

**ROBERT LOUIS STEVENSON
MUSEUM/PRESERVATION
FOUNDATION, INC.**

**YEAR 2013 IN REVIEW
FINANCIAL INFORMATION
SELECTED FINANCIAL INFORMATION**

THE MEMORY OF TUSITALA IS ALIVE AND WELL IN SAMOA

The operation of the Robert Louis Stevenson Museum (R.L.S.M.) provides a variety of multifaceted opportunities to serve the worthy causes that propel the Stevenson world. As years pass, there is typically an expectation that memories dim, evidence diminishes and passion ebbs. Not the case in the world of R.L.S., however. In fact, the universal interest in R.L.S. seems to be sustained by discoveries of new Stevensoniana, and a steady flow of new converts to replace those whose numbers decrease by attrition.

So, the narrative for the 2013 report confirms that the status of R.L.S. in Samoa – and the R.L.S.M. specifically, seems to mirror the world-wide trend. The presence of the R.L.S.M. is just one element in the intricate web of the R.L.S. network but, an extremely important element none-the-less.

The status of the aging R.L.S. world is universally influenced by the factors above. For our purposes, however, we will only consider how they affect the R.L.S.M. in Samoa. Here are some important reasons:

- R.L.S.'s life history is meticulously documented and has been extensively analyzed and opined.
- The conclusions by the experts seem to raise more issues and new avenues of exploration that pique the interest of academicians and Stevensonians, all of whom hold him in such high regard as a person worth the valuable investment in research time.
- Recent focus on Mrs. Stevenson has played into the mystique of the complex relationship between Louis and Fanny. The findings only add fuel to the fire of discovery and truth or further speculation.
- The Samoa Years are very significant because they represent the culmination of who Stevenson became, what he represented and why he is so revered. The R.L.S.M. plays a significant role in how his life is honored today.

Samoa is the home of VAILIMA, the venerable village from which so many of his letters were dispatched. Above and adjacent to Villa Vailima is Mt. Vaea, the sacred repository of Tusitala's bones. Not unexpected, the Mt. Vaea tomb also houses the ashes of Fanny –confirming the fantasy that they were partners in life and are together in the hereafter.

The Board of Directors, Officers and Staff of the R.L.S.M. are honored to report their stewardship. We do so as a proud member of the Stevenson World community. And, with added personal passion, to the Independent State of SAMOA, for without whose support and validation, the memory of Tusitala would, no doubt, be lost in the ongoing challenges of a developing island nation. We confirm that the R.L.S. Foundation adds significant value to the tourism and economic sectors of this exotic island paradise with its unique culture and history. We bask in the knowledge that it was Tusitala and his personal love of the Samoan and the culture who personally appealed to the chiefs and orators to fiercely guard their independent spirit and desire to control their own destiny. That they do today, and the R.L.S. Foundation is proud to be part of the unfolding results of their survival efforts.

This not-for-profit venture continues to be so after 19 years of operation. The quality of the attention its presence brings to Samoa, however, justifies its existence and fits nicely with the commitment of the Founders to give back to Samoa in a meaningful way - and, to remember Tusitala in the process.

**ROBERT LOUIS STEVENSON
MUSEUM/PRESERVATION
FOUNDATION, INC.**

**FINANCIAL INFORMATION
Year 2013**

ROBERT LOUIS STEVENSON MUSEUM/PRESERVATION FOUNDATION, INC.
CONTRIBUTIONS AND OTHER REVENUE (in U.S. Dollars)
1/1/13 THROUGH 12/31/13
CONSOLIDATED

