

Minutes of the Libertarian National Committee December 10-11 , 1994
 The Crystal City Marriot Hotel, Arlington, VA

1. The meeting was called to order at 9:00 am.
2. Announcements
 Harry Browne campaign to host a reception Saturday evening.
 Tour of potential new office site is cancelled.

3. Credentials:

National Committee Members in attendance:

Steve Dasbach	Chair		
Karen Allard	Vice-Chair	Bill Evers	Region 2
John Famularo	Secretary	Thea McLean	Region 2
Hugh Butler	Treasurer	Joe Hauptman	Region 3
Sharon Ayres	At Large	Gary Ilardi	Region 4
Ron Crickenberger	At Large	Dan Karlan	Region 5
Gary Johnson	At Large	Joseph Brennen	Region 6
Don Ernsberger	At Large	Robert Franke	Region 7
		Tom Paswater	Region 8

Absent:

James Dan	Region 1
Joe Barnett	Region 8
Tamara Clark	At Large

Alternates
 Terry Savage Region 2

Non-Voting:
 Perry Willis National Director
 Bill Winter Communications Director

4. Approval of minutes

Sharon Ayres that the following wording adopted at the December 1993 LNC meeting should be incorporated in Article I Section 3 Paragraph C
 "The LNC adopts the Statue of Liberty as the appropriate graphic symbol to be used on Party materials."

5. Setting Agenda

- ___1 Call to order
- ___2 Announcements
- ___3 Credentials
- ___4 Approval of Minutes
- ___5 Setting Agenda
- ___6 Check of paperwork
- ___7 Chairs report
- ___8 Executive committee report
 - A Review of minutes
 - B Response to Mayberry report
- ___9 Headquarters report
 - A. National Director
 - B. Communications Director
 - C. New Membership
- ___10 Treasurers Report
- ___11 Auditors Report
- ___12 Convention oversight committee
- ___13 Program Committee
- ___14 Development Report
- ___15 Campaign Support
- ___16 Affiliate Support
- ___17 Legal Action Committee
- ___18 Regional Reports
- ___19 Budget
- ___20 Policy Manual Revision
- ___21 Resolutions

___22 Future meet

6. Check of Paperwork

- Chairs Report
- Revised Budget and Financial Summary Pages
- Executive Committee report
- Treasurers Report
- Program Committee report
- Development report
- Campaign Support
- Affiliate Support
- Region 2 reports
- Region 4 report
- Region 5 report
- Region 6 report
- Region 7 report
- 1995 Budget

7. Chairs Report Stephen Dasbach

Mr. Dasbach explained the 1995 budget as a new presentation and not an account code change. The Budget is broken down into two funds:
 The Operating Fund which consists of:
 Our stable sources of revenue offset by the expenses associated with raising that revenue.
 Expenses associated with our ongoing operations
 The Project Fund which consists of:
 Direct Mail and Telemarketing

Large Donor Program

The Operating fund currently requires a \$35,500 transfer from the Project fund to balance. The goal is to increase operating fund revenue. The Project Fund will fund Ballot Access, Campaign Support, Affiliate support, and prospecting. The Large Donor program funds will be directed. We have gone a long way from a year ago to improve the stability and professionalism of our headquarters operations. The unusually large a General discussion of the concept of not funding any project until the money is raised.

Mr. Dasbach said that a goal of LPHQ operations is to implement a project control and management system for all new projects that will form

- Project Manager
- Goals of project
- Estimated Costs
- Estimated Benefits
- Mechanism for evaluating results.

8A. Executive Committee Report.

Discussion of promised reimbursement of expenses for New Hampshire representatives and Ron Paul for the 1993 Salt Lake City Convention. All

8B. Richard Mayberry report (presented out of order at 4:30 pm Saturday)

Mr Mayberry said he was asked to address the issue of limiting liability of the LNC which he covered in a written report which was supplemented

1. Incorporation does not protect individuals from tortious acts that they perform.
2. Incorporation will make it easier for the LNC to get liability insurance.
3. Incorporation will limit the liability of the LNC to the assets of the LNC.
4. Insurance and incorporation go hand in hand to give the ultimate protection to an organization.
5. Since the LNC is the operational arm of the Libertarian Party, any liability will be generated by actions of the LNC.
6. Incorporation is not shirking responsibility, it is a sound business decision.
7. No impediment has been found in state law to impede incorporation. Federal law takes precedent and case law and statutes allow a project
8. The Articles of incorporation will refer to the Bylaws of the Libertarian Party which will be controