



Board Meeting

The Falmouth Historical Society

September 13, 2022

Falmouth Heritage Museum



Agenda

President's Remarks

Secretary's Report

Treasurer's Report

Committee Reports

- Programs
- Museum Operation & Exhibits
- Collections

• Local History

• Communications

• Merchandise

• Museum Buildings & Grounds

• Technology

• Development

New Business

Falmouth Heritage Museum



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We're nearing the end of our season with a lot of balls in the air

Priorities should be:

- Preparing for upcoming activities
- Completing essential maintenance before museum is shut for winter



Falmouth Heritage Museum



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August minutes approved online

Membership report

	<u>Primary</u>	<u>Family</u>	<u>Sponsors</u>	<u>Total</u>
Current members	47	8	4	59
Members pending renewal	26	10		36
Total	73	18	4	95
Lapsed	8	1		9

Renewal Time!

Falmouth Heritage Museum



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Financial Report

Form 990EZ submitted and accepted

FHS profile on GuideStar updated

- Included latest IRS filing
- Revised goals will be added when approved

Streamlining financial admin

- Financial reports were generated automatically or transcribed directly



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ACCOUNT BALANCES

Checking—Society	Checking—Internet	Savings—Museum
\$1,067.31	\$179.64	\$5,035.43
Maine Community Foundation—The FHS Fund		\$22,360.16
PayPal		\$1.05
Venmo		\$0.25
Accounts receivable = \$0.00		
Accounts payable = \$0.00		
Sales tax payable = \$21.12		

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LIQUIDITY

September 13, 2022

Operating Accounts Balance	\$6,284
Plus Accounts Receivable	\$0
Less Accounts Payable + Sales Tax	\$21
Less Remaining Budgeted Expenses	\$9,392
Less Grant Restrictions	\$2,500
Plus Estimated Revenue from Dues/Donations	\$5,330
Estimated Fiscal Year-End Balance	-\$299



Days Cash on Hand	152
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STATEMENT OF FINANCIAL POSITION

Assets	September 13, 2022		
	Without Donor Restrictions	With Donor Restrictions	Total
Checking	1,248		1,248
Savings	2,535	2,500	5,035
Inventory	3,495		3,495
Petty Cash	134		134
Undeposited Funds	0		0
Accounts Receivable	0		0
Total Current Assets	7,413	2,500	9,913
Land and Buildings	449,900		449,900
Fire Truck	35,000		35,000
Investments	22,360		22,360
Total Long-Term Assets	507,260		507,260
Total Assets	514,673	2,500	517,173
Liabilities			
Accounts Payable	0		0
Maine Revenue Service Payable	21		21
Total Current Liabilities	21		21
Total Liabilities	21		21
Net Assets			
Net Assets Beginning of Year	323,044	2,500	325,544
Change in Net Assets	191,608	0	191,608
Current Net Assets	514,652	2,500	517,152
Total Liabilities and Net Assets	514,673	2,500	517,173
Change in Net Current Assets	-1,562	0	-1,562



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PERFORMANCE

July - August, 2022

	TOTAL		
	ACTUAL	BUDGET	OVER BUDGET
Revenue	\$670	\$0	\$670
Cost of Goods Sold	\$94	\$0	\$94
GROSS PROFIT	\$577	\$0	\$577
Expenditures			
Directed Donations		69	-69
Education		0	0
Fees	100	100	-0
Information Services		0	0
Insurance		0	0
Maintenance	333	50	283
Membership		0	0
Merchandise		0	0
Misc	14	10	4
Office Expense	491	341	150
Utilities	478	470	8
Total Expenditures	\$1,416	\$1,040	\$376
NET OPERATING REVENUE	\$ -839	\$ -1,040	\$201



