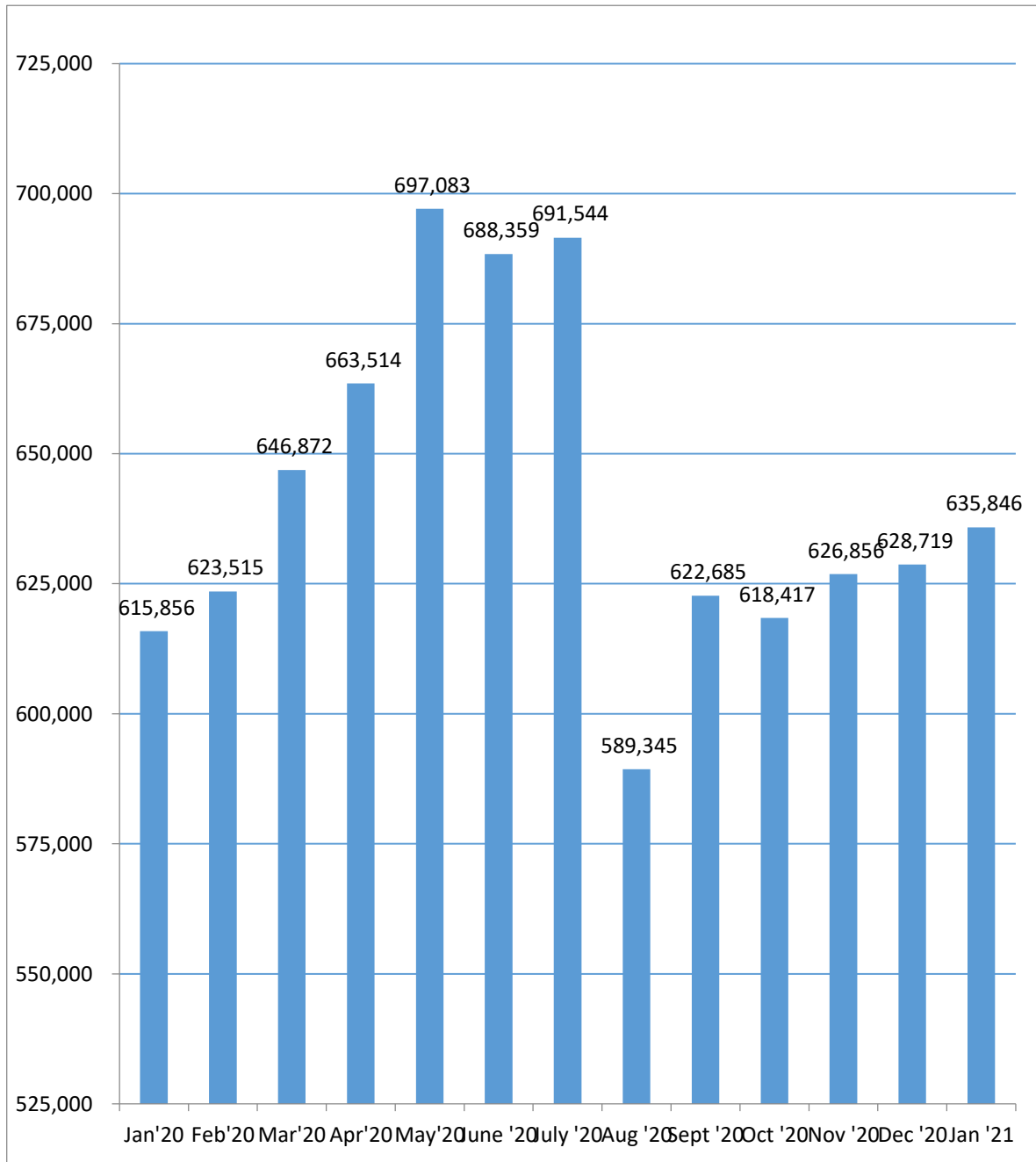


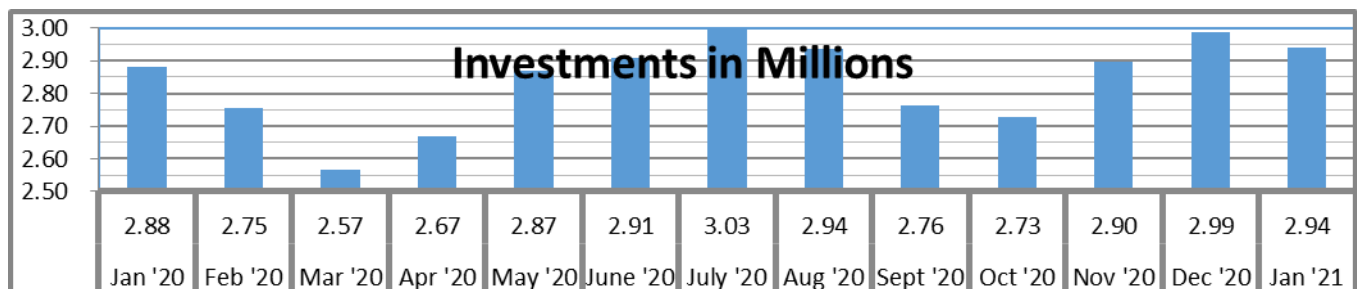
Controller's Report for Jan '21 Period 10 FY 20-21

Net Liquidity Reserve Chart



Investment Balances

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



**Controller's Report for Jan '21 Period 10
FY 20-21 (continued)**

Financial Summary

| | Jan '21 Actual | Jan '21 Budget | Jan '21 Variance | YTD Jan '21 Actual | YTD Jan '21 Budget | YTD Jan '21 Variance | YTD FY 19-20 Actual |
|--|-------------------|-------------------|---------------------|--------------------------|--------------------------|----------------------------|---------------------------|
| <u>Operations</u> | | | | | | | |
| Operating Revenue | 168,529 | 124,555 | 43,974 | 1,102,672 | 1,236,308 | (133,636) | 1,287,977 |
| Operating Expenses | 142,377 | 144,641 | (2,264) | 1,076,965 | 1,299,134 | (222,169) | 1,379,358 |
| Net Surplus/(Deficit) Before Non-Operating Expenses | 26,152 | (20,086) | 46,238 | 25,707 | (62,826) | 88,533 | (91,381) |
| Funds Released from Restriction | | | | | | | |
| Transition Fund Revenue | (18,826) | - | (18,826) | 64,503 | - | 64,503 | 65,000 |
| Transition Fund Expense | 7,663 | - | 7,663 | 55,623 | - | 55,623 | 16,510 |
| Total Funds Released from Restriction | (26,489) | - | (26,489) | 8,880 | - | 8,880 | 48,490 |
| Net Surplus/(Deficit) Before Non-Operating Expenses | (337) | (20,086) | 19,749 | 34,587 | (62,826) | 97,413 | (42,891) |
| <u>Non-Operational</u> | | | | | | | |
| Investments (net unrealized gains) | (17,930) | - | (17,930) | 659,793 | - | 659,793 | - |
| PPP Grant | - | - | - | 209,928 | - | 209,928 | - |
| Depreciation | 23,557 | - | 23,557 | 235,570 | - | 235,570 | - |
| Net Surplus/(Deficit) After Non-Operating Expenses | (41,824) | (20,086) | (21,738) | 668,738 | (62,826) | 731,564 | (42,891) |

