

The Harvard Club of Chicago
Board of Directors Meeting Agenda
May 17, 2017 - 12:15 to 1:30

1. Approval of January Board minutes (**Cronin**) 12:15-12:20
2. Financial Report – Present Draft 2017-18 budget (**Lucado**) 12:20 – 12:30. Board vote to approve budget today.
3. Membership Report (**Bernat**) 12:45– 12:50
4. Programs (**Cupps**) 12:50-1:00

Upcoming Programs
As of April 19, 2017

- HBSCC invite to Behind the Scenes Tour of Navy Pier, Bill Brodsky – 5/24
- Russell Dubner – CEO Edelman – 6/15
- Sun Wah annual dinner – (5039 North Broadway) -6/25
- Summer board dinner
- Ken Griffin – Citadel – 9/13
- 2018 Harvard Award Dinner – Professor Howard Gardner. Mickey Hammerman -3/03/2018

5. Schools Committee (**Baird/Hammerman/Palmer**): 1:00 – 1:05
6. Education Committee (**Rozner**): Membership survey?

7. President's report:

2017-18 Board meeting calendar:

- August 16th
- October 18th
- December Board Christmas party (social)
- January 17th
- March 21st
- May 16th
- June Annual dinner TBD

Nominating Committee: Bruce/Reva/Rick/Rebecca/Dave

The June meeting will be a dinner held on June 25th at Sun Wah - 5039 North Broadway. Board members are expected to attend, as we will elect new Board members and officers.

THE HARVARD CLUB OF CHICAGO

Comparative Balance Sheets as of April 30

	<i>FY2017 Through Apr 30, 2017</i>	<i>FY2016 Through Apr 30, 2016</i>
Assets:		
Cash-Checking Accounts	\$64,492	\$59,693
Cash-CD	\$0	\$26,011
Accounts Receivable*	\$0	\$0
Prepaid Expense	\$1,234	\$0
Prepaid Expense-Postage	\$544	\$544
Prepaid Expense-Events	\$200	\$0
Book Inventory	\$4,680	\$4,680
Statue Inventory	\$1,105	\$1,796
Total Assets:	\$72,255	\$92,723
Liabilities & Equity:		
Liabilities:		
Accounts Payable (HBSCC Fees)	\$1,310	\$1,490
Accounts Payable (Grad Scholar)	\$30,600	\$30,600
Accounts Payable (Col Scholar)	\$6,010	\$1,445
Deferred Revenue-Events	\$0	\$0
Deferred Revenue	\$9,400	\$15,685
Total Liabilities:	\$47,320	\$49,220
Club Balance:		
Previous Club Balance	\$24,029	\$18,800
Restricted Income (Col Scholar)	(\$6,010)	(\$1,445)
Net Income	\$6,915	\$26,149
Total Club Balance:	\$24,935	\$43,503
Total Liabilities and Club Balance:	\$72,255	\$92,723

* Yale Club owes HCC \$3,360 for H-Y Game (not shown on Balance Sheet as Club is on Cash basis)