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STATEMENT OF ACTIVITY

July 1 - September 12, 2022

	JUL 2022	AUG 2022	SEP 1-12, 2022	TOTAL
Revenue				
Discounts given	-5.69	-11.30		\$ -16.99
Donations	8,555.91	61.00		\$8,616.91
Dues	190.00	100.00		\$290.00
Investments	-8,391.29	0.14		\$ -8,391.15
Sales	60.66	63.51		\$124.17
Sales of Product Revenue	23.70	23.70		\$47.40
Total Revenue	\$433.29	\$237.05	\$0.00	\$670.34
Cost of Goods Sold	\$65.97	\$27.57	\$0.00	\$93.54
GROSS PROFIT	\$367.32	\$209.48	\$0.00	\$576.80
Expenditures				
Fees		99.90		\$99.90
Maintenance		332.62	327.60	\$660.22
Misc	10.73	3.25	2.48	\$16.46
Office Expense	374.58	116.34		\$490.92
Utilities	231.89	246.43		\$478.32
Total Expenditures	\$617.20	\$798.54	\$330.08	\$1,745.82
NET OPERATING REVENUE	\$ -249.88	\$ -589.06	\$ -330.08	\$ -1,169.02



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SALES ACTIVITY

July 1 - September 12, 2022

NEW MERCHANDISE INVESTMENT

	TOTAL						
	QUANTITY	AMOUNT	% OF SALES	AVG PRICE	COGS	GROSS MARGIN	GROSS MARGIN %
Books							
Connecting Maine	1.00	23.70	13.81 %	23.70	20.00	3.70	15.61 %
Falmouth Images	2.00	41.70	24.30 %	20.85	35.20	6.50	15.59 %
Wallace History	2.00	18.96	11.05 %	9.48	16.00	2.96	15.61 %
Total Books		84.36	49.17 %		71.20		
Other		39.81	23.20 %		7.20		
Totes							
Falmouth Jute Rope Tote	2.00	47.40	27.63 %	23.70	29.54	17.86	37.68 %
Total Totes		47.40	27.63 %		29.54		
TOTAL		\$171.57	100.00 %		\$107.94		

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NEW MERCHANDISE INVESTMENT

<i>As of 09/14/22</i>	<i>Beanies</i>	<i>Totes</i>	<i>Total</i>
Transfer of Cash to Inventory	\$274.30	\$295.40	\$569.70
Expense from Inventory			
Cost of Goods Sold	\$68.59	\$88.62	\$157.21
Income to Cash			
Margin on Goods Sold	\$26.21	\$53.58	\$79.79
Net			
Cash Tied Up in Inventory	\$179.50	\$153.20	\$332.70
Profit			\$0.00
Remaining Inventory	15	14	

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Programs Committee

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New Business

Activities

09/24-10/1

Sat a.m.

Sun 7:00 a.m.

Tue 7:00 a.m.

Thu 7:00 a.m.

Sat 7:00 a.m.

Cumberland Fair

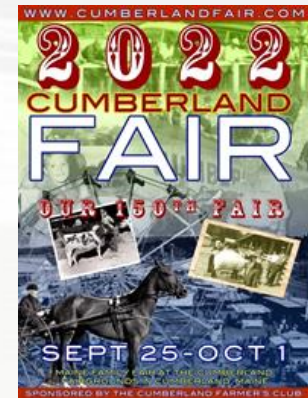
Setup

Opening Day

Seniors Day

Seniors Day

Closing Day/Breakdown



Falmouth Heritage Museum



Programs Committee

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New Business

Activities

10/05

10:00 a.m.

SOLVE

Russell Room, Falmouth Memorial Library

10/18

7:00 p.m.

OceanView Get-Acquainted

Blueberry Commons

11/08

7:00 a.m.

