, \$185 in donations from the message board users, \$65,000 in transition funds and the remaining were general donations of \$8,917.
- Investments (without charitable annuities of \$239,046) totaled \$2,907,000 (at market value) and have recovered from the March Covid losses. Our investment dividends totaled \$9,734 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 is halfway complete. 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 early September. Thank you to the generous donors who are helping to contribute to this cause.

Audit work wrapped up at the end of July and a rough draft will be sent to the Finance Committee within the next few days.

We have received a lot of phone calls inquiring when the museum will be opening. Everyone seems excited and anxious to come visit us.

Member Services Report - June 2020

Stacey Strayer, Member Services Manager

Individual Memberships	June 30	May 31	Apr 30	Mar 31
*Regular/Student/Youth	9,538	9,574	9,621	9,779
Associate	616	624	624	634
Life	213	213	213	215
Total Individual	10,367	10,411	10,458	10,628

Contributing Memberships				
Brass	103	101	99	100
Silver	49	45	44	46
Gold	18	17	16	14
Platinum	14	13	14	15
Ruby	1	0	1	1
Diamond	1	1	1	1
Total Contributing	186	177	175	177

Business Memberships				
Regular	197	199	202	203
Silver	7	7	7	7
Gold	2	1	2	2
Platinum	0	1	0	1
Ruby	0	0	1	0
Total Business	206	208	212	213

Total Membership	10,759	10,796	10,845	11,018
Gain/Loss	-37	-49	-173	-32

*Regular with Online Only Publications and Student/Youth – 1,575 (15%)

*International (included in figures above) –610

Institutional Subscription Bulletin subscribers – 15

<u>June 20</u>	<u>Membership Categories</u>				TOTAL		<u>Application Source</u>				
	Regular Business Contributing	Assoc Student Youth	First-Time	Intro			Mail	Phone	Web	Event	Telemarketing
New	20	7	44	0	71		4	6	60	0	1
Rei	83	0	0	0	83		8	11	22	0	42

Suspended Members	Total	Paid-to-Date	Net
July 1 (June 1 expiration)	347		
June 1 (May 1 expiration)	287	9	278