Fiscal Year is July 1 through June 30

HARVARD CLUB OF CHICAGO

Fiscal Year '17 YTD Results

Jul '16 - Apr '17

Account Category:	FY17 YTD					FY16 YTD		Variance: (FY17-FY16)
	Revenues:	Expenses:	Net:	#'s	Totals:	#'s		
Membership:								
Membership	32,300		32,300		35,676		(3,376)	
Solicitation/Communications		3,136	(3,136)		(3,408)		271	
Mbrshp/Schlrshp Sub-Totals:	\$32,300	\$3,136	\$29,164		\$32,268		(\$3,105)	
Programs:								
Annual Award Dinner	51,610	36,910	14,700	1	27,975	1	(13,275)	
Annual Meeting	0	0	0	0	(385)	0	385	
Decade Group	0	0	0	0	0	0	0	
Dialogue Programs	9,544	7,519	2,025	##	2,658	7	(633)	
Family Events	0	0	0	0	(54)	1	54	
Harvard Yale Game	4,015	3,280	735	1	1,332	1	(597)	
Museum Events	1,540	1,050	490	1	0	0	490	
Music/Arts Events	6,525	6,098	427	2	701	5	(274)	
Special Events	7,648	6,926	722	7	97	3	624	
Sports Events	2,320	2,285	35	1	880	3	(845)	
Communications		5,064	(5,064)		(3,855)		(1,209)	
Planning/Arrangements		1,665	(1,665)		0		(1,665)	
Web Articles		6,343	(6,343)		0		(6,343)	
Program Sub-Totals:	\$83,202	\$77,139	\$6,063	25	\$29,350	21	(\$23,287)	
Other Activities:								
Board/Officer Meetings	3,000	4,056	(1,056)		(1,757)		701	
Community Service	0	0	0		110		(110)	
Early College Awareness	0	136	(136)		750		(886)	
Prize Books	1,510	1,349	161		(846)		1,007	
eNewsletter/Emails		0	0		(2,505)		2,505	
Schools Committee		10,692	(10,692)		(9,950)		(742)	
Other Sub-Totals:	\$4,510	\$16,233	(\$11,723)		(\$14,198)		\$2,475	
Administration:								
Accounting		4,275	(4,275)		(3,874)		(401)	
Bank/Credit Card Charges		4,089	(4,089)		(2,755)		(1,334)	
Expenses, Other		2,187	(2,187)		(3,687)		1,500	
Insurance		1,484	(1,484)		(500)		(984)	
Postage/Delivery		590	(590)		(696)		107	
Stationery		647	(647)		(880)		233	
Storage		600	(600)		(600)		0	
Telephone		2,438	(2,438)		(2,634)		196	
Web - Manual Entry		3,462	(3,462)		(4,003)		541	
Web - Inbound Email		5,409	(5,409)		(5,261)		(149)	
Admin. Sub-Totals:	\$0	\$25,181	(\$25,181)		(\$24,890)		(\$291)	
Gross Profit/Loss:			(\$1,677)		\$22,530		(\$24,207)	
Other Income/Expense:								
Scholarship	6,010	254	5,756		2,735		3,021	
Other Income/Expense:	1,627	0	1,627		1,049		578	
Previous Year's Items:	1,110	0	1,110		(165)		1,275	
Endowment Donation (to HU		0	0		0		0	
Scholarship Donation (to HU,		0	0		0		0	
Other Inc/Exp Sub-Totals:	\$8,747	\$254	\$8,493		\$3,619		\$4,874	
Net Profit / (Loss):			\$6,815		\$26,149		(\$19,333)	
Total Revenue/Expense:		\$128,759	\$121,943					

Fiscal Year is July 1 through June 30

The Harvard Club of Chicago

Monthly Program Status Report

FY17 through Apr, 2017

Category/Program Name-Date	Attendance		Revenue	Expense	Net	FY16 Yr-End Count
Program Name-Date	Mbrs	Guest				
Annual Award Dinner (1)						1
0225 Award Dinner	236		\$51,610	\$36,910	\$14,700	
Annual Meeting (0)					\$0	1
Decade Group (0)					\$0	0
Dialogue Programs (12)						9
0824 HarvardX	13		\$40		\$40	
1025 Prof.Soltes	43		\$924		\$924	
1027 Fitzsimmons	73		\$4,470	\$5,089	(\$619)	
1107 HMS	64		\$1,195	\$584	\$611	
1117 HumRgtsWatch	24		\$565		\$565	
0119 Title IX Panel	33		\$730	\$437	\$293	
0126 Finnegan	22		\$420	\$869	(\$449)	
0208 Calkins SuperBowl	5		\$120		\$120	
0215 HarvardX	8		\$80		\$80	
0307 Prof Light	11		\$220	\$318	(\$98)	
0323 Women in Workforce	13		\$390	\$222	\$168	
0504 Roberts	27		\$390		\$390	
Ethnic Dinners (0)					\$0	0
Family Events (0)					\$0	1
Harvard Artists/Students (0)					\$0	0
Harvard-Yale Game (1)						1
1119 H-Y Game	194		\$4,015	\$3,280	\$735	
Museum Events (1)						0
0316 Holocaust Museum	26		\$1,540		\$1,540	
Music/Arts Events (2)						5
1211 Cur Incident Dog	49		\$2,620	\$2,478	\$142	
0419 Amadeus at CSO	45		\$3,905	\$3,620	\$285	
Radcliffe Club (0)					\$0	0
Special Events (7)						4
0721 SumSup-Asani	116		\$4,563	\$4,972	(\$409)	
0804 Sen Biss	40		\$210	\$84	\$126	
0914 Ill Dream-Asgedom	49		\$820	\$556	\$264	
1023 Morton-Cannon	34		\$510	\$272	\$238	
1205 Whar-Goldsmith	27		\$580	\$302	\$278	
1206 HBSCC Holiday Party	14		\$640	\$640	\$0	
0216 Gustafsson	11		\$200	\$100	\$100	
Sports Events (1)						3
0811 Cubs Game	48		\$2,320	\$2,285	\$35	
Sub-Totals:	1,225	0				
FY17 YTD Attendance Total:	1,225		FY17 YTD Program Count:		25	