| | | | |
|--------------------------|-------------|----------------------------------|----------------------|
| <i>Rjay Lloyd</i> | \$ 1,000.00 | <i>Barb Boyd</i> | 50.00 |
| <i>Navaz Ghaswala</i> | 1,000.00 | <i>Steven Hampton</i> | 50.00 |
| <i>Patrick Gokie</i> | 500.00 | <i>Donna Westerberg</i> | 50.00 |
| <i>John Schoppmann</i> | 500.00 | <i>Rosa Perez</i> | 50.00 |
| <i>Dave Hall</i> | 500.00 | <i>Debbie Sanchezverduzco</i> | 50.00 |
| <i>Bill Butts</i> | 400.00 | <i>Teresa Mendiola</i> | 50.00 |
| <i>Harold Greene</i> | 400.00 | <i>Karrie Bellgraph</i> | 50.00 |
| <i>Don Wallace</i> | 350.00 | <i>Jermaine Southern</i> | 50.00 |
| <i>Rhonda Krause</i> | 300.00 | <i>Nick Woodward-Shaw</i> | 50.00 |
| <i>Bill Lewis</i> | 250.00 | <i>Heidi Kaplan</i> | 50.00 |
| <i>Kathy Jochum</i> | 250.00 | <i>Carol Koger</i> | 50.00 |
| <i>Gregg Maughan</i> | 100.00 | <i>Kathy Kratzer</i> | 50.00 |
| <i>Shannon Carter</i> | 100.00 | <i>Kevin Ghaswala</i> | 40.00 |
| <i>Keith Popowicz</i> | 100.00 | <i>Angela Winkelmann</i> | 40.00 |
| <i>Marci Rivera</i> | 100.00 | <i>Hirra Winototaruno</i> | 40.00 |
| <i>Renea Delgado</i> | 100.00 | <i>Chuck Polizzi</i> | 40.00 |
| <i>Linda Mazzulla</i> | 100.00 | <i>Carol Wells</i> | 30.00 |
| <i>Jean Staehle</i> | 100.00 | <i>Donna Wright</i> | 25.00 |
| <i>Carl Zander</i> | 100.00 | <i>Deanna Southerland</i> | 20.00 |
| <i>Garin Breinholt</i> | 100.00 | <i>Penny Scheff</i> | 20.00 |
| <i>Joshua Johnloz</i> | 100.00 | <i>Mary Plath</i> | 24.00 |
| <i>Andrew O'Hare</i> | 60.00 | <i>Rosalinda Kanygin</i> | 20.00 |
| <i>Aidan O'Hare</i> | 60.00 | <i>Linda Bandstra</i> | 11.00 |
| <i>Gary Shreeve</i> | 60.00 | <i>Charlotte Rubinoff</i> | 10.00 |
| <i>Joseph Haraszko</i> | 50.00 | <i>Lakeisha Gilchrist</i> | 10.00 |
| <i>Melissa Beckstead</i> | 50.00 | <i>Connie Fox</i> | 10.00 |
| <i>Linda Wiatrowski</i> | 50.00 | <i>Sarah Carballo</i> | 5.00 |
| <i>Barb Humes</i> | 50.00 | <i>Cher Jones</i> | 5.00 |
| | | <i>Total Other Contributions</i> | \$ 7,780.00 |
| | | <i>Rex Maughan</i> | 60,665.25 |
| | | <i>Museum Admissions</i> | 57,500.77 |
| | | <i>Gift Shop Sales</i> | 34,185.30 |
| | | <i>Rental Income</i> | 5,925.34 |
| | | <i>Exchange Rate Difference</i> | 889.65 |
| | | <i>Miscellaneous Income</i> | <u>744.34</u> |
| | | <i>Total</i> | <u>\$ 167,690.65</u> |

ROBERT LOUIS STEVENSON MUSEUM/PRESERVATION FOUNDATION, INC.
MUSEUM/GIFT SHOP OPERATIONS
SAMOA
2013 (IN U.S. DOLLARS)

Revenue

| | |
|--------------------------|---------------|
| Museum Admissions | \$ 57,500.77 |
| Gift Shop Sales | 34,185.30 |
| Rental Income | 5,925.34 |
| Miscellaneous | 744.34 |
| Exchange Rate Difference | <u>889.65</u> |

Total Revenue \$ 99,245.40

Expenses

| | |
|--|--------------|
| Wages, Allowance, P/R Taxes | \$ 71,784.56 |
| Gift Shop Purchases & Freight (Note 1) | 13,992.08 |
| Insurance | 11,046.16 |
| Memorial Service | 7,634.80 |
| Gardening Maintenance | 6,182.95 |
| Office Expense & Supplies | 6,035.57 |
| Project Management Fees | 4,195.84 |
| Professional fees | 3,188.46 |
| Telephone & Fax | 2,269.64 |
| Utilities | 1,932.84 |
| Cleaning | 1,844.85 |
| Water | 1,069.70 |
| Maintenance, Repairs & Renovations | 857.79 |
| Bank Charges | 782.96 |
| Other Expenses | 340.30 |
| Equipment Purchases | 330.89 |
| Promotion & Advertising | 315.81 |
| Equipment Rental | 161.74 |
| Licenses & Permits | 147.63 |
| Internet Charges | 76.65 |
| Travel | 44.07 |
| Postage & Delivery | 44.07 |
| Miscellaneous | 34.56 |
| Land Lease | <u>0.44</u> |

Total Expenses 134,314.36

Net Loss \$ (35,068.96)

(Note 1) Includes all merchandise purchased in 2013.

