

State of the Org Update

This report format is designed for the officers to report to the board and the general membership. It has been formatted to align with the Org goals (2018-2020). **This report closes on June 10th.**

Please [see instructions](#) at the end of this document before filling it out.

Date: June 10, 2020

Reporting period: May 2020

Report prepared by:

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Executive Director

Steven Sheffield
Treasurer

Matt Cridland
Vice President

Lindsy Bristow
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Be intentionally inclusive

AMT strives to be a place for the growth of all kinds of people. We, as the organization, want to be engaged in a continual process of understanding how we can make people feel welcome and safe.

Representation - Status: yellow

Action: Create media and advertising that shows a diverse range of people and projects

Owner: Rachel

Activity:

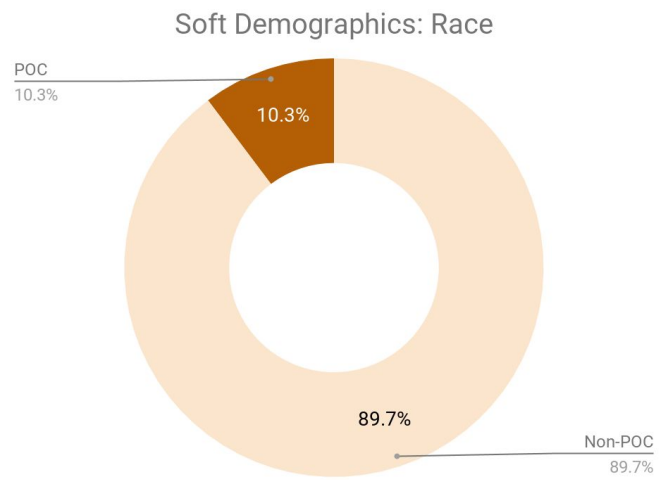
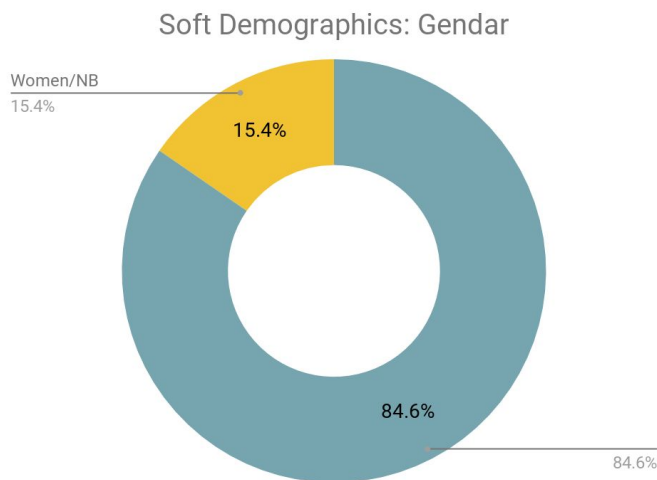
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General

Membership Reporting

Please note this area was not updated this month. We need a more automated way of reporting.

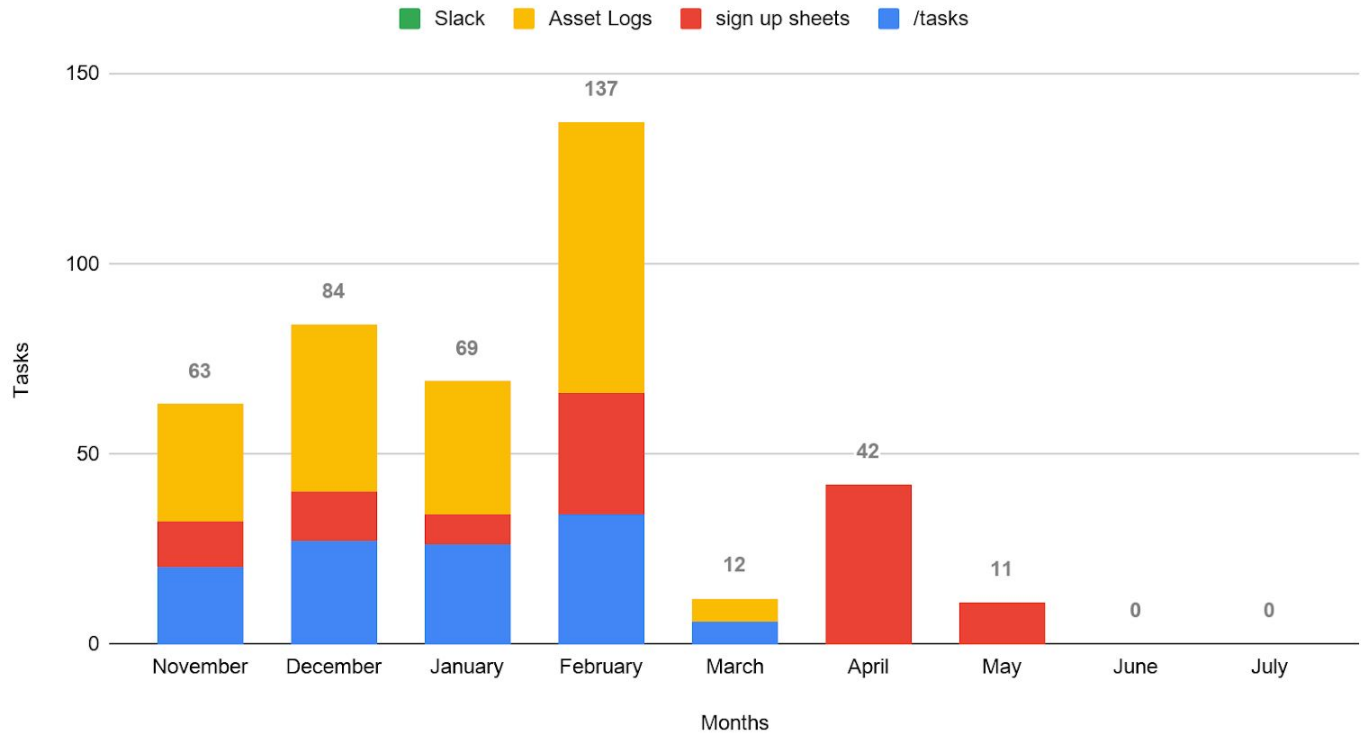
- Soft demographics reporting (based on the member directory, as of 5/12/20)



Member engagement

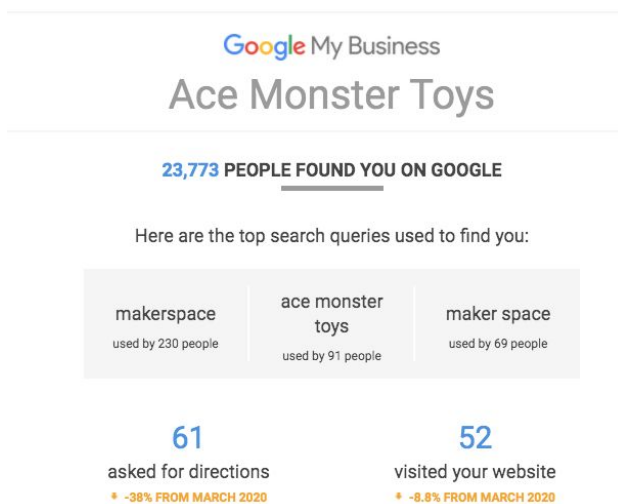
Internal Member Engagement

Member Contributions

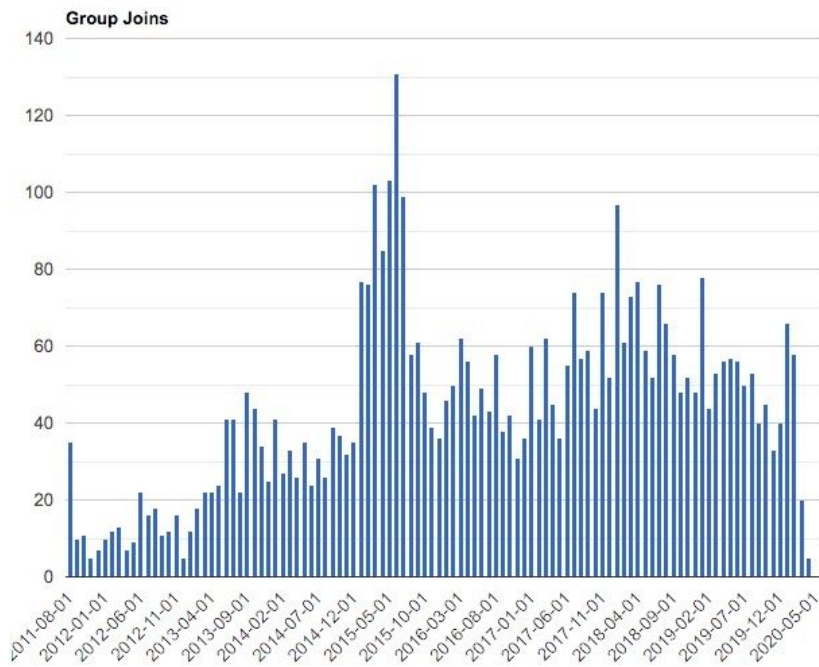


Social Media

- Analysis of our social media reach to improve reach to more diverse people. Below are our baseline social media numbers as of 4/30/20 - rs
 - Google Business



- MeetUp.com: 4,359 members



- Facebook: 2,292 followers



- Twitter: 25 followers



- Instagram: 265 Followers



acemonstertoys

Edit Profile



209 posts

265 followers

100 following

Ace Monster Toys

Nonprofit Organization

Promoting and encouraging technical, scientific and artistic skills through social collaboration, education, and individual projects.

www.acemonstertoys.org

Support Sustainability

We want AMT to be around for the long haul as a positive force in people's lives. This means both running the org in a way that is sustainable financially and operationally, but also creating a culture in which it is easy to get and stay involved with helping run the space.

Reduced single-person dependencies- Status: Yellow

Action: Reduce critical single-person dependencies (critical tasks only one person knows how to do).

Owner: Crafty

Activity:

- *See Covid Emergency*

General updates

Operational/Program Related

- *See Covid Emergency*

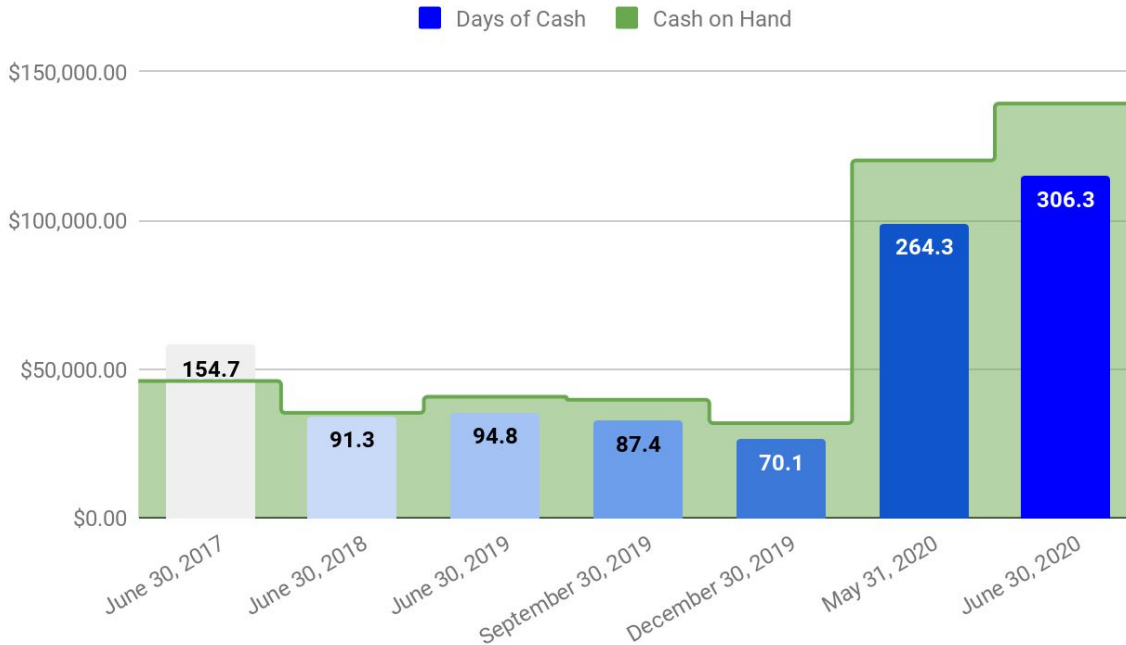
State of the Money (as of May 31, 2020)

In May, Ace received more than \$97K in loaned funds from the Small Business Administration. The funds must be used to pay for existing operations, and we plan to use the funds to pay for many of the operations for next year. As a result of the loan proceeds, Ace has fully replenished liquidity and reserves and met its cash goals.

Cash on Hand

Cash and Liquidity (as of May 31)

Days of Cash and Cash on Hand



Estimated days of liquidity by the end of the year: **306 days** (201 more than last month)
daily expense: \$454

The loan proceeds (\$97K) account for a significant amount of the cash reserves.

Cash and Cash Equivalents

- Paypal - **-\$1,402**
- Petty Cash - \$349
- Bank of America Checking - \$129,493*
- Bank of America Savings- \$25,001

*\$21,696.81 is restricted (as of May 31) for COVID-19 Relief Fund because the money was donated for that purpose.

Cash Goals

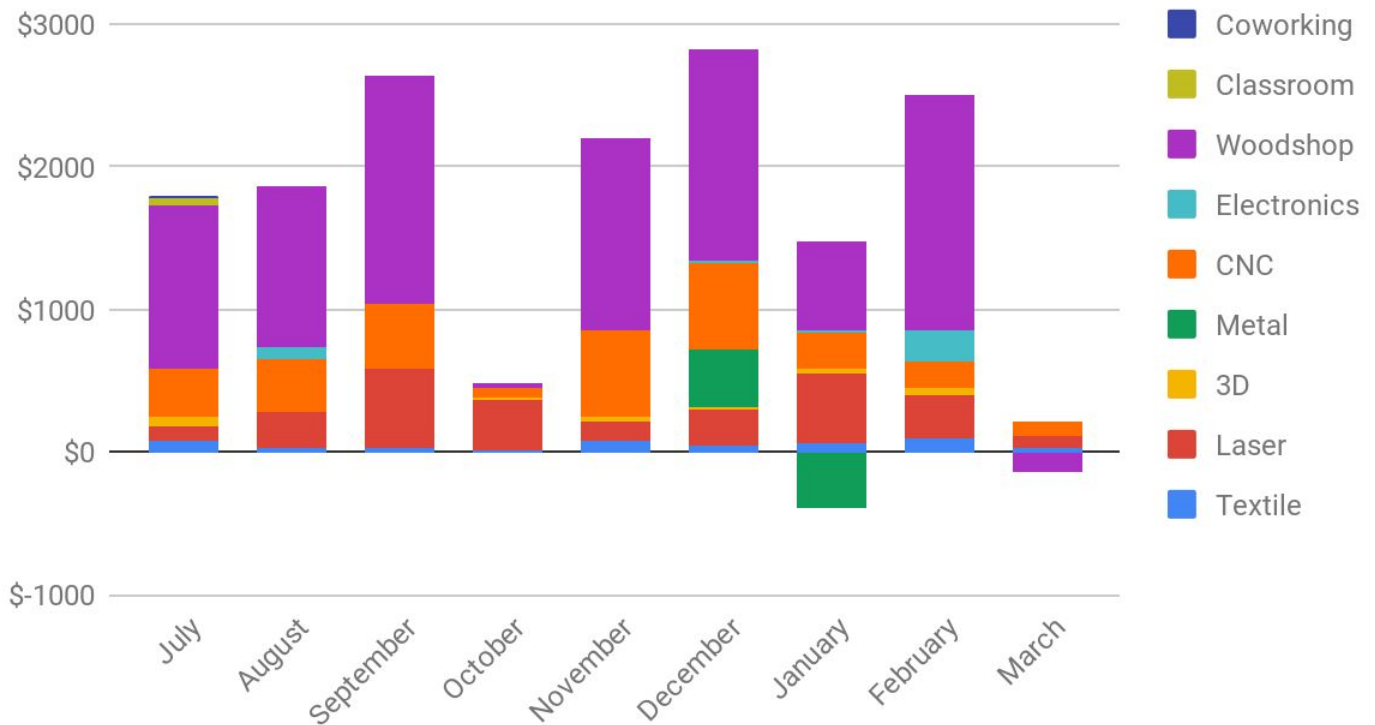
As of this writing, Ace has met its cash goals. Going forward, Ace will maintain liquidity reserves in its checking account and all other cash in an interest-bearing savings account.

Goals	Threshold
Replenish liquidity reserves; increase balance in savings account	\$39,372.37
Attain 90 days of cash on hand	\$40,925.69
Save 90 days of cash	\$50,768.78

Programs - Updated through March 31st; no change made in May

Woodshop remains the most prolific program to offer revenue generating classes. Programs were suspended from offering classes in mid-March. Some refunds were issued.

RSVP Class Revenue



Funds available by Program

Steward reports available as a standalone [wiki](#) page.