FY16 Yr-End Attendance Total: 1,014

FY16 Yr-End Program Count: 23

Harvard Club of Chicago Membership Report/Analysis - FY16 & FY17

W C e a b t	FY16 Membership Levels:	FY16 Membership Renewals / Joins by Month														FY15		FY16		
		Pre-Paid as of Jun '15	Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Year-to- Date Totals	Previous Year-End Total:		Cat. Cnt.	% of YTD	% of Prev YrEnd
16	Crimson Pass-1Yr (\$250):	5	1	0	1	0	0	0	0	0	0	0	0	0	7	4				
18	Crimson Pass-18Mth (\$375)	0	0	0	0	0	0	0	2	2	0	0	0	0	4	1				
18	Crimson Pass-2Yr (\$450):	0	-	-	-	-	-	-	-	-	-	-	-	-	0	1	11	18	2%	164%
17	Crimson & Guest Pass-1Yr (\$350)	2	1	0	0	0	3	0	0	0	0	0	0	0	6	4				
19	Crimson & Guest Pass-18Mth (\$525)	0	0	0	0	0	0	0	0	1	0	0	0	0	1	0				
19	Crimson & Guest Pass-2Yr (\$625)	0	-	-	-	-	-	-	-	-	-	-	-	-	0	1				
14	Patron-1Yr (\$125)	28	1	0	0	1	2	1	0	0	0	0	0	0	33	6				
14	Patron-18Mth (\$185)	0	0	0	0	0	0	0	0	3	0	0	0	0	3	13	42	55	5%	131%
15	Patron-2Yr (\$225)	8	0	3	4	1	3	0	0	0	0	0	0	0	19	23				
12	Sponsor-1Yr (\$75)	29	0	3	0	0	0	0	0	0	0	0	0	0	32	3				
12	Sponsor-18Mth (\$112)	0	0	0	0	0	0	0	2	5	2	0	0	0	9	15	37	52	5%	141%
13	Sponsor-2Yr (\$140)	4	3	0	0	3	1	0	0	0	0	0	0	0	11	19				
1	Regular-1Yr (\$40):	174	12	12	31	10	7	6	0	0	0	0	3	0	255	213				
2	Regular-18Mth (\$55)	117	0	0	0	0	0	0	33	26	8	6	0	0	190	154	610	623	56%	102%
3	Regular-2Yr (\$75)	83	17	18	28	14	9	4	0	0	0	0	5	0	178	243				
9	Decade-1Yr (\$20)	14	2	2	3	3	4	1	0	0	0	0	1	0	30	15				
10	Decade-18-M (\$30)	0	0	0	0	0	0	0	5	2	1	1	0	0	9	12	54	48	4%	89%
	Decade-2Yr (\$35)	8	-	-	1	-	-	-	-	-	-	-	-	-	9	27				
5	Special-1Yr (\$25):	40	2	3	3	3	0	1	0	0	0	0	0	0	52	14				
6	Special-18-M (\$37)	13	0	0	0	0	0	0	10	10	0	1			34	25	91	109	10%	120%
7	Special-2Yr (\$45):	3	1	4	3	4	4	2	0		0	0	2	0	23	52				
11/	Comp/Joint/Widow(er)/Honorary	129	5	14	8	8	13	7	14	3	8	0	4		213	211	211	213	19%	101%
20	Monthly Sub-Totals:	657	45	59	82	47	46	22	66	52	19	8	15	0						
	YTD Sub-Totals:	657	702	761	843	890	936	958	1,024	1,076	1,095	1,103	1,118	1,118	1,118	1,056		1,118	100%	106%
	% of Prev. Yr's Total:	62%	66%	72%	80%	84%	89%	91%	97%	102%	104%	104%	106%	106%						
Universe of 9,065 from AM as of 7/31/15																YTD % of Prev Yr-End:				

