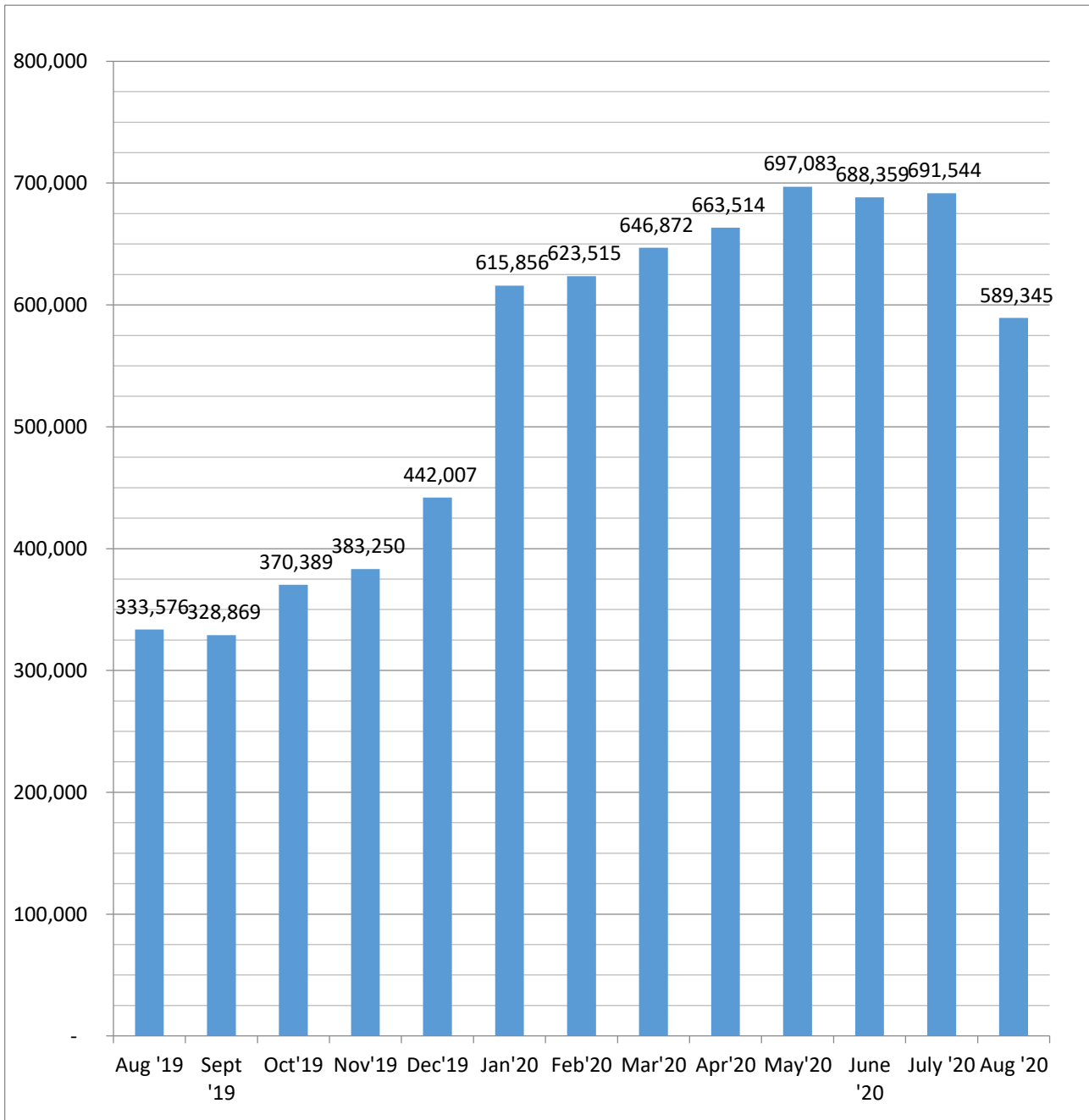


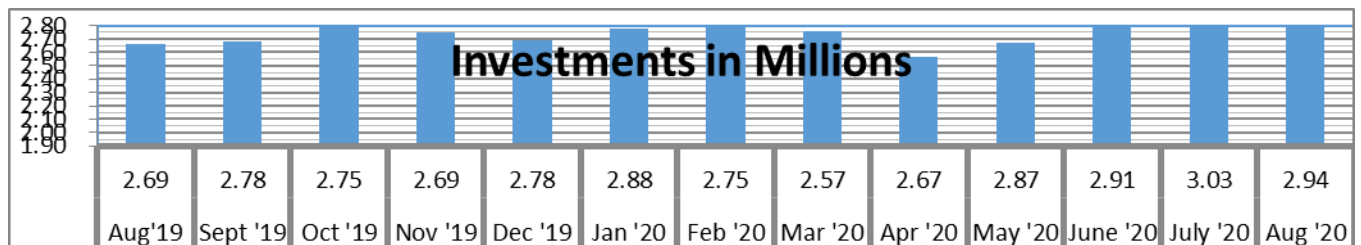
**Controller's Report for Aug '20 Period 5 FY 20-21**