ROBERT LOUIS STEVENSON MUSEUM/PRESERVATION FOUNDATION, INC.
EXPENSES (IN U.S. DOLLARS)
1/1/13 THROUGH 12/31/13
CONSOLIDATED

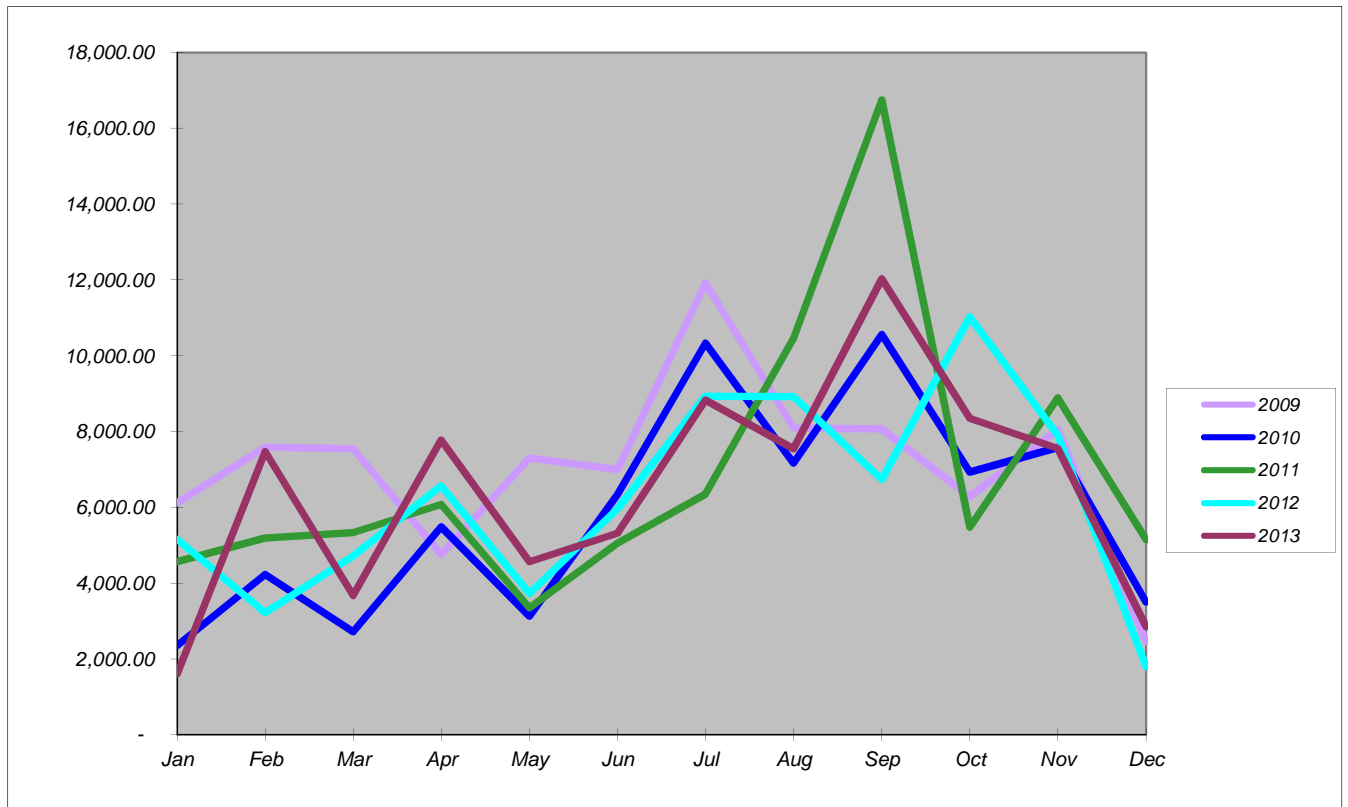
| | |
|--|---------------------------------|
| <i>Wages, Allowance, P/R Taxes</i> | \$ 71,784.56 |
| <i>Gift Shop Purchases & Freight (Note 1)</i> | 13,992.08 |
| <i>Insurance</i> | 11,046.16 |
| <i>Travel</i> | 10,306.74 |
| <i>Memorial Service</i> | 7,634.80 |
| <i>Office Expense & Supplies</i> | 7,480.03 |
| <i>Gardening Maintenance</i> | 6,182.95 |
| <i>Project Management Fees</i> | 4,195.84 |
| <i>Telephone & Fax</i> | 4,182.57 |
| <i>Professional fees</i> | 3,188.46 |
| <i>Postage & Delivery</i> | 2,292.68 |
| <i>Website Development</i> | 1,980.00 |
| <i>Utilities</i> | 1,932.84 |
| <i>Cleaning</i> | 1,844.85 |
| <i>Maintenance, Repairs & Renovations</i> | 1,751.47 |
| <i>Water</i> | 1,069.70 |
| <i>Bank Charges</i> | 870.75 |
| <i>Other Expenses</i> | 340.30 |
| <i>Equipment Purchases</i> | 330.89 |
| <i>Promotion & Advertising</i> | 315.81 |
| <i>Licenses & Permits</i> | 167.63 |
| <i>Equipment Rental</i> | 161.74 |
| <i>Miscellaneous Supplies & Expenses</i> | 159.31 |
| <i>Internet Charges</i> | 76.65 |
| <i>Land Lease</i> | <u>0.44</u> |
| <i>Subtotal Overall Expenses</i> | \$ 153,289.25 |
| <i>Retained Income (For Year 2014 Expense)</i> | <u>14,401.40</u> |
| | <u><u>\$ 167,690.65</u></u> |

