

PPP REPORT

Facilities, Bookstore & Membership

Reporting Period: June 1 – September 14

Facilities

Current Activities & Accomplishments

The auditorium is currently being utilized as staging and storage space for the bookstore in preparation for upcoming events. This has allowed us to better manage inventory and prepare merchandise and supplies for event sales.

We are also working toward finalizing the necessary documentation for **outreach rentals of the facility**, including a rental agreement and related procedures. The goal is to establish a clear, organized process for outside groups and organizations interested in utilizing the facility.

Plans & Upcoming Projects

Facility Signage

- A quote has been submitted for the necessary repairs to make the existing sign operational. The focus is currently on completing only the repairs needed to get the sign functioning properly.
- The quote is available in Google Drive for review.

NSS Facility Banners

- New NSS banners are needed throughout the facility, as the current banners have become faded.
- A company that provides banners for the preserves has been identified, and we plan to obtain an estimate for replacement banners.

Facility Rental Documentation

- Finalize the rental agreement and other necessary documents and procedures for outreach rentals of the facility.
- Establish clear guidelines and expectations for renters.

Facility Maintenance Calendar

- Create a centralized calendar for routine maintenance, upcoming projects, and facility work.
- This will help ensure maintenance needs are addressed consistently and projects are planned in advance.

Bookstore

Current Activities & Accomplishments

The bookstore continues to focus on improving inventory management, increasing sales, expanding merchandise offerings, and creating a more organized and professional presentation for members and event attendees.

Inventory Reduction & Management

We are working to reduce the amount of inventory being stored, particularly books and items that have had little or no sales activity.

Books with **zero sales over the past two years** have been removed from active inventory and repurposed as giveaways at events or provided to grottos for donations. This allows us to make better use of existing inventory while creating additional opportunities to promote the NSS and support local grottos.

The storeroom has also been reorganized so that current inventory is easier to identify and locate. This has improved our ability to determine what is on hand, what needs to be reordered, and where specific books and symbolics are located.

New Merchandise & Increased Sales

A major focus has been introducing new merchandise that appeals to a broader audience and creates additional revenue opportunities for the bookstore.

At the most recent convention, we introduced:

- Two new shirt designs
- Travel mugs
- Bandanas

The response to the new merchandise was positive. The first order of shirts completely sold out, requiring a second order for the remaining events. Approximately half of the second shirt order has already been sold.

The plan is to continue introducing new merchandise at convention each year, while also developing seasonal products and merchandise that can be sold throughout the year.

Holiday Merchandise

New merchandise is also being developed for the upcoming holiday season. Holiday ornaments have been ordered for bookstore sales, with the additional goal of supporting the **Nature Preserves holiday fundraiser**.

We will also continue exploring holiday merchandise bundles and other products that can encourage increased bookstore sales during the holiday season.

Bookstore Event Organization

As the number of events continues to increase, consistency and organization at bookstore events will become increasingly important.

To address this, we are developing **two complete bookstore travel sets** containing the necessary merchandise, supplies, and equipment needed for events. Having two complete sets will make event preparation more efficient and ensure that each bookstore setup is consistent and professional.

The first travel set has been completed. The second set will be organized during the fall and winter season.

Front-Facing Bookstore & Storeroom Organization

The front-facing bookstore area has been reorganized to create a more appealing and inviting environment for members. The display area now includes selected museum items, providing additional visual interest and helping connect the bookstore experience with the history and mission of the NSS.

The storeroom has also been reorganized to improve inventory management and make books and symbolics easier to locate.

New Merchandise Sales

The new merchandise introduced during this reporting period has performed well. Current sales include:

Merchandise	Sold	Purchased	Sales Revenue
New Google Shirts	79	100	\$1,975
New Dry-Fit Shirts	59	100	\$1,475
New Bandanas	66	200	\$1,188
New Bat Bottles	21	36	\$420
Total	225	436	\$5,058

The new merchandise generated **\$5,058 in sales** during the reporting period. The strong sales of the new shirt designs demonstrate an opportunity to increase bookstore revenue by continuing to introduce merchandise with broad appeal.

Membership

Membership Statistics: 2026 vs. 2025

Membership activity for the period of **June 1 through September 14** shows an increase in both the number of memberships processed and total membership revenue compared with the same period in 2025.

Reporting Period	Dues/Membership Count	Dues/Membership Revenue
2026	2,246	\$100,970.78
2025	1,744	\$82,851.00
Increase	+502	+\$18,119.78

For the same June 1–September 14 reporting period, 2026 reflects:

- **502 more memberships** than 2025, an increase of approximately **28.8%**.
- **\$18,119.78 more in membership revenue**, an increase of approximately **21.9%**.

Membership Engagement

A significant focus during this reporting period has been both **recruiting new members and retaining the members we already have**.

The office has increased direct engagement with members through:

- Email communication
- Phone calls
- Events
- Personal interactions with members
- Continued communication and outreach from the office

The goal is not only to increase membership numbers but also to strengthen the relationship between the NSS and its membership. Increased communication and engagement help members feel connected to the organization and understand the value of their continued involvement.

The increase in membership activity during this reporting period reflects the importance of continued outreach and communication. Maintaining this focus on both recruitment and retention will remain an important part of supporting the **long-term growth and future of the NSS**.

Overall Priorities & Next Steps

Moving forward, the primary priorities will be:

1. Facilities

2. Complete necessary repairs to make the facility sign operational.
3. Obtain estimates for new NSS banners.
4. Finalize facility rental documents and procedures.
5. Develop a routine maintenance and upcoming-project calendar.

6. Bookstore

7. Continue reducing stagnant inventory.
8. Increase online and event-based sales.
9. Introduce new and seasonal merchandise.
10. Develop holiday merchandise and sales bundles.
11. Complete the second bookstore travel set.
12. Continue improving the organization and presentation of the bookstore and storeroom.

13. Membership

14. Continue focusing on new member recruitment.
15. Strengthen member retention efforts.
16. Increase communication and engagement with members.
17. Continue using events and direct office communication as opportunities to connect with members.

Summary

The period from June 1 through September 14 has been productive across facilities, bookstore operations, and membership. The bookstore has made significant progress in organization, inventory management, event preparation, and new merchandise development, with **\$5,058 in sales from newly introduced merchandise**.

Membership activity has also shown significant growth compared with the same period in 2025. **2026 recorded 2,246 dues/membership transactions totaling \$100,970.78, compared with 1,744 transactions totaling \$82,851.00 in 2025.** This represents an increase of **502 memberships and \$18,119.78 in revenue**.

The continued focus on organization, member engagement, improved facilities, and expanded bookstore offerings will help position the NSS for continued growth. By strengthening day-to-day operations while

creating new opportunities for members to engage with the organization, we are building a stronger foundation for the future of the NSS.