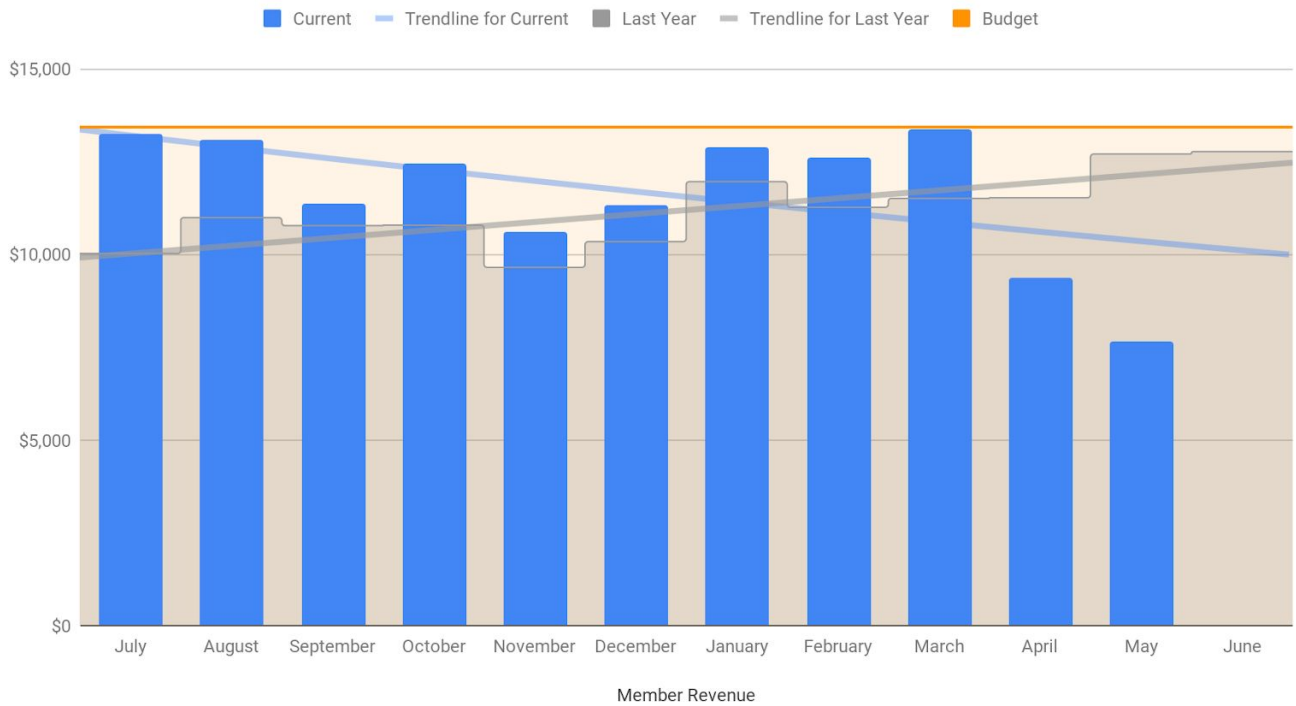
Financial Performance

In May, membership revenue was the lowest it had been in over three years - the last time membership revenue was this low was April 2017.

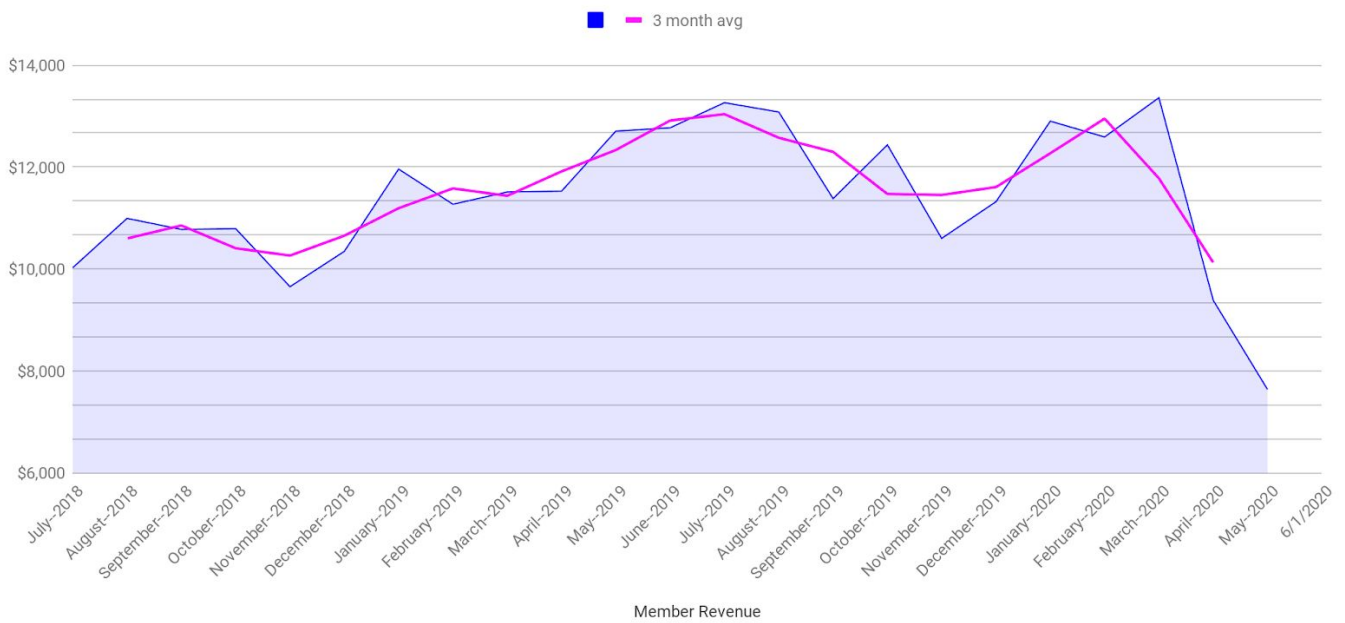
This represents a 19% drop (this month) in revenue from membership revenue and a 43% drop since March 2020.