- For the month of January, we have an operating surplus of \$26K. We show a total net (deficit) of (\$41K) after non-operating expenses made up of net unrealized investment losses of (\$18K) for the month and depreciation expense of (\$23K). We show a year-to-date surplus from operations of \$26K compared to a prior year deficit of (\$91k). We have a year-to-date net surplus of \$669K which includes net unrealized gains of \$660K, PPP Grant income of \$210K and depreciation expense of (\$236K) for the year.
- Member Services had surplus of \$87K vs. a prior year surplus of \$89K for the month of January. Year-to-date we show a surplus of \$590K vs. \$634K in January of 2020. Our membership total for January '21 is 10,254 compared to January '20 of 11,141. Membership signed up 105 new members (84 Contributing and 21 first-time) along with reinstating 38 members.
- Development shows a net year-to-date surplus of \$83K which includes the following donations:
\$108,704 in received contributions
\$0 in transition funds released from restriction

In FY 19-20 we had a net surplus of \$49K which included the following donations:

\$59,147 in received contributions
\$68,000 in transition funds released from restriction

It is great to see our contributions have increased over the prior year.

- The Net Liquidity for the month is \$635,846 for the month of January and is maintaining above \$400,000.

Controller's Report for Jan '21 Period 10 FY 20-21 (continued)

- Total donations for the month totaled \$213,950.

| | |
|----------------------------------|------------|
| General operating donations | \$111,846 |
| Facility-Restricted donations | \$ 1,004 |
| Development-Restricted donations | \$ 0 |
| Endowment donations | \$ 101,100 |
- Investments (without charitable annuities of \$216,993) totaled \$2,941,021 (at market value). Our investment dividends for January totaled \$1,310 and totaled \$85,543 for the year.

