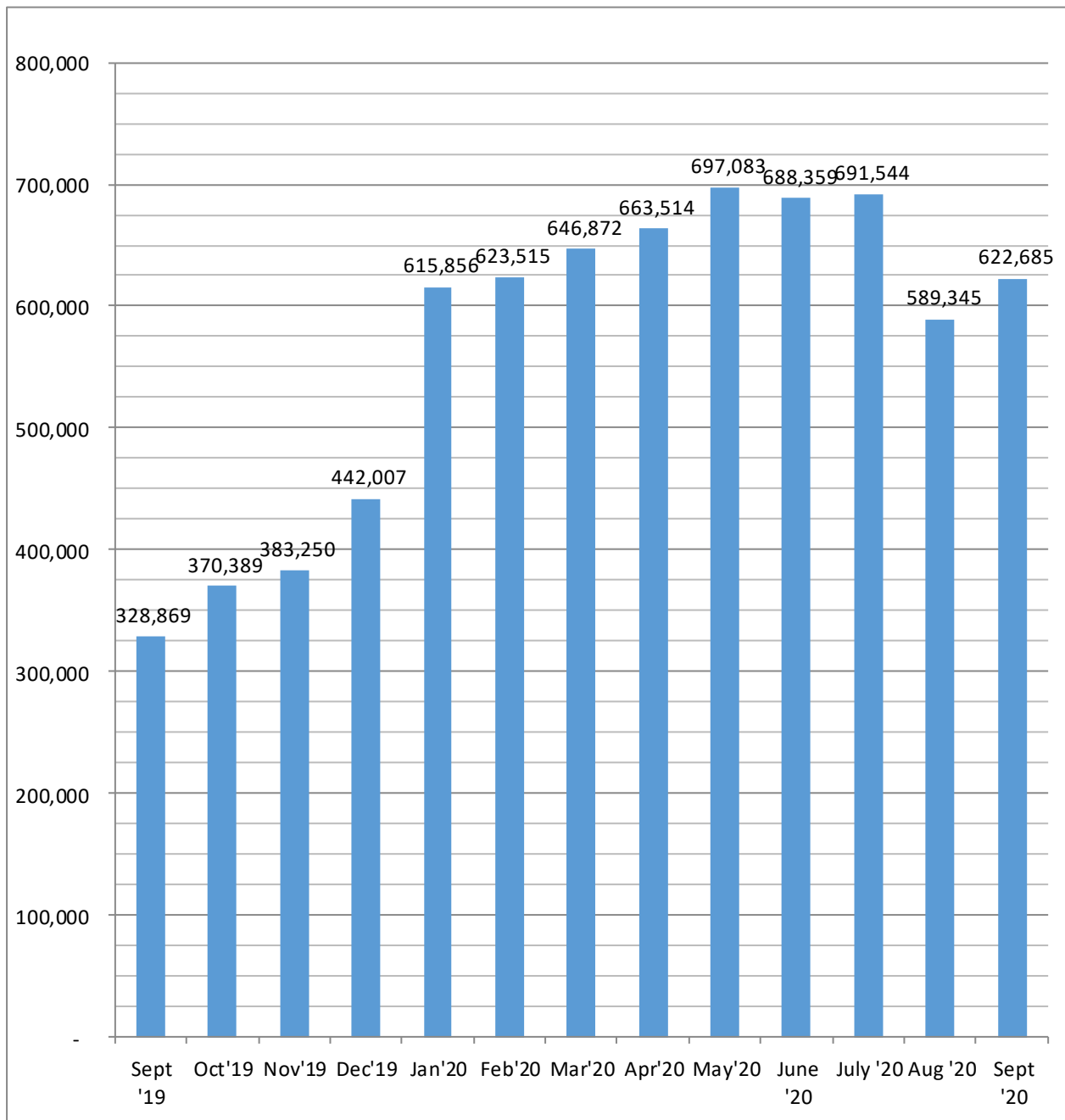


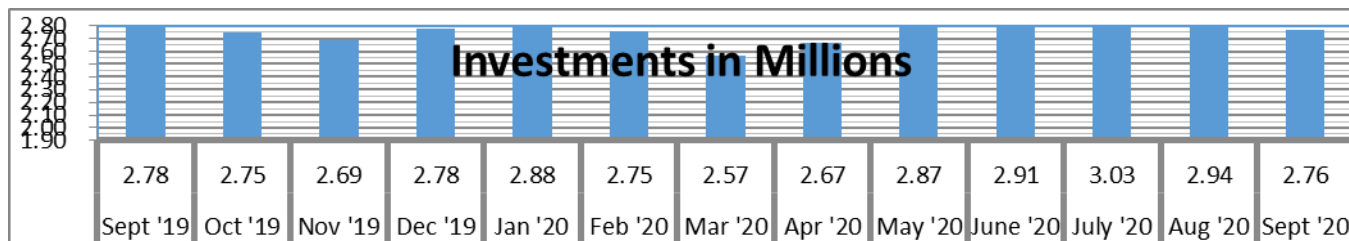
**Controller's Report for Sept '20 Period 6 FY 20-21**