This remains concerning, and we will continue to monitor the revenue on a weekly basis.

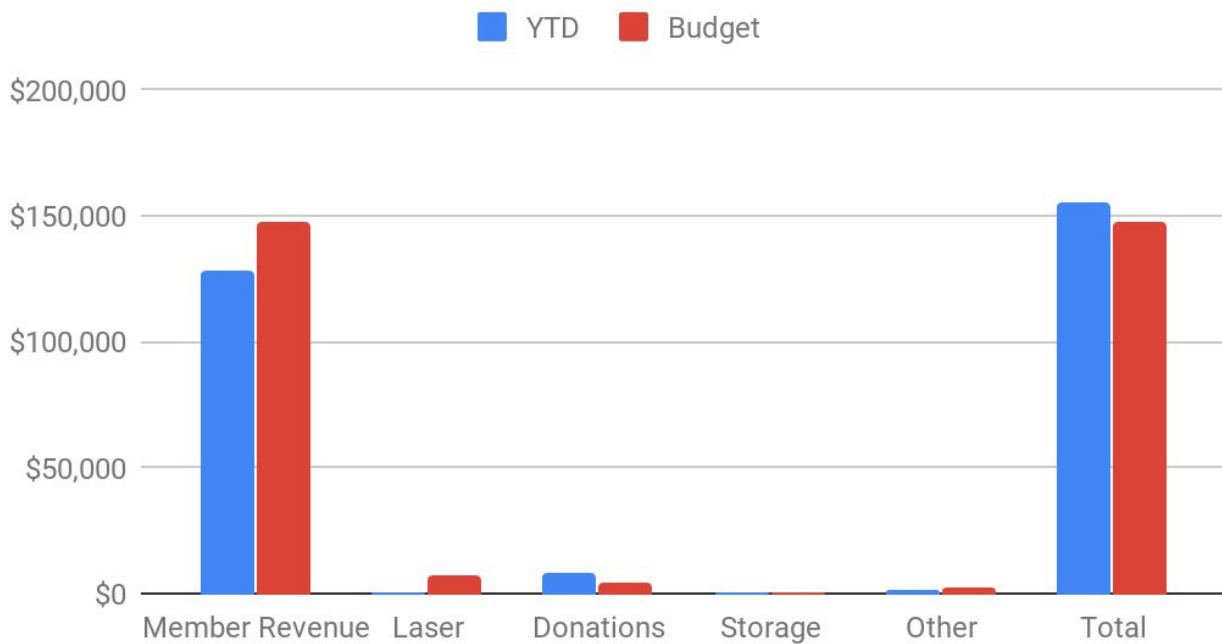
Member Revenue (Current vs. Last Year)



