



Treasurer's Report

July 2022 - June 2023

The Falmouth Historical Society is financially solvent. Our income from dues, donations, grants, and sales of merchandise is sufficient to cover our operating expenses. This is what we hoped to achieve three years ago when the Board of Directors adopted an austere budget and shut down the Falmouth Heritage Museum for half of the year.

The Society is meeting the community's basic expectations for its town historical society, but programs are constrained while we operate on a subsistence budget. Our financial statements show that we are skating along the line between being in the black or the red. Even a minor calamity—such as the sump failure during the spring of 2022 that incurred an unbudgeted expense of \$1,200—can plunge us into a financial crisis.

We closely follow key financial metrics throughout the year. We finished the year with a \$1,764 (35%) drop in liquidity of which \$1,024 was due to added inventory of new merchandise. Current unrestricted assets declined by \$464 (5%). Despite increased costs due to inflation, our expenses were \$1,062 under budget although this is misleading because spending in the previous fiscal year was \$495 over budget. We recently received \$1,000 as partial reimbursement for the failed sump pump. Had that payment come sooner, we would have been \$505 under budget in FY22 and only \$62 under budget this year. Boiled down, financial metrics show that the Society is operating within its means and exhibiting good fiscal discipline.

Our balance sheet reflects a \$198,236 increase in net assets. The town's property revaluation increased the value of our Museum and Barn by \$184,800. A bequest for \$8,391 was transferred to the Society's account with the Maine Community Foundation to replenish our endowment. The Society received educational grants of \$7,500 to fund scholarships at Falmouth High School. These are large sums for a small non-profit whose base operating budget (less \$2,500 for the scholarship and \$935 in directed donations) was \$9,900. Questions about the treasurer's report should be sent to info@thefhs.org.

FINANCIAL SUMMARY

June 30, 2023

Operating Accounts Balance	\$3,559	Minus restricted grants	●
Projected Income	\$0	"	●
Projected Expenses	\$0	"	●
Actual Year-End Balance	\$3,254	In the black but low	●
Variance from Budget	-\$1,062	Under budget	●
Change in Unrestricted Net Current Assets	-\$464	Slightly in the red	●
Investments	\$23,002	Doing well	●

ACCOUNT BALANCES

Checking—Society	Checking—Internet	Savings—Museum
\$1,594.12	\$182.41	\$9,282.36
Maine Community Foundation—The FHS Fund		\$23,002.47
PayPal		\$0.00
Venmo		\$0.25

Accounts receivable = **\$0.00**

Accounts payable = **\$294.80**

Sales tax payable = **\$10.32**

LIQUIDITY

June 30, 2023

Operating Accounts Balance	\$11,059
Plus Accounts Receivable	\$0
Less Accounts Payable + Sales Tax	\$305
Less Remaining Budgeted Expenses	\$0
Less Grant Restrictions	\$7,500
Plus Estimated Revenue from Dues/Donations	\$0
Actual Fiscal Year-End Balance	\$3,254

STATEMENT OF FINANCIAL POSITION

June 30, 2023

Assets	Without Donor Restrictions	With Donor Restrictions	Total
Checking	1,777		1,777
Savings	1,782	7,500	9,282
Inventory	4,790		4,790
Petty Cash	162		162
Undeposited Funds	0		0
Accounts Receivable	0		0
Total Current Assets	8,511	7,500	16,011
Land and Buildings	449,900		449,900
Fire Truck	35,000		35,000
Investments	23,002		23,002
Total Long-Term Assets	507,902		507,902
Total Assets	516,413	7,500	523,913
Liabilities			
Accounts Payable	123		123
Maine Revenue Service Payable	10		10
Total Current Liabilities	133		133
Total Liabilities	133		133
Net Assets			
Net Assets Beginning of Year	323,044	2,500	325,544
Change in Net Assets	193,236	5,000	198,236
Current Net Assets	516,280	7,500	523,780
Total Liabilities and Net Assets	516,413	7,500	523,913

Form 990 would include a net petty cash and accrual adjustment to current unrestricted assets.

STATEMENT OF ACTIVITY

July 2022 - June 2023

	JUL 2022	AUG 2022	SEP 2022	OCT 2022	NOV 2022	DEC 2022	JAN 2023	FEB 2023	MAR 2023	APR 2023	MAY 2023	JUN 2023	TOTAL
Revenue													
Discounts given	-5.69	-11.30	-7.61	-8.45	-1.90	-26.55							\$ -61.50
Donations	8,555.91	61.00	234.20	230.99	250.00	864.18	1,601.00		289.44	282.83	1,115.61	117.51	\$13,602.67
Dues	190.00	100.00	100.00	850.00	540.00	80.00	540.00	280.00	440.00		450.00	140.00	\$3,710.00
Grant					2,500.00			2,500.00			2,500.00		\$7,500.00
Investments	-8,391.29	0.14	0.12	0.12	0.13	0.17	0.18	0.22	0.25	0.23	0.27	0.24	\$ -8,389.22
Sales	60.66	63.51	140.30	192.68	6.63					9.48		33.18	\$506.44
Sales of Product Revenue	23.70	23.70	163.05	109.01	164.93	216.12				45.50		20.85	\$766.86
Total Revenue	\$433.29	\$237.05	\$630.06	\$1,374.35	\$3,459.79	\$1,133.92	\$2,141.18	\$2,780.22	\$729.69	\$338.04	\$4,065.88	\$311.78	\$17,635.25
Cost of Goods Sold	\$65.97	\$27.57	\$189.66	\$144.43	\$76.29	\$184.92	\$0.00	\$0.00	\$0.00	\$37.54	\$0.00	\$28.00	\$754.38
GROSS PROFIT	\$367.32	\$209.48	\$440.40	\$1,229.92	\$3,383.50	\$949.00	\$2,141.18	\$2,780.22	\$729.69	\$300.50	\$4,065.88	\$283.78	\$16,880.87
Expenditures													
Education			34.20									2,500.00	\$2,534.20
Fees		99.90			20.00		20.00	35.00					\$174.90
Information Services									1,190.00				\$1,190.00
Insurance						225.00				1,730.00			\$1,955.00
Maintenance		332.62	429.92	685.56						329.26	-1,000.00		\$777.36
Membership					217.00		35.00	60.00	195.00		119.00	40.00	\$666.00
Misc	10.73	3.25	2.48	5.80	2.70	14.71	1.09	4.07	3.97	8.11	4.82	2.01	\$63.74
Office Expense	374.58	116.34		70.00			241.00	49.46		72.99	109.98	9.99	\$1,044.34
Utilities	231.89	246.43	248.14	228.33	236.12	358.10	440.81	495.23	468.10	308.34	274.12	294.80	\$3,830.41
Total Expenditures	\$617.20	\$798.54	\$714.74	\$989.69	\$475.82	\$597.81	\$737.90	\$643.76	\$1,857.07	\$2,448.70	\$ -492.08	\$2,846.80	\$12,235.95
NET OPERATING REVENUE	\$ -249.88	\$ -589.06	\$ -274.34	\$240.23	\$2,907.68	\$351.19	\$1,403.28	\$2,136.46	\$ -1,127.38	\$ -2,148.20	\$4,557.96	\$ -2,563.02	\$4,644.92