**Net Liquidity Reserve Chart**



**Investment Balances**

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



## Controller's Report for Sept '20 Period 6 FY 20-21

### Financial Summary

	Sept '20 Actual	Sept '20 Budget	Sept '20 Variance	YTD Actual	YTD Budget	YTD Variance	YTD FY 19-20 Actual
<b><u>Operations</u></b>							
Operating Revenue	164,398	118,289	46,109	610,795	679,773	(68,978)	747,310
Operating Expenses	104,389	130,387	(25,998)	616,743	743,749	(127,006)	861,041
<b>Net (Deficit) Before Non-Operating Expenses</b>	<b>60,009</b>	<b>(12,098)</b>	<b>72,107</b>	<b>(5,948)</b>	<b>(63,976)</b>	<b>58,028</b>	<b>(113,731)</b>
<b><u>Non-Operational</u></b>							
Investments (net unrealized gains)	(71,405)	-	(71,405)	462,074	-	462,074	-
Depreciation	23,557	-	23,557	141,344	-	141,344	-
<b>Net Surplus/(Deficit) After Non-Operating Expenses</b>	<b>(34,953)</b>	<b>(12,098)</b>	<b>(22,855)</b>	<b>314,782</b>	<b>(63,976)</b>	<b>378,758</b>	<b>(113,731)</b>

- For the month of September, we have a surplus of \$60K in Operations, mostly due to the \$53K in transition funds released from restriction to cover various transition expenses. We show a deficit of (\$35K) after non-operating expenses made up of net unrealized investment losses of \$71K for the month and depreciation expense of (\$23K). We show a year-to-date deficit from operations of (\$6K) due to the YTD \$67K in transitions funds released from restriction to cover various transition expenses. We have a year-to-date non-operational surplus of \$314,782 which includes net unrealized gains of \$462K and depreciation expense of (\$141,344) for the year.
- Member Services surplus of \$309K was less than the prior year by (\$30K) 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 September is 10,489; down from the prior year.
- Development showed a surplus of a year-to-date surplus of \$32K which was made up of the following:
  - \$ 7,235 in contributions
  - \$26,489 in transition funds released from restriction
- The Net Liquidity for the month is \$622,685 for the month and has increased due to lower accounts payable due on the roof replacement.
- Total donations for the month totaled \$55,776.
  - General operating donations \$25,776
  - Facility-Restricted donations \$30,000 (school remediation)
- Investments (without charitable annuities of \$241,928) totaled \$2,762,318 (at market value). Our investment dividends for September totaled \$6,200 and totaled \$23,784 for the year.

The roof has passed inspection in October and the project is complete. The front and back parking lots have been seal coated and white lined. Certified Carpet has steam cleaned the carpets in the museum, gift shop and special exhibit area. Ceiling tiles that were stained have been replaced throughout the building. The staff will now focus on setting up the sanitizer stands, signage and other safety measures needed to open on November 3<sup>rd</sup>.

The library has answered 213 research questions and lent out 180 books since April. We have had 49 new members since April (which includes 5 youth, 14 contributing, and 30 first-time).

**Member Services Report -September 2020**

Stacey Strayer, Member Services Manager

<b>Individual Memberships</b>	<b>September 30</b>	<b>August 31</b>	<b>July 31</b>	<b>June 30</b>
*Regular/Student/Youth	9,288	9,345	9,418	9,538
Associate	598	596	606	616
Life	211	211	211	213
<b>Total Individual</b>	<b>10,097</b>	<b>10,152</b>	<b>10,235</b>	<b>10,367</b>

**Contributing Memberships**

Brass	108	108	106	103
Silver	45	45	47	49
Gold	19	19	18	18
Platinum	14	14	14	14
Ruby	1	1	1	1
Diamond	1	1	2	1
<b>Total Contributing</b>	<b>188</b>	<b>188</b>	<b>188</b>	<b>186</b>

**Business Memberships**

Regular	194	196	195	197
Silver	6	6	7	7
Gold	3	3	2	2
Platinum	1	1	1	0
Ruby	0	0	0	0
<b>Total Business</b>	<b>204</b>	<b>206</b>	<b>205</b>	<b>206</b>

<b>Total Membership</b>	<b>10,489</b>	<b>10,546</b>	<b>10,628</b>	<b>10,759</b>
Gain/Loss	-57	-82	-131	-37

\*Regular with Online Only Publications and Student/Youth – 1,595 (16%)

\*International (included in figures above) –601

Institutional Subscription Bulletin subscribers – 15

*Membership Categories*

*Application Source*

	Regular	Assoc									
	Business	Student	First-								
<u>August 20</u>	Contributing	Youth	Time	Intro	TOTAL		Mail	Phone	Web	Event	Telemarketing
New	14	5	30	0	49		3	4	42	0	0
Rei	81	0	0	0	81		8	10	24	0	39

**Suspended Members**

	<b>Total</b>	<b>Paid-to-date</b>	<b>Net</b>
Oct 1 (Sept 30 expiration)	270		
Sept 1 (Aug 31 expiration)	182	21	161

**Dropped Due to Non-Payment**

Aug 1 (July 31 expiration)	183
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**Dropped Due to:**

Deaths	14
Resignations	4

<b>FY / YTD Totals – 4/1 to 9/31</b>			<b>Total Individual Membership</b>
<b>New Members</b>	<b>Retention /Loss</b>	<b>Member Net</b>	
2020 / 2021	370	-1587	10,097
2019 / 2020	407	-911	11,333
2018 / 2019	453	-957	11,314
2017 / 2018	361	-361	11,818

<b>Phone Logs</b>	<b>395</b>
Helped member	183
Helped non-member	55
Redirected	82
Renewal	47
New/Rei member	28