Membership revenue since July '18



YTD vs. Budget revenue

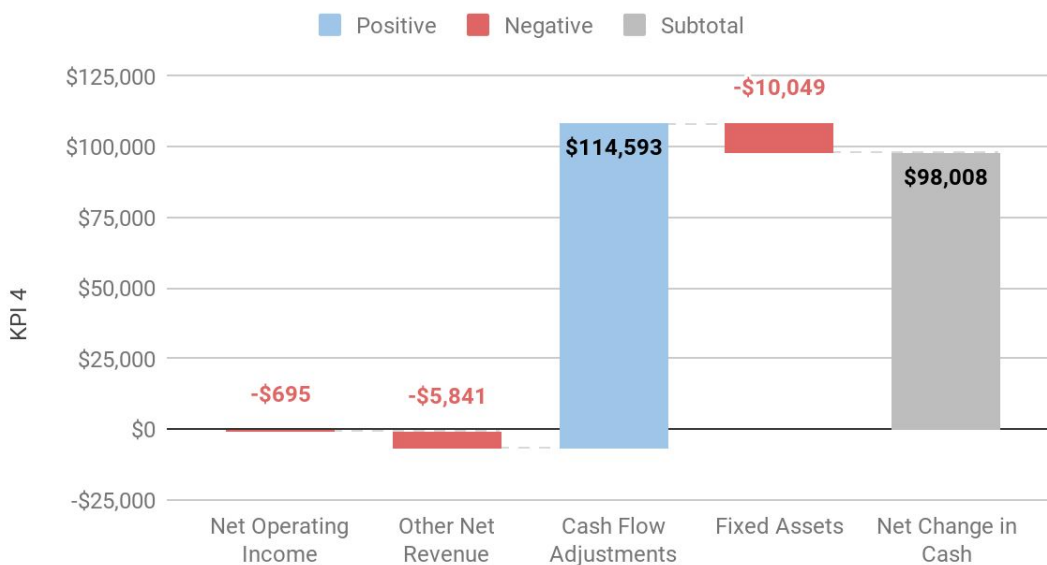


We are \$20K behind budget in Member Revenue (we expected to earn \$148K by this point and we've earned \$128K). Total revenue is ahead of budget due to donations and grants.

Note: Program revenues are not shown on graphic because we do not budget to earn program revenue.

Year End Forecast

Forecast cash flow for FY20



We forecast Ace to earn about break even (net) from operations.

This aligns Net Operating Income (revenue from memberships, classes/RSVPs, and donations, minus program and administrative costs).

Other Net Revenue represents the costs of depreciation and Cash Flow Adjustments shows the offsetting adjustment for depreciation.

We received \$97K in loan proceeds in May, which makes up the largest part of Other Cash Flow Adjustments.

We forecast to increase our annual cash on hand by about \$98K, ending with \$139K cash on hand.