"Special" category includes: New Member, Non-resident (25 miles) & Parent Membership Categories

"Complimentary" category includes: Recent Grads (college classes of 2011-2015), Widows & Widowers, and Joint (not HBS mailing list)

Counts per month reflect "new" registrations/payments during that calendar month. Year-to-Date counts may be lower than web site database counts due to movement away, death, etc.

8 HBSCC Mbrs paying \$10 "Mailing Fee" to 29 0 0 0 0 0 2 0 0 1 0 0 1 0 33

W C e a b t	FY17 Membership Levels:	FY17 Membership Renewals / Joins by Month														FY16		FY17		
		Pre-Paid as of May 31	Jun & Jul	Aug	Sep	Oct	Nov	Dec	Jan	Feb	Mar	Apr	May	Jun	Year-to- Date Totals	Previous Year-End Total:		Cat. Cnt.	% of YTD	% of Prev YrEnd
16	Crimson Pass-1Yr (\$250):	4	2	1	0	0	0	0	0	0	0	0			7	7				
18	Crimson Pass-18Mth (\$365)	0	0	0	0	0	0	0	0	0	0	0			0	4	18	12	1%	67%
17	Crimson & Guest Pass-1Yr (\$350)	1	3	0	0	0	0	0	0	0	0	1			5	6				
19	Crimson & Guest Pass-18Mth (\$510)	0	0	0	0	0	0	0	0	0	0	0			0	1				
14	Patron-1Yr (\$125)	22	10	0	0	0	0	1	0	0	0	0			33	33				
14	Patron-18Mth (\$175)	0	0	0	0	0	0	0	0	0	1	0			1	3	55	51	5%	93%
15	Patron-2Yr (\$240)	0	14	1	2	0	0	0	0	0	0	0			17	19				
12	Sponsor-1Yr (\$75)	17	8	0	0	0	0	0	0	0	0	0			25	32				
12	Sponsor-18Mth (\$105)	0	0	0	0	0	0	0	0	1	0	0			1	9	52	42	4%	81%
13	Sponsor-2Yr (\$145)	0	10	3	0	0	1	2	0	0	0	0			16	11				
1	Regular-1Yr (\$45):	230	115	9	7	5	3	1	0	0	0	0			370	255				
2	Regular-18Mth (\$60)	0	0	0	0	0	0	0	12	8	2	4			26	190	623	572	54%	92%
3	Regular-2Yr (\$85)	8	118	15	10	15	5	4	1	0	0	0			176	178				
9	Decade-1Yr (\$20)	11	18	3	1	1	7	1	0	0	0	0			42	30	48	54	5%	113%
10	Decade-18-M (\$30)	0	0	0	0	0	0	0	3	3	4	2			12	18				
5	Special-1Yr (\$25):	39	9	0	2	2	1	0	0	0	0	0			53	52				
6	Special-18-M (\$35)	0	0	0	0	0	0	0	2	3	2	0			7	34	109	89	8%	82%
7	Special-2Yr (\$45):	3	16	3	1	5	1	0	0	0	0	0			29	23				
11/	Comp/Joint/Widow(er)/Honorary	75	28	6	8	2	11	2	11	4	50	34			231	213	213	231	22%	108%
20	Monthly Sub-Totals:	410	351	41	31	30	29	11	29	19	59	41	0	0						
	YTD Sub-Totals:	410	761	802	833	863	892	903	932	951	1,010	1,051	1,051	1,051	1,051	1,118		1,051	100%	94%
	% of Prev. Yr's Total:	37%	68%	72%	75%	77%	80%	81%	83%	85%	90%	94%	94%	94%						
Universe of 9,784 from AM as of 7/8/16																YTD % of Prev Yr-End:				

"Special" category includes: New Member, Non-resident (25 miles) & Parent Membership Categories

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8 HBSCC Mbrs paying \$10 "Mailing Fee" to 9 4 31 0 3 7 6 1 12 1 5 0 0 79