

MEMORANDUM

To: Finance Committee

From: Brianna Ardini, Controller

Date: March 31, 2025

Subject: Financial Reports for the Month and Eleven Months Ended February 28, 2025

Attached please find the financial reporting package for the Month and Eleven Months Ended February 28, 2025.

This package includes the following reports and (pages).

- Financial Summary and Membership Summary (3)
- Events Summary (4)
- Net Liquidity Reserve Chart (5)

Department – Summary and Detail

Key variances during February 2025 by department are summarized below:

- **Administration:** Investment income is budgeted with potential draws. Actual is investment earnings. Unemployment claims were paid out of our reserve for \$9,000. This amount was recognized as expense in October resulting in administration expenses being over budget by \$9,000 for the year. Salaries expense is below budget due to vacant budgeted position related to HR which is now outsourced. Other revenue and expenses are at budget for the month and year.
- **Member Services:** Membership dues are above budget by \$21k for February 2025 and \$57k for the year. February's budgeted membership dues amount was based on an average of the first 9 month's actual results when then budget was created, resulting in the less accurate budget number. Credit Card fees continue to be above budget for the month and year as a result of utilizing Heartland Transaction System. Heartland will be eliminated with the implementation of the new membership database in FY 2025. Other revenue and expenses are on budget for the month and year.
- **Development:** GMS expense of \$5k was paid, however, a draw was not made out of investments to cover this expense as budgeted. Salaries expense is below budget by \$1.6k for February and \$12k YTD due to an open position within the department. Contribution revenue is below budget by \$10k for the month but is above budget for the year by \$54k. All other revenue and expenses are at budget for the month.
- **Publications:** Ad revenue remains below budget by \$25k for the year. A new platform for ad sales is currently being implemented due to the future elimination of the iMIS software. The new ad sales platform will allow for better analytics over the sales in attempt to improve future successes within the department. Other revenue and expenses are on budget for the month and year.
- **IT:** Revenue and expenses are currently at budget for the month. Revenue is also on budget for the year. Expenses are over budget by \$9k for the year due to payments for the new membership database development. Other expense accounts are on budget.
- **Facilities:** Revenue and expense is on budget for the month. The facilities department remains on budget for revenue and expense YTD with the exception of repairs and maintenance expense which is over budget by \$28k YTD and utilities expense which is over budget by \$7k YTD.

- **Museum:** Investment income is budgeted with potential draws. Actual is earnings. Museum admissions was on budget for the month but remains above budget by \$10k for the year. Exhibit expense remains under budget YTD by \$55,852 but are expected to be incurred in FY 2025. Other revenue and expenses are on budget for the month and year.
- **Education:** Contributions revenue is overbudget by \$9k for the month due to a large \$10,000 donation received. Workshops revenue was also over budget by \$5k due to workshops held during the month. Expenses were over budget due to the salaries of the School Coordinator position which was unbudgeted. These salaries are covered by the release of temporarily restricted funding. Supplies expense remains over budget YTD due to the purchase of new equipment for the school also paid for donations.
- **Library:** Investment income is budgeted with potential draws. Actual is only earnings. Other revenue and expenses are currently at budget for the month.
- **Museum Store:** Revenue and expenses are currently at budget for the month.
- **Events:** There was no event revenue or expense for February 2025.
- **Real Estate:** Revenue and expenses are currently at budget for the month.

Liquidity Charts:

- Net liquidity is \$583,968 which remains above the target line of \$400,000.

Operational Update

- The HVAC replacement is expected to be underway this month as the weather becomes better suited for construction.
- The transition to the new membership database is underway and the contract with iMIS will be terminated 4/1/25
- Preliminary audit fieldwork took place the week of 3/24/25 and the final audit fieldwork is scheduled for the week of 5/12/25

National Association of Watch and Clock Collectors, Inc.
For the Eleven Months Ended February 28, 2025

Financial Summary

Selected Statement of Activities Data

	MTD Actual	MTD Budget	MTD Variance	YTD Actual	YTD Budget	YTD Variance
Summary Operational Results						
Operating Revenue	\$ 120,342	\$ 115,910	\$ 4,432	\$ 1,679,564	\$ 1,630,310	\$ 49,254
Operating Expenses	(115,565)	(112,684)	(2,881)	(1,717,302)	(1,621,880)	(95,422)
Net Surplus/(Deficit) Before Non-Operating Expenses	4,777	3,226	1,551	(37,738)	8,430	(46,168)
Non-Operational						
Gift In Kind Revenue	-	-	-	164,903	-	164,903
Gift In Kind Expense	-	-	-	(164,903)	-	(164,903)
Investments (net realized/unrealized gains/losses)	2,601	-	2,601	231,472	-	231,472
Depreciation	(25,216)	(25,216)	-	(277,376)	(277,376)	-
Change in Net Assets and Releases	2,170	-	2,170	157,845	-	157,845
Change in Total Net Assets	\$ (15,668)	\$ (21,990)	\$ 6,322	\$ 74,203	\$ (268,946)	\$ 343,149