(Note 1) Includes all merchandise purchased in 2013.

**ROBERT LOUIS STEVENSON
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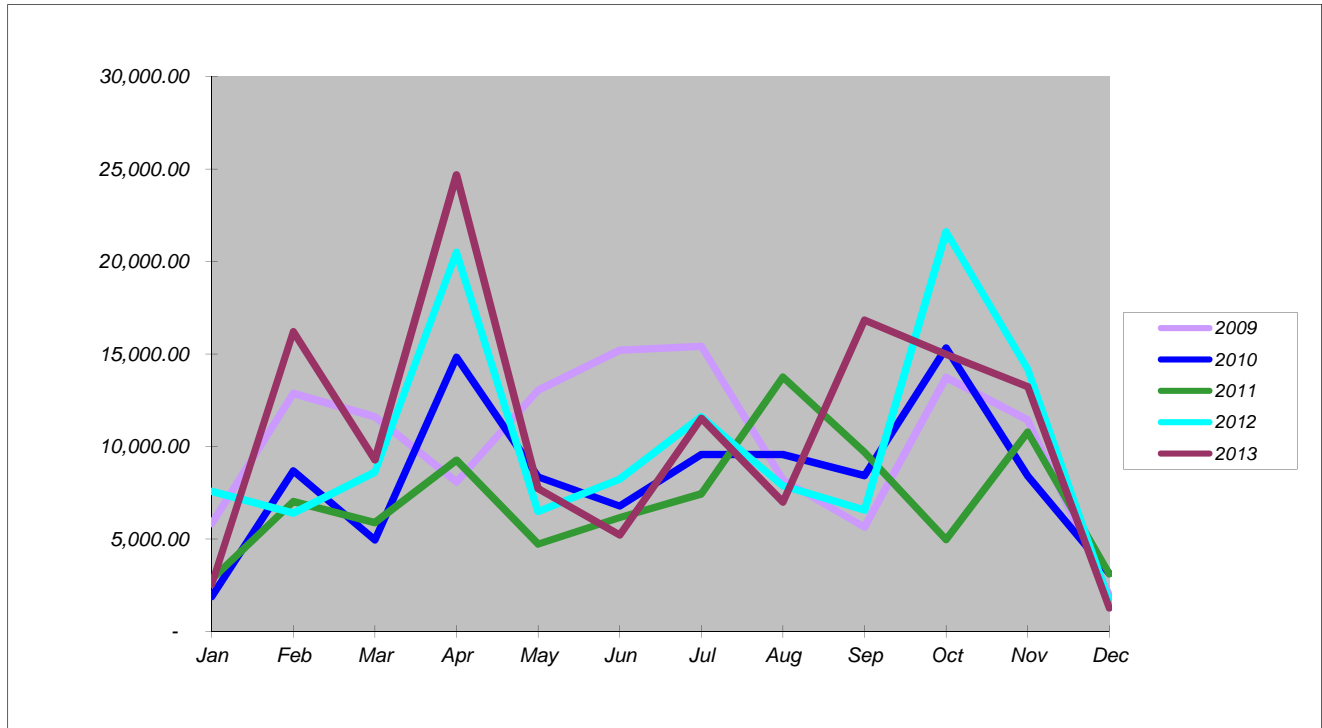
**GRAPHS
SELECTED FINANCIAL INFORMATION
2009/2010/2011/2012/2013**

ROBERT LOUIS STEVENSON MUSEUM/PRESERVATION FOUNDATION
MUSEUM ACTIVITY -- GIFT SHOP SALES
(IN WST)



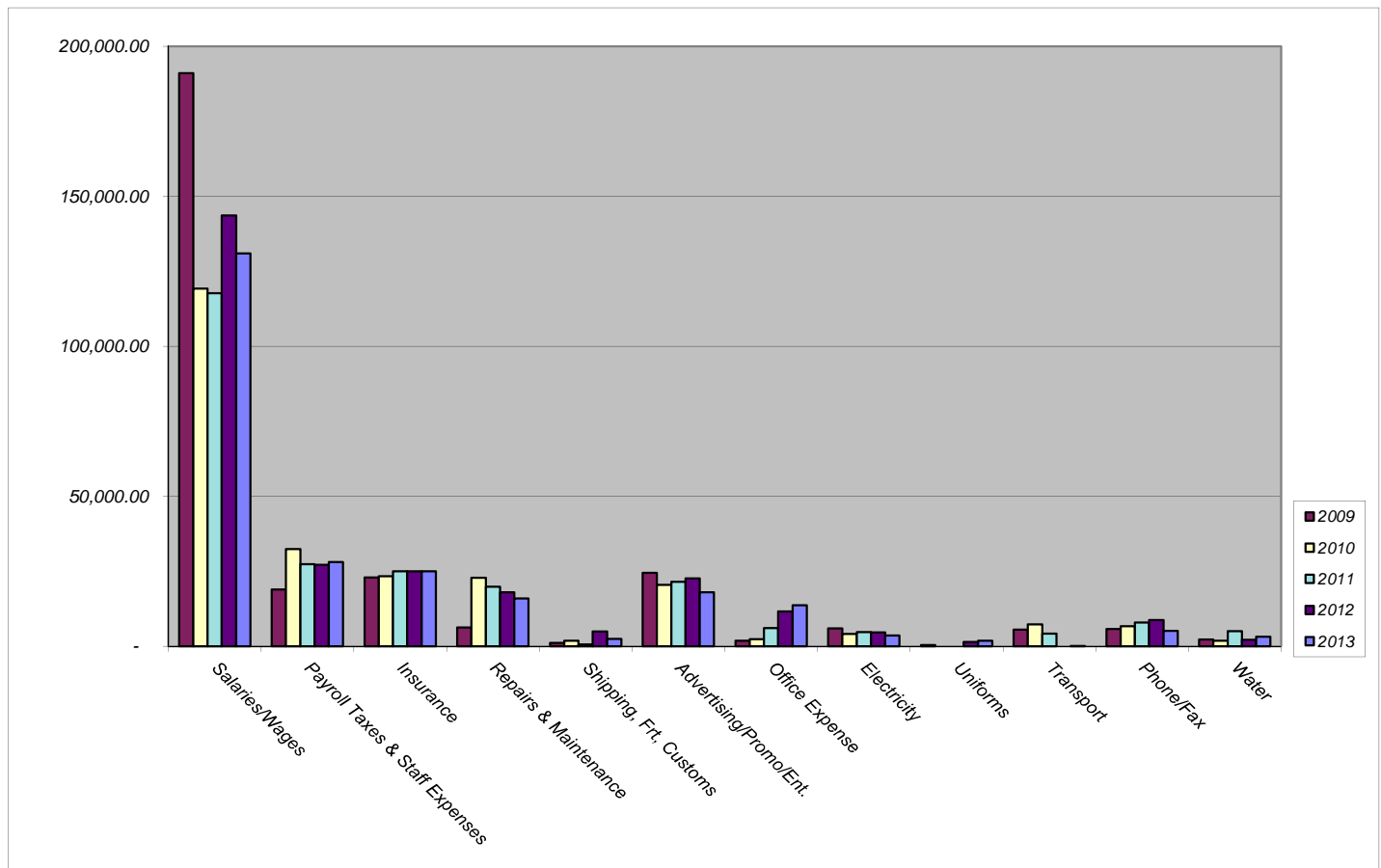
| | 2009 | 2010 | 2011 | 2012 | 2013 |
|--------------|------------------|------------------|------------------|------------------|------------------|
| Jan | 6,117.90 | 2,351.99 | 4,565.30 | 5,155.56 | 1,606.00 |
| Feb | 7,591.20 | 4,228.00 | 5,192.50 | 3,225.84 | 7,471.60 |
| Mar | 7,547.00 | 2,721.87 | 5,333.70 | 4,722.00 | 3,670.80 |
| Apr | 4,749.15 | 5,488.00 | 6,078.50 | 6,566.60 | 7,775.00 |
| May | 7,305.61 | 3,135.50 | 3,350.00 | 3,730.00 | 4,563.50 |
| Jun | 7,000.96 | 6,336.50 | 5,059.00 | 5,960.00 | 5,322.00 |
| Jul | 11,923.00 | 10,336.00 | 6,350.00 | 8,929.50 | 8,826.90 |
| Aug | 8,092.24 | 7,167.50 | 10,453.70 | 8,926.00 | 7,547.90 |
| Sep | 8,066.62 | 10,561.65 | 16,745.20 | 6,739.50 | 12,026.50 |
| Oct | 6,276.50 | 6,934.80 | 5,483.00 | 11,021.00 | 8,349.80 |
| Nov | 8,054.86 | 7,580.60 | 8,886.00 | 7,899.50 | 7,557.30 |
| Dec | 2,459.39 | 3,503.30 | 5,147.00 | 1,796.00 | 2,853.16 |
| Total | 85,184.43 | 70,345.71 | 82,643.90 | 74,671.50 | 77,570.46 |

