

**2020 Report  
National Lutheran Secretariat  
Distribution Center**

Probably the most effective way to report on the fiscal year 2019-2020 is to compare its sales with those of the previous year, 2018-2019. When I took over the Distribution Center from John Bradford, I didn't have a feel for sales, however, the Fall of 2018 seemed robust and in line with past years per John's records. The same was true for the Spring 2019 weekend season. Surprisingly, however, last Fall (2019) was quite anemic compared to the previous year. And with the onset of the COVID-19 pandemic just as secretariats were ramping up for their Spring 2020 weekends, sales came to a standstill (one sale for \$100 since March 1).

The following figures are based on the *invoices that were generated* during the dates indicated. There is a lag time between when an invoice is generated and when it is paid. Therefore, these figures will not match exactly with the income figures Jim Ryan reports. Since we operate on a cash basis, those figures are based on actual income received as deposits to Key Bank of Utah.

Fiscal Year Sales by Invoices Generated—these figures include shipping costs			
Date Range	Number of Invoices	Total Invoiced	Average Invoice Total
6/1/2018 to 5/31/2019	41	\$3461.36	\$84
6/1/2019 to 5/31/2020	27	\$2334.82 (Down 36% from previous year)	\$86

Below is a comparison of the Fall 2018 and Fall 2019 weekend seasons

Date Range	Number of Invoices	Total Invoiced	Number of Invoices > \$100	Average Invoice Total
8/1/18 to 12/31/18	19	\$1459.09	5	\$77
8/1/19 to 12/31/19	11	\$679.29 (down 53% from previous year)	2	\$62

Even without the pandemic, which is a huge anomaly, sales are down. Is that also an anomaly, or does it indicate a downward trend in weekend activity? Obviously, the sample size is very small, but Distribution Center activity may also reflect trends indicated by other NLS measures.

Tom Krause  
June 26, 2020