Election Day Table at Polls

Falmouth Heritage Museum



Museum Operations & Exhibits Committee

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New Business

Museum and barn open to the public most Tuesdays

- Number of visitors and telephone calls has increased



Museum will be closed on 09/27 due to Fair

Falmouth Heritage Museum

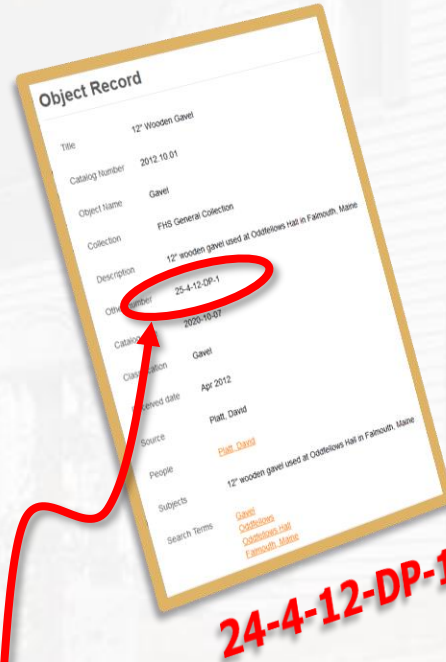


Collections Committee

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Digital Catalog



Images



Spreadsheet with Index to Images & Artifact Locations

Accession Number	Item Type	Item Name	Item Description	Room	Location	Photo Sequence	Date of Photo	Photo Number	Photo Number	Photo Number
25-412-OF-1	Work object	Gavel	Gavel, wood	Research	Folk Art case, top	4	21-Mar-22	P5210344	P5210345	P5210346



Local History

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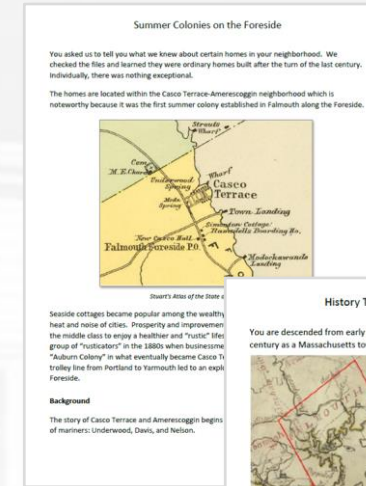
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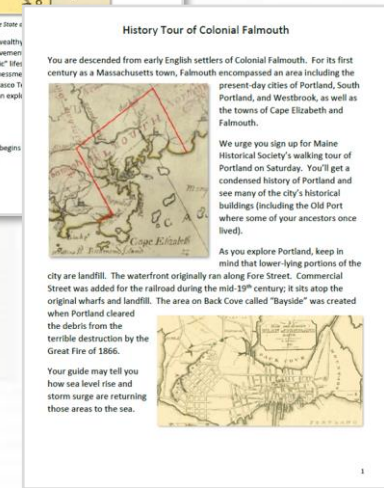
Responses to Inquiries

Conducted research; received/responded

	June
Collections	1
Family History	2
Property History	3
Local History	1
Total	7



Two
Projects



One may serve as the basis for a presentation at the annual meeting



Local History

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New Business

Website Expansion

Category	Visible	Items/New	Status
Research – Ancient Falmouth	✗		
Research – Family History	✗		
Research – Property History	✗		
Research – Historical References	✓	14 / 0	NO CHANGE THIS MONTH
Research – Family References	✓	20 / 0	
Research – Historical Maps	✓	18 / 0	
Members Only -- Newsletters	✓	25 / 0	
Members Only – Local Resources	✗		
Members Only – Local Research	✓	3 / 0	

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Communications Committee

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New Business

Summer newsletter was printed and mailed

Work has begun on autumn newsletter

No activity on social media



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Merchandise Committee

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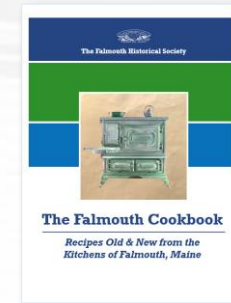
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New Business

Progress on the Falmouth Cookbook continues

- Recipes galleys for both volumes have been proofread
- Need to add local color, tips, and graphics
- Committee meets on 09/19

Placed an order for more totes and caps



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Museum Building & Grounds Committee

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Sump status

- No change

Septic cleaning

- 10/11, Arkie Rogers of Windham

Gutters

- Repairs
- Cleaning



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Development

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New Business

Nothing significant to report

A wooden sign for the Falmouth Heritage Museum. The sign features a circular logo with a ship and a building, and the text "Falmouth Heritage Museum" below it.

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