ROBERT LOUIS STEVENSON MUSEUM/PRESERVATION FOUNDATION
MUSEUM ACTIVITY -- ADMISSIONS
(IN WST)



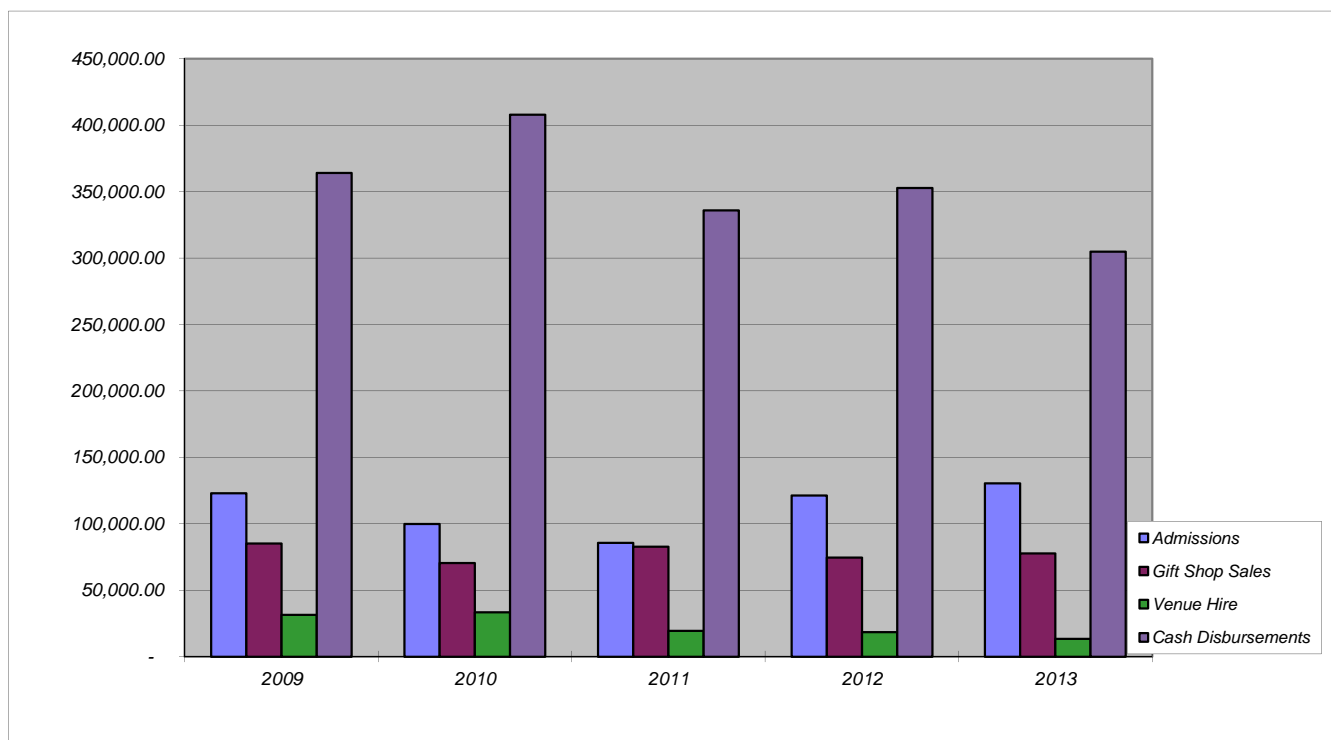
| | 2009 | 2010 | 2011 | 2012 | 2013 |
|--------------|-------------------|------------------|------------------|-------------------|-------------------|
| Jan | 5,839.00 | 1,900.00 | 2,825.00 | 7,585.00 | 2,550.00 |
| Feb | 12,868.00 | 8,688.30 | 7,024.00 | 6,409.06 | 16,208.00 |
| Mar | 11,617.00 | 4,948.00 | 5,890.00 | 8,621.00 | 9,275.00 |
| Apr | 8,079.00 | 14,823.00 | 9,260.00 | 20,495.00 | 24,677.00 |
| May | 13,049.00 | 8,358.00 | 4,724.00 | 6,498.00 | 7,717.00 |
| Jun | 15,209.00 | 6,795.00 | 6,164.00 | 8,243.00 | 5,210.00 |
| Jul | 15,424.00 | 9,569.00 | 7,447.00 | 11,605.00 | 11,530.00 |
| Aug | 8,200.00 | 9,574.00 | 13,758.00 | 7,870.00 | 6,988.00 |
| Sep | 5,651.00 | 8,424.00 | 9,696.00 | 6,569.00 | 16,837.00 |
| Oct | 13,734.00 | 15,326.00 | 4,975.00 | 21,604.00 | 14,986.00 |
| Nov | 11,435.00 | 8,406.00 | 10,781.00 | 14,196.00 | 13,233.00 |
| Dec | 1,964.00 | 3,147.00 | 3,125.00 | 1,657.00 | 1,265.00 |
| Total | 123,069.00 | 99,958.30 | 85,669.00 | 121,352.06 | 130,476.00 |

