

The following update is based on the unaudited financial statements for the period ending September 30, 2019.

### **Revenues**

Gross literature sales for September 2019 were \$279,513, which is \$48,601 less than actual September 2018. It is anticipated that literature sales will be less than prior year 2018 due to the new literature that was introduced in 2018. However, literature sales to date are \$100,586 (4%) higher than budgeted sales. Contributions for September 2019 were \$158,008. This is lower than September 2018 contributions of \$162,030. Year to date contributions are trending above budget by \$63,865 (4%) and above prior year of \$106,515 (8%) due to a significant bequest received earlier in the year.

Market conditions in September were positive for a return on investments. The General Fund experienced a gain of \$7,100 for September. The Board approved a 4% transfer from the General Fund to the Reserve Fund of \$17,900. Unrealized gains from our investments in the Reserve Fund increased by \$41,800 for the month due to moderate performance in the market. At the end of the month, we had an unrealized gain of \$1,778,001 in the Reserve Fund compared to \$1,713,070 at the end of August.

### **Expenses**

Expenses have increased by \$48,637 compared to prior year but are in line with budgeted expectations at 73% overall. No expenses accounts are particularly concerning. Professional fees are 75% higher than budget due to costs already incurred earlier in the year. Bank fees are 75% higher than budget due to more members using PayPal to purchase literature with the offset reflected in lower credit card fees.

### **Net Assets**

Change in net assets in the General Fund resulted in an operating surplus of \$173,235. The increase is due to an increase in contributions from a bequest, strong literature sales in the first half of the year, and conservative spending.

### **Reserve Fund**

The increase in earnings on equities provided an investment gain of \$632,700 year to date. The Reserve Fund investment account continues to be sensitive to market conditions.

### **Reflections and Outlook:**

On page forty-six (46) in *Many Voices, One Journey* (B-31) there is a notation at the bottom of the page which states: "Lois was "dreaming big" when she and Anne ordered 1,000 copies of *Purposes and Suggestions for AI-Anon Family Groups*. When I consider the future, do I think of possibilities or limitations?" The World Service Conference theme for 2020 is "Dreaming Big with 20|20 Vision" In order for the proposed Strategic Plan Strategies, like the mobile app, to come to fruition, contributions will need to be strong.

As we approach the year's end, Staff will continue to closely monitor expenses to ensure these costs come in as close to budget as possible.