Dropped Due to Non-Payment	
May 1 (April 31 expiration)	201

Dropped Due to:	
Deaths	15
Resignations	5

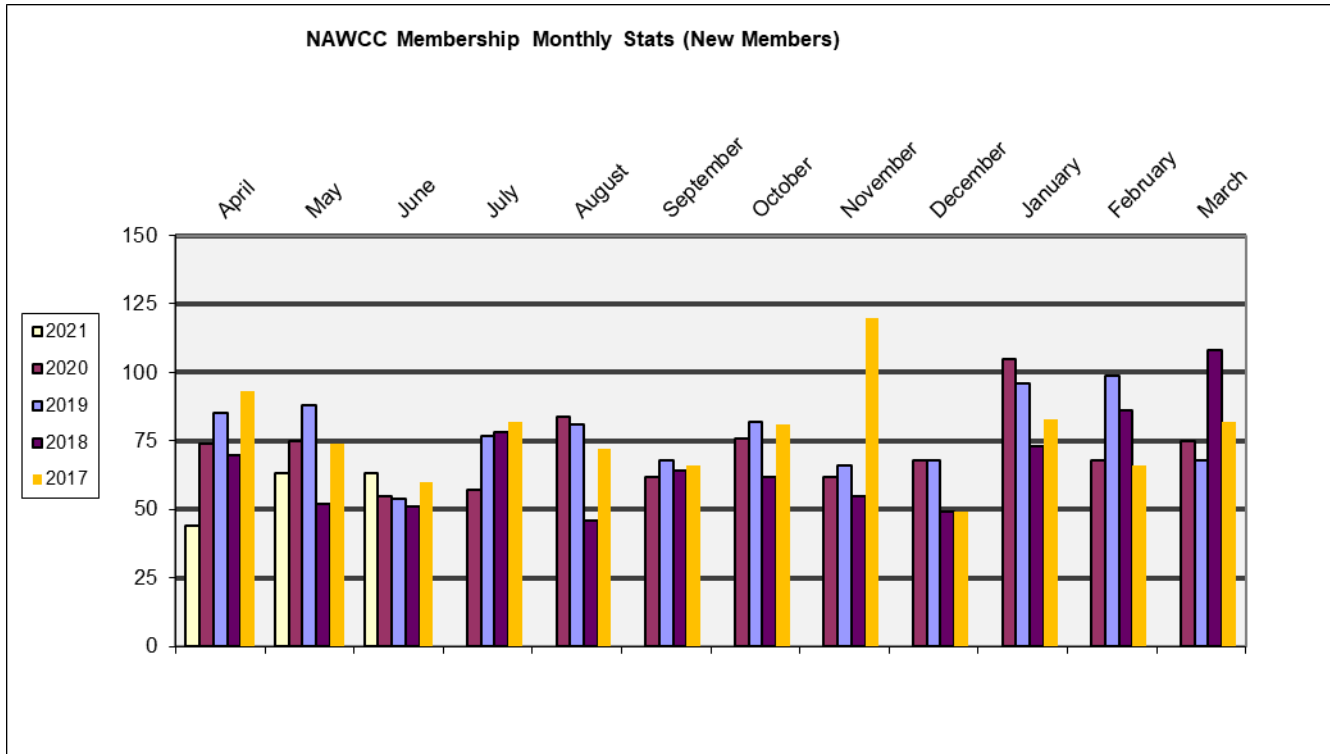
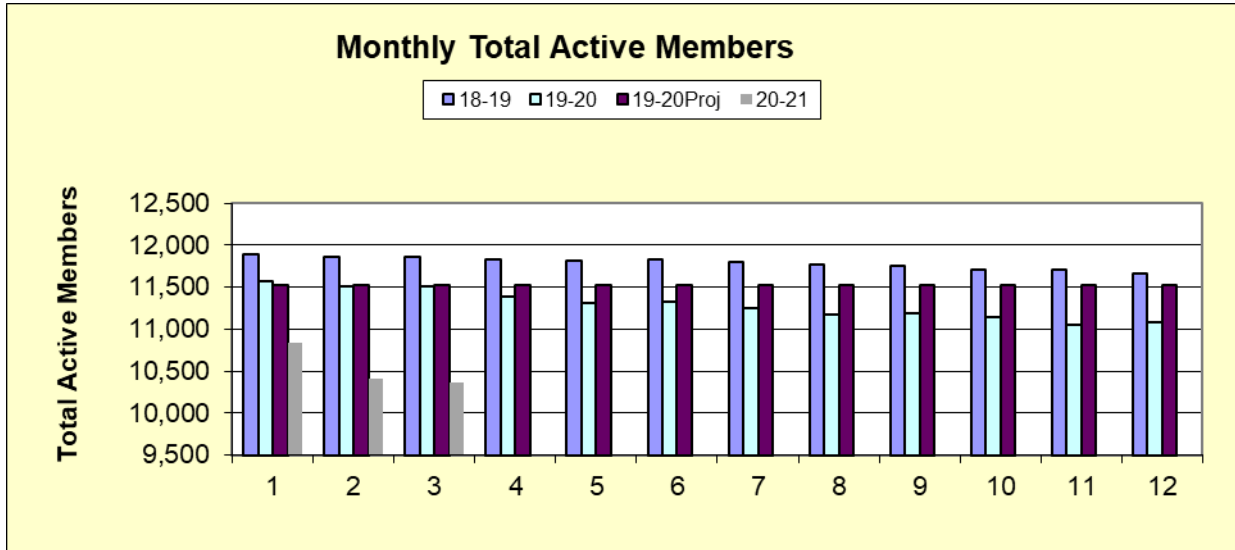
FY / YTD Totals - 4/1 to 6/30