ROBERT LOUIS STEVENSON MUSEUM/PRESERVATION FOUNDATION
AS OF DECEMBER 31, 2009, 2010, 2011, 2012 AND 2013
SELECTED OPERATING EXPENSES (IN WST)



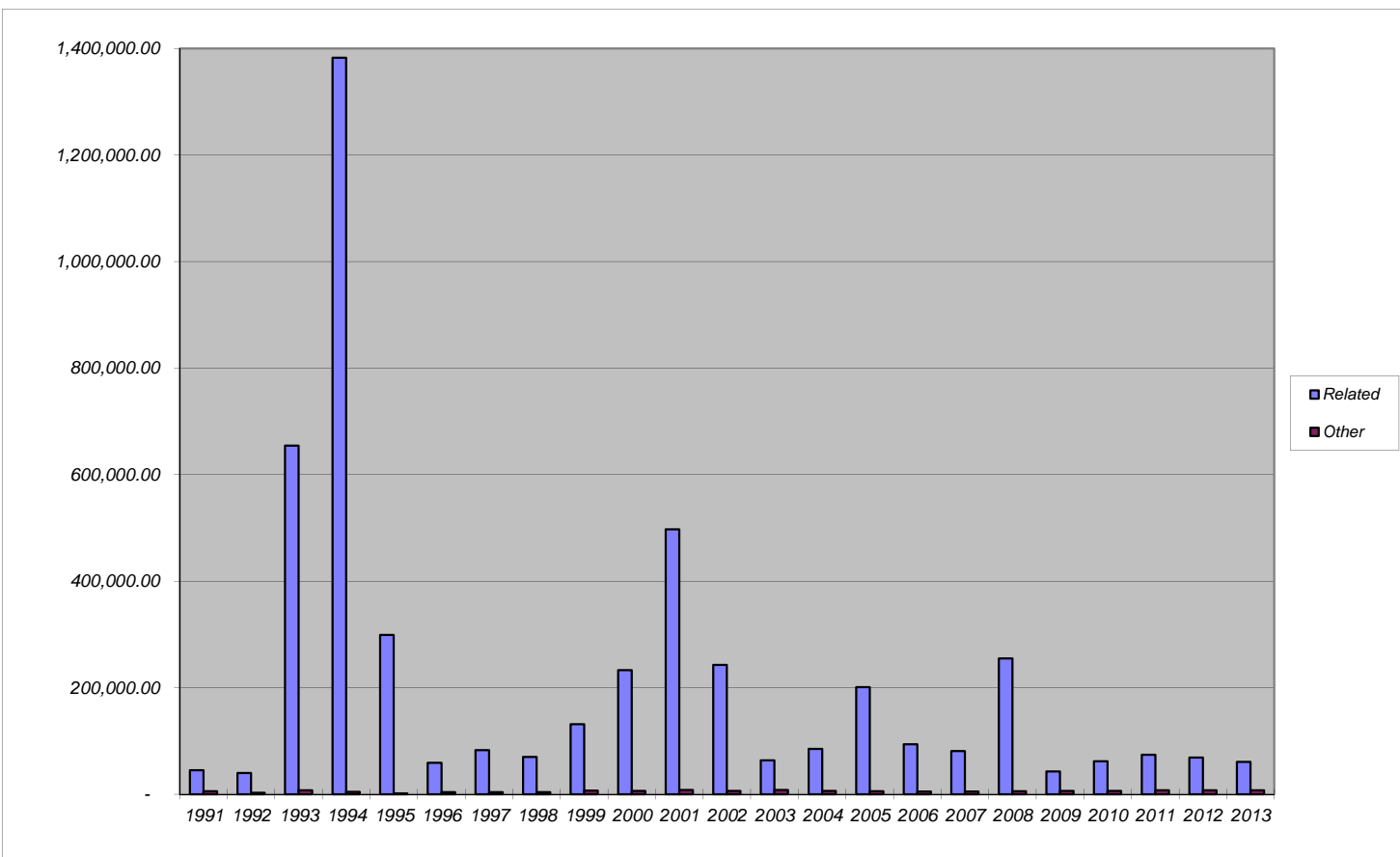
| | 2009 | 2010 | 2011 | 2012 | 2013 |
|--------------------------------|-------------------|-------------------|-------------------|-------------------|-------------------|
| Salaries/Wages | 191,099.18 | 119,239.11 | 117,730.18 | 143,645.36 | 131,018.14 |
| Payroll Taxes & Staff Expenses | 18,962.04 | 32,400.15 | 27,344.00 | 27,217.09 | 28,096.25 |
| Insurance | 23,000.00 | 23,340.03 | 25,065.03 | 25,063.88 | 25,065.03 |
| Repairs & Maintenance | 6,330.26 | 22,914.69 | 19,918.49 | 18,064.95 | 15,976.28 |
| Shipping, Frt, Customs | 1,150.49 | 1,885.94 | 665.55 | 4,989.79 | 2,487.06 |
| Advertising/Promo/Ent. | 24,530.45 | 20,506.00 | 21,491.76 | 22,655.81 | 18,040.86 |
| Office Expense | 1,880.55 | 2,434.76 | 6,126.85 | 11,635.64 | 13,695.43 |
| Electricity | 5,995.41 | 4,170.35 | 4,735.53 | 4,632.61 | 3,585.84 |
| Uniforms | 473.50 | - | - | 1,503.51 | 1,881.34 |
| Transport | 5,636.39 | 7,337.30 | 4,262.53 | - | 100.00 |
| Phone/Fax | 5,821.83 | 6,714.18 | 7,915.93 | 8,788.55 | 5,150.08 |
| Water | 2,249.95 | 1,891.75 | 5,086.73 | 2,163.95 | 3,227.27 |
| Total | 287,130.05 | 242,834.26 | 240,342.58 | 270,361.14 | 248,323.58 |