Selected Statement of Financial Position Data

	Actual Feb 2025	Actual Mar 2024	Change
Operating Cash	\$ 380,003	\$ 379,924	\$ 79
Investments			
Permanently Restricted Investments	1,516,232	1,486,622	29,610
All Other Investments (excluding CGA)	2,626,537	2,282,633	343,904
Total Investments	\$ 4,142,769	\$ 3,769,255	\$ 373,514

Membership Summary

Individual Memberships	Aug 31	Sep 30	Oct 31	Nov 30	Dec 31	Jan 31	Feb 28
*Regular/Student/Youth	7,102	7,099	7,018	6,913	6,880	6,867	6,783
Associate	450	457	457	460	466	477	483
Life	210	209	209	208	208	208	208
Total Individual	7,762	7,765	7,684	7,581	7,554	7,552	7,474

Contributing Memberships

Brass	120	124	122	121	118	118	116
Silver	58	58	57	55	56	54	53
Gold	30	29	29	29	28	28	27
Platinum	12	11	11	12	13	13	13
Ruby	2	2	3	3	3	3	3
Diamond	1	1	1	1	1	1	1
Total Contributing	223	225	223	221	219	217	213

Business Memberships

Regular	128	120	123	118	125	125	125
Silver	7	7	7	5	5	4	5
Gold	4	4	4	4	3	3	3
Platinum	1	1	1	1	1	1	1
Ruby	-	-	-	-	-	-	-
Total Business	140	132	135	128	134	133	134

Total Membership	8,125	8,122	8,042	7,930	7,907	7,902	7,821
Gain/Loss	-114	-3	-80	-112	-23	-5	-81

*Regular with Online Only Publications and Student/Youth: 2030

International (included in figures above): 391

Institutional Subscription Bulletin subscribers: 13

National Association of Watch and Clock Collectors, Inc.
Statements of Activities - Department Detail
For the Eleven Months Ended February 28, 2025
Events

	YTD Actual	YTD Budget	YTD Variance
REVENUE			
National Convention Revenue	\$ 127,409	\$ 112,500	\$ 14,909
Symposium Revenue	28,860	34,050	(5,190)
Fundraising Events (Pumpkins & pendulums)	1,071	4,000	(2,929)
Fundraising Events (New Year's at Noon)	1,325	1,000	325
Event Income	200	4,000	(3,800)
TOTAL OPERATING REVENUE	158,865	155,550	3,315
EXPENSES			
National Convention Expense	87,213	60,000	27,213
Symposium Expense	21,927	34,050	(12,123)
Fundraising Events (Pumpkins & Pendulums)	998	1,200	(202)
Fundraising Events (New Year's at Noon)	404	500	(96)
Other Event Expenses	670	-	670
TOTAL OPERATING EXPENSES	111,212	95,750	15,462
TOTAL OPERATING INCOME (LOSS)	47,653	59,800	(12,147)
OTHER (INCOME)/EXPENSE	-	-	-
TOTAL CHANGE IN UNRESTRICTED NET ASSETS	\$ 47,653	\$ 59,800	\$ (12,147)

Actual Results By Event					
Convention	Symposium	Pumpkins & Pendulums	New Year's at Noon	Other	Total
127,409	-	-	-	-	127,409
-	28,860	-	-	-	28,860
-	-	1,071	-	-	1,071
-	-	-	1,325	-	1,325
-	-	-	-	200	200
127,409	28,860	1,071	1,325	200	158,865
87,213	-	-	-	-	87,213
-	21,927	-	-	-	21,927
-	-	998	-	-	998
-	-	-	404	-	404
-	-	-	-	670	670
87,213	21,927	998	404	670	111,212
40,196	6,933	73	921	(470)	47,653
-	-	-	-	-	-
\$ 40,196	\$ 6,933	\$ 73	\$ 921	\$ (470)	\$ 47,653

Other Revenue

Rotunda Rental	\$ 200
Total	200

Other Expense

4th Friday Expense	\$ 150
Hangers for Table Cloths	32
Event Table Cloths	488
Total	670