	New Members	Retention/Loss	Member Net	Total Membership
2020 / 2021	170	-463	-259	10,367
2019 / 2020	204	-372	-145	11,511
2018 / 2019	227	-361	-134	11,865
2017 / 2018	173	-452	-279	12,636

Phone Logs

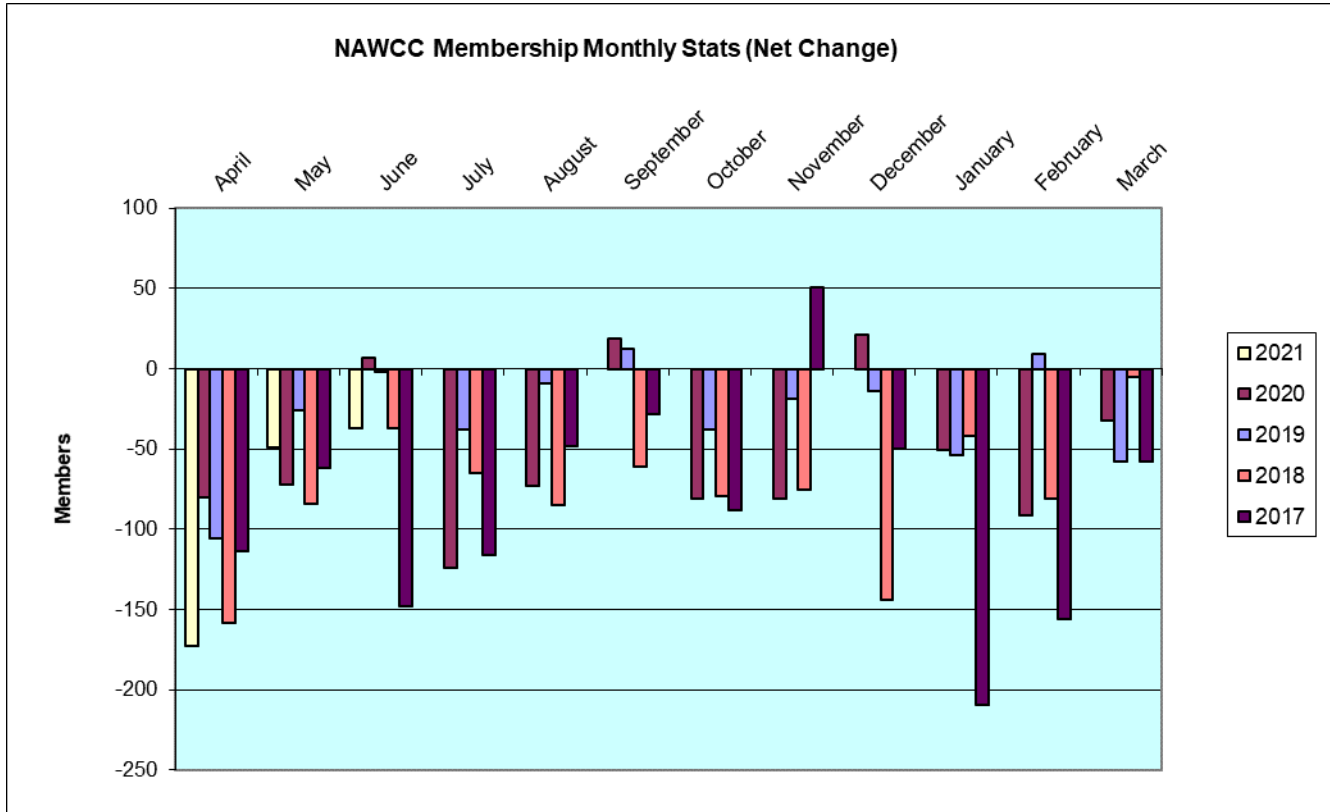
Helped member	172
Helped non-member	56
Redirected	59
Renewal	57
New/Rei member	25

MEMBER SERVICES REPORT – June 2020



Stacey Strayer, Manager
NAWCC Member Services

MEMBER SERVICES REPORT – June 2020



Stacey Strayer, Manager
NAWCC Member Services