

MEMORANDUM

To: Finance Committee

From: Brianna Ardini, Controller

Date: March 11, 2025

Subject: Financial Reports for the Month and Ten Months Ended January 31, 2025

Attached please find the financial reporting package for the Month and Ten Months Ended January 31, 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 January 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 \$27k for January 2025 and \$36k for the year. January's budgeted membership dues amount was based on an average of the prior 9 month's actual results when then budget was created, resulting in the less accurate budget number. Contributions were above budget by \$3,800 for the month. Credit Card fees continue to be above budget for the month and year as a result of utilizing Heartland Transaction System. Heartland is expected to 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 \$2.4k for January and \$10k YTD due to an open position within the department. Contribution revenue is above budget for the year by \$73k. All other revenue and expenses are at budget for the month.
- **Publications:** Ad revenue remains below budget by \$5k for the month and \$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 \$19,032 YTD and utilities expense which is over budget by \$7,356 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 \$51,810 but are expected to be incurred in 2025. Other revenue and expenses are on budget for the month and year.
- **Education:** Revenue is on budget for 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 January 2025.
- **Real Estate:** Revenue and expenses are currently at budget for the month.

Liquidity Charts:

- Net liquidity is \$573,458 which remains above the target line of \$400,000.
- There was an increase in liquidity as money was moved from the Long-term investment account to the Short-term investment account for board designated funds spent out of operating.

Operational Update

- Construction is wrapping up at the School of Horology to build a Maker's Space paid for by a donation to the School.
- 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 will be completed by 4/1/2025 when our contract with iMIS is terminated
- Preliminary audit fieldwork scheduled to begin 3/27/25 with main fieldwork scheduled beginning 5/12/25

National Association of Watch and Clock Collectors, Inc.
For the Ten Months Ended January 31, 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	\$ 158,897	\$ 146,245	\$ 12,652	\$ 1,569,800	\$ 1,513,901	\$ 55,899
Operating Expenses	(177,003)	(169,339)	(7,664)	(1,601,364)	(1,505,073)	(96,291)
Net Surplus/(Deficit) Before Non-Operating Expenses	(18,106)	(23,094)	4,988	(31,564)	8,828	(40,392)
Non-Operational						
Gift In Kind Revenue	-	-	-	173,038	-	173,038
Gift In Kind Expense	-	-	-	(173,038)	-	(173,038)
Investments (net realized/unrealized gains/losses)	(175,987)	-	(175,987)	135,117	-	135,117
Depreciation	(25,216)	(25,216)	-	(226,944)	(226,944)	-
Change in Net Assets and Releases	18,200	-	18,200	153,444	-	153,444
Change in Total Net Assets	\$ (201,109)	\$ (48,310)	\$ (152,799)	\$ 30,053	\$ (218,116)	\$ 248,169

Selected Statement of Financial Position Data

	Actual Jan 2025	Actual Mar 2024	Change
Operating Cash	\$ 292,091	\$ 379,924	\$ (87,833)
Investments			
Permanently Restricted Investments	1,515,632	1,486,622	29,010
All Other Investments (excluding CGA)	2,665,529	2,282,633	382,896
Total Investments	\$ 4,181,161	\$ 3,769,255	\$ 411,906

Membership Summary

Individual Memberships	Jul 31	Aug 31	Sep 30	Oct 31	Nov 30	Dec 31	Jan 31
*Regular/Student/Youth	7,205	7,102	7,099	7,018	6,913	6,880	6,867
Associate	454	450	457	457	460	466	477
Life	210	210	209	209	208	208	208
Total Individual	7,869	7,762	7,765	7,684	7,581	7,554	7,552

Contributing Memberships

	Jul 31	Aug 31	Sep 30	Oct 31	Nov 30	Dec 31	Jan 31
Brass	121	120	124	122	121	118	118
Silver	62	58	58	57	55	56	54
Gold	31	30	29	29	29	28	28
Platinum	12	12	11	11	12	13	13
Ruby	2	2	2	3	3	3	3
Diamond	1	1	1	1	1	1	1
Total Contributing	229	223	225	223	221	219	217

Business Memberships

	Jul 31	Aug 31	Sep 30	Oct 31	Nov 30	Dec 31	Jan 31
Regular	129	128	120	123	118	125	125
Silver	7	7	7	7	5	5	4
Gold	4	4	4	4	4	3	3
Platinum	1	1	1	1	1	1	1
Ruby	-	-	-	-	-	-	-
Total Business	141	140	132	135	128	134	133

Total Membership	8,239	8,125	8,122	8,042	7,930	7,907	7,902
Gain/Loss	-67	-114	-3	-80	-112	-23	-5

*Regular with Online Only Publications and Student/Youth: 2099

International (included in figures above): 399

Institutional Subscription Bulletin subscribers: 13

National Association of Watch and Clock Collectors, Inc.
 Statements of Activities - Department Detail
 For the Ten Months Ended January 31, 2025
 Events

	YTD Actual	YTD Budget	YTD Variance	Actual Results By Event					
				Convention	Symposium	Pumpkins & Pendulums	New Year's at Noon	Other	Total
REVENUE									
National Convention Revenue	\$ 127,409	\$ 112,500	\$ 14,909	127,409	-	-	-	-	127,409
Symposium Revenue	28,860	34,050	(5,190)	-	28,860	-	-	-	28,860
Fundraising Events (Pumpkins & pendulums)	1,071	4,000	(2,929)	-	-	1,071	-	-	1,071
Fundraising Events (New Year's at Noon)	1,325	1,000	325	-	-	-	1,325	-	1,325
Event Income	200	4,000	(3,800)	-	-	-	-	200	200
TOTAL OPERATING REVENUE	158,865	155,550	3,315	127,409	28,860	1,071	1,325	200	158,865
EXPENSES									
National Convention Expense	87,213	60,000	27,213	87,213	-	-	-	-	87,213
Symposium Expense	21,927	34,050	(12,123)	-	21,927	-	-	-	21,927
Fundraising Events (Pumpkins & Pendulums)	998	1,200	(202)	-	-	998	-	-	998
Fundraising Events (New Year's at Noon)	404	500	(96)	-	-	-	404	-	404
Other Event Expenses	670	-	670	-	-	-	-	670	670
TOTAL OPERATING EXPENSES	111,212	95,750	15,462	87,213	21,927	998	404	670	111,212
TOTAL OPERATING INCOME (LOSS)	47,653	59,800	(12,147)	40,196	6,933	73	921	(470)	47,653
OTHER (INCOME)/EXPENSE	-	-	-	-	-	-	-	-	-
TOTAL CHANGE IN UNRESTRICTED NET ASSETS	\$ 47,653	\$ 59,800	\$ (12,147)	\$ 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