PERFORMANCE

July 2022 - June 2023

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Revenue	\$17,635	\$0	\$17,635
Cost of Goods Sold	\$754	\$0	\$754
GROSS PROFIT	\$16,881	\$0	\$16,881
Expenditures			
Directed Donations		935	-935
Education	2,534	2,500	34
Fees	175	155	20
Information Services	1,190	1,028	162
Insurance	1,955	1,675	280
Maintenance	777	2,312	-1,535
Membership	666	428	238
Misc	64	60	4
Office Expense	1,044	951	93
Utilities	3,830	3,254	576
Total Expenditures	\$12,236	\$13,298	\$ -1,062
NET OPERATING REVENUE	\$4,645	\$ -13,298	\$17,943

CASH FLOW

July 2022 - June 2023

	TOTAL
OPERATING ACTIVITIES	
Net Revenue	4,644.92
Adjustments to reconcile Net Revenue to Net Cash provided by operations:	
Finished Goods	-84.33
Inventory	-784.19
Material:Cookbook Dividers	-12.66
Material:Cookbook Paper	-320.26
Accounts Payable	73.02
Maine Revenue Services Payable	-2.30
Total Adjustments to reconcile Net Revenue to Net Cash provided by operations:	-1,130.72
Net cash provided by operating activities	\$3,514.20
NET CASH INCREASE FOR PERIOD	\$3,514.20
Cash at beginning of period	7,706.44
CASH AT END OF PERIOD	\$11,220.64

STATEMENT OF PROGRAM EXPENSE

July 2022 – May 2023

Program Service	
<u>Collections</u>	\$5,674
<i>Housing, protecting, & managing artifacts, books & documents</i>	
<u>Research</u>	\$238
<i>Discovering the lost & forgotten stories of our town</i>	
<u>Education</u>	\$2,939
<i>Telling the stories of our town using our collections & research</i>	
Total Program Service	\$8,852
Management & General	\$3,384
Fundraising	\$0
Total	\$12,236
Program Service as % of Total	72%

SALES ACTIVITY

July 2022 – June 2023

	QUANTITY	AMOUNT	% OF SALES	AVG PRICE	COGS
Books		690.07	58.29 %		459.32
Clothing		106.17	8.97 %		78.19
Magnets		5.68	0.48 %		4.80
Maps		13.28	1.12 %		11.20
Other		71.09	6.00 %		16.80
Throw/Coverlets		42.65	3.60 %		36.00
Totes		255.00	21.54 %		162.47
TOTAL		\$1,183.94	100.00 %		\$768.78

NEW MERCHANDISE INVESTMENT

<i>As of June 30, 2023</i>	<i>Beanies</i>	<i>Totes</i>	<i>Savory</i>	<i>Sweet</i>	<i>Total</i>
New Inventory	35	35	23	23	
Transfer of Cash to Inventory	\$480.03	\$516.95	\$500.48	\$562.81	\$2,060.27
Expense from Inventory					
Cost of Goods Sold	\$137.18	\$221.55	\$87.04	\$97.88	\$543.65
Income to Cash					
Margin on Goods Sold	\$52.42	\$128.25	\$15.32	\$15.88	\$211.87
Donation	\$75.00	\$75.00	\$44.16	\$67.85	\$262.01
Net					
Cash Tied Up in Inventory	\$215.43	\$92.15	\$353.96	\$381.20	\$1,042.74
Profit					\$0.00
Remaining Inventory	25	20	19	19	

MANUFACTURING

<i>As of June 30, 2023</i>	<i>Total Purchased</i>	<i>Current Material</i>	<i>Total Requisitioned</i>	<i>Current Finished Goods</i>	<i>Wastage</i>	<i>Total Delivered</i>	<i>Remaining Volumes</i>
Paper stock (sheets)	8,750	3,625	5,125	0	640	4,485	37
Binders	47	0	47	1		46	1
Insert stock	100	0	100	0		97	0
Divider stock	250	50	200	63		138	37
Ink	46	0	46	0		46	
Total cost	\$1,480.54	\$332.92	\$1,147.62	\$27.73	\$56.60	\$1,063.29	
Less unbilled ink/toner expense				\$0.00			
Cash Tied Up in Manufacturing	\$360.65						