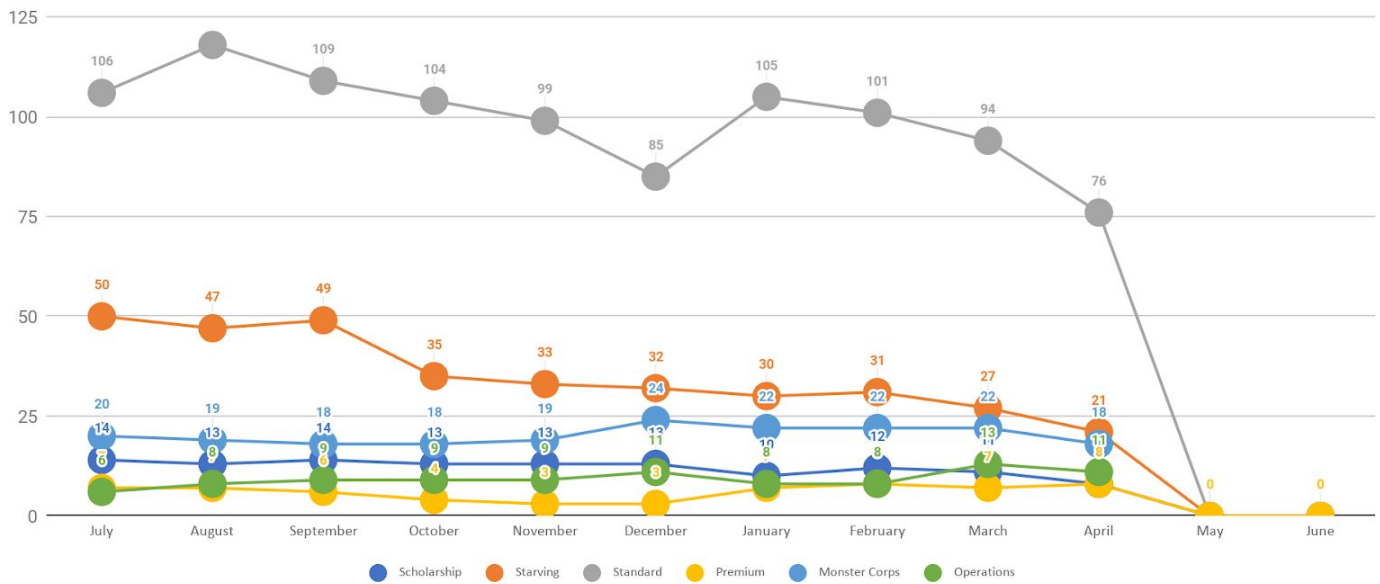
Membership Numbers

Membership

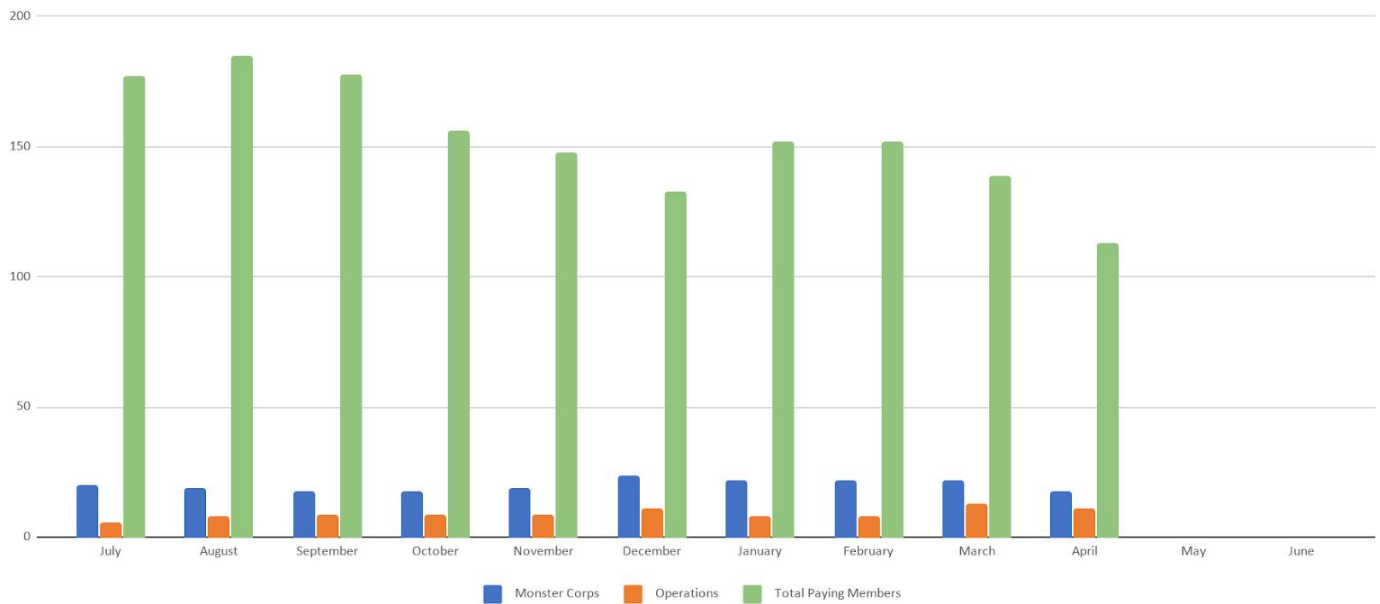
- Member Billing: 9 Outstanding overdue bills
- Data from Wordpress (*as of April 11, 2020*)

	Scholarship	Starving	Standard	Premium	Monster Corps	Operations	Total Paying Members	Total Members
July	14	50	106	7	20	6	177	203
August	13	47	118	7	19	8	185	212
September	14	49	109	6	18	9	178	205
October	13	35	104	4	18	9	156	183
November	13	33	99	3	19	9	148	176
December	13	32	85	3	24	11	133	168
January	10	30	105	7	22	8	152	182
February	12	31	101	8	22	8	152	182
March	11	27	94	7	22	13	139	174
April	8	21	76	8	18	11	113	142
May	8	20	63	7	7	12	98	117
June	0	0	0	0				0

2019-2020 Fiscal Year membership trends



Paid vs Monster Corps / Ops Memberships
2019-2020 FY



Strengthen our community

AMT is a space that fosters collaboration and support between members, as well as shared knowledge and responsibility for the space. "Community" is so much of what is amazing about AMT, and is also what

keeps it sustainable. We want AMT to be a good member of the maker community and East Bay community.

General

Program development

- The program is now Covid-19 Relief and streaming stuff which is thin. Not a lot of folks willing to do things.

Complaints and incidents reports

- I am kinda over random members coming by and testing the doors to see if we were serious about turning people off. But that is a pet peeve. Everybody is awesome. Really Awesome.

Instructions

Please be mindful of these definitions when adding information to this report:

Action: Actions are directly copied from the goals

Owner: This is a person or group of people if owned by multiple groups and people be specific about what each owns

Status: This can be DONE, Deferred, Cancelled, Modified, OR colors to reflect how well it is going

Activity: This is only a list of any actions or accomplishments during the reporting period. It is **not** noted about what needs to be done or plan. Any action should only be listed one time in this report. So if you did XYZ choose what goal to tie it to. Please, initial entries.