**Net Liquidity Reserve Chart**



**Investment Balances**

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



## Controller's Report for Aug '20 Period 5 FY 20-21

### Financial Summary

	Aug '20 Actual	Aug '20 Budget	Aug '20 Variance	YTD Actual	YTD Budget	YTD Variance	YTD FY 19-20 Actual
<b><u>Operations</u></b>							
Operating Revenue	60,714	98,079	(37,365)	446,396	561,484	(115,088)	631,377
Operating Expenses	91,710	111,562	(19,852)	512,113	613,362	(101,249)	718,341
<b>Net (Deficit) Before Non-Operating Expenses</b>	<b>(30,996)</b>	<b>(13,483)</b>	<b>(17,513)</b>	<b>(65,717)</b>	<b>(51,878)</b>	<b>(13,839)</b>	<b>(86,964)</b>
<b><u>Non-Operational</u></b>							
Investments (net unrealized gains)	84,785	-	84,785	533,481	-	533,481	-
Depreciation	23,557	-	23,557	117,787	-	117,787	-
<b>Net Surplus/(Deficit) After Non-Operating Expenses</b>	<b>30,232</b>	<b>(13,483)</b>	<b>43,715</b>	<b>349,977</b>	<b>(51,878)</b>	<b>401,855</b>	<b>(86,964)</b>

- For the month of August, we have a year-to-date deficit from operations of (\$65,717) which includes the loss of (\$29,000) in museum admission revenue, (\$17,850) in workshop fees and (\$12,856) in gift shop sales due to being shut down due to the Coronavirus and the roof replacement. We had a non-operational surplus of \$349,977 which included net unrealized gains of \$33,481 and depreciation expense of (\$117,787) for the year.
- Member Services surplus was less than the prior year by (\$26,722) 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 August is 10,546; down from the prior year. Since April 1<sup>st</sup>, Marketing General, Inc. has reinstated 84 members for the NAWCC, Inc. (If they were all regular memberships that equates to \$7,560 in membership dues collected since April).
- Development showed a surplus of a year-to-date surplus of \$33,745 due to members donating for the annual appeal. 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 \$589,345 for the month and has decreased due to releasing funds for the roof replacement.
- Total donations for the month totaled \$83,245.
 

General operating donations	\$ 7,145	
Facility-Restricted donations	\$11,100	(roof replacement)
Transition & Advancement donations	\$65,000	
- Investments (without charitable annuities of \$247,651) totaled \$2,935,521 (at market value). Our investment dividends totaled \$14,396 for the year.

The roof work has been completed in September and we are awaiting the final inspection on the roof.

The McClintock Clock has been repaired and rehung on the outside of the museum. A huge thanks to Bob Desrochers and Lee Davis. It looks and sound wonderful!

Jennifer Byers, Controller

September 28, 2020

**Member Services Report - August 2020**  
Stacey Strayer, Member Services Manager

<b>Individual Memberships</b>	<b>August 31</b>	<b>July 31</b>	<b>June 30</b>	<b>May 31</b>
*Regular/Student/Youth	9,345	9,418	9,538	9,574
Associate	596	606	616	624
Life	211	211	213	213
<b>Total Individual</b>	<b>10,152</b>	<b>10,235</b>	<b>10,367</b>	<b>10,411</b>

**Contributing Memberships**

Brass	108	106	103	101
Silver	45	47	49	45
Gold	19	18	18	17
Platinum	14	14	14	13
Ruby	1	1	1	0
Diamond	1	2	1	1
<b>Total Contributing</b>	<b>188</b>	<b>188</b>	<b>186</b>	<b>177</b>

**Business Memberships**

Regular	196	195	197	199
Silver	6	7	7	7
Gold	3	2	2	1
Platinum	1	1	0	1
Ruby	0	0	0	0
<b>Total Business</b>	<b>206</b>	<b>205</b>	<b>206</b>	<b>208</b>

<b>Total Membership</b>	<b>10,546</b>	<b>10,628</b>	<b>10,759</b>	<b>10,796</b>
Gain/Loss	-82	-131	-37	-49

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

\*International (included in figures above) –596

Institutional Subscription Bulletin subscribers – 15

*Membership Categories*

*Application Source*

	Regular	Assoc			<b>TOTAL</b>		Mail	Phone	Web	Event	Telemarketing
	Business	Student	First-								
<b>August 20</b>	Contributing	Youth	Time	Intro							
New	33	4	42	0	<b>79</b>		4	4	71	0	0
Rei	32	0	0	0	<b>32</b>		11	6	15	0	0

**Suspended Members**

	<b>Total</b>	<b>Paid-to-date</b>	<b>Net</b>
Sept 1 (Aug 31 expiration)	224		
Aug 1 (July 31 expiration)	330	21	309

**Dropped Due to Non-Payment**

July 1 (June 30 expiration)	214
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**Dropped Due to:**

Deaths	4
Resignations	3

<b>FY / YTD Totals – 4/1 to 8/31</b>			<b>Total Individual Membership</b>
	<b>New Members</b>	<b>Retention /Loss</b>	<b>Member Net</b>
2020 / 2021	321	-1483	-473
2019 / 2020	345	-849	11,314
2018 / 2019	385	-1053	11,818
2017 / 2018	297	-1264	12,486

<b>Phone Logs</b>	<b>299</b>
Helped member	120
Helped non-member	66
Redirected	77
Renewal	29
New/Rei member	7