January 4th the museum and library reopened to the public and assisted 120 visitors for the month which included families with children, seven members, a few military and veterans. There is no bus tour traffic at this time; which affects our admission numbers and sales. The library has answered 388 research questions and lent out 301 books since April. One traveling workshop was held in January with four attendees. We were successful in securing a 2nd Paycheck Protection Loan for \$150K that will assist in covering payroll expenses. Member Services completed the yearly chapter reports, usually this is about a 33% reporting. A big congratulation goes to Sarah Gallagher as she has received her certification in HR from the Society for Human Resource Management during the month.

Jennifer Byers, Controller

February 12, 2021

Member Services Report -January 2021
Stacey Strayer, Member Services Manager

| Individual Memberships | Jan 31 | Dec 31 | Nov 30 | Oct 31 |
|-------------------------------|---------------|---------------|---------------|---------------|
| *Regular/Student/Youth | 9054 | 9096 | 9,097 | 9,169 |
| Associate | 577 | 581 | 581 | 594 |
| Life | 209 | 209 | 209 | 211 |
| Total Individual | 9,840 | 9,886 | 9,887 | 9,974 |

Contributing Memberships

| | | | | |
|---------------------------|------------|------------|------------|------------|
| Brass | 131 | 126 | 118 | 111 |
| Silver | 50 | 48 | 47 | 48 |
| Gold | 20 | 19 | 19 | 20 |
| Platinum | 13 | 14 | 14 | 14 |
| Ruby | 1 | 1 | 1 | 1 |
| Diamond | 0 | 1 | 1 | 1 |
| Total Contributing | 215 | 209 | 200 | 195 |

Business Memberships

| | | | | |
|-----------------------|------------|------------|------------|------------|
| Regular | 179 | 192 | 191 | 193 |
| Silver | 15 | 7 | 6 | 7 |
| Gold | 3 | 3 | 3 | 3 |
| Platinum | 1 | 1 | 1 | 0 |
| Ruby | 1 | 0 | 0 | 0 |
| Total Business | 199 | 203 | 201 | 203 |

| | | | | |
|-------------------------|---------------|---------------|---------------|---------------|
| Total Membership | 10,254 | 10,298 | 10,288 | 10,372 |
| Gain/Loss | -44 | 10 | -84 | -117 |

*Regular with Online Only Publications and Student/Youth – 1,989 (19%)

*International (included in figures above) –594

Institutional Subscription Bulletin subscribers – 15

Membership Categories

Application Source

| | Regular | Assoc | | | TOTAL | | | | | |
|-------------------|--------------|---------|--------|-------|------------|------|-------|-----|-------|---------------|
| | Business | Student | First- | | | Mail | Phone | Web | Event | Telemarketing |
| January 21 | Contributing | Youth | Time | Intro | | | | | | |
| New | 84 | 0 | 21 | 0 | 105 | 5 | 5 | 95 | 0 | 0 |
| Rei | 38 | 0 | 0 | 0 | 38 | 12 | 14 | 12 | 0 | 0 |

Suspended Members

Feb 1 (Jan 31 expiration)

Jan 1 (Dec 31 expiration)

Total

| |
|-----|
| 285 |
| 223 |

Paid-to-date

| |
|-----|
| |
| 102 |

Net

| |
|-----|
| |
| 121 |

Dropped Due to Non-Payment

Dec 1 (Noc 30 expiration)

| |
|-----|
| 156 |
|-----|

Dropped Due to:

| | |
|--------------|----|
| Deaths | 16 |
| Resignations | 6 |

| FY / YTD Totals – 4/1 to 1/31 | | | Total Individual Membership | |
|--------------------------------------|--------------------|------------------------|------------------------------------|--------|
| | New Members | Retention /Loss | Member Net | |
| 2020 / 2021 | 728 | -1615 | -765 | 10,254 |
| 2019 / 2020 | 718 | -1282 | -515 | 11,521 |
| 2018 / 2019 | 765 | -1329 | -294 | 11,141 |
| 2017 / 2018 | 600 | -600 | -830 | 11,705 |

| | |
|-------------------|------------|
| Phone Logs | 599 |
| Helped member | 339 |
| Helped non-member | 98 |
| Redirected | 46 |
| Renewal | 86 |
| New/Rei member | 30 |