ROBERT LOUIS STEVENSON MUSEUM/PRESERVATION FOUNDATION
 YEAR TO DATE MUSEUM ACTIVITY
 (IN WST) AS OF DECEMBER 31, 2009, 2010, 2011, 2012 AND 2013



| | 2009 | 2010 | 2011 | 2012 | 2013 |
|--------------------|------------|------------|------------|------------|------------|
| Admissions | 123,069.00 | 99,958.30 | 85,669.00 | 121,352.06 | 130,476.00 |
| Gift Shop Sales | 85,184.43 | 70,345.71 | 82,643.90 | 74,671.50 | 77,570.46 |
| Venue Hire | 31,348.18 | 33,328.69 | 19,427.87 | 18,359.69 | 13,445.29 |
| Cash Disbursements | 364,004.48 | 407,958.16 | 335,920.46 | 352,761.97 | 304,775.04 |

ROBERT LOUIS STEVENSON MUSEUM/PRESERVATION FOUNDATION
 CASH CONTRIBUTIONS RECEIVED (In U.S. Dollars)



| | <i>Related</i> | <i>Other</i> |
|--------------|---------------------|-------------------|
| 1991 | 45,000.00 | 6,000.00 |
| 1992 | 40,000.00 | 3,000.00 |
| 1993 | 654,370.00 | 7,549.00 |
| 1994 | 1,382,988.00 | 4,527.89 |
| 1995 | 299,174.00 | 1,742.00 |
| 1996 | 59,200.00 | 4,189.00 |
| 1997 | 82,881.00 | 4,077.00 |
| 1998 | 70,000.00 | 3,850.44 |
| 1999 | 131,532.00 | 6,803.58 |
| 2000 | 233,000.00 | 6,378.82 |
| 2001 | 497,500.00 | 7,904.66 |
| 2002 | 243,065.21 | 6,483.94 |
| 2003 | 64,000.00 | 8,328.64 |
| 2004 | 85,000.00 | 6,601.43 |
| 2005 | 201,113.72 | 5,695.00 |
| 2006 | 94,000.00 | 5,369.00 |
| 2007 | 81,000.00 | 5,300.77 |
| 2008 | 255,000.00 | 5,780.00 |
| 2009 | 43,000.00 | 6,110.00 |
| 2010 | 62,000.00 | 6,455.00 |
| 2011 | 74,363.56 | 7,270.00 |
| 2012 | 69,089.75 | 7,615.00 |
| 2013 | 60,665.25 | 7,780.00 |
| Total | 4,827,942.49 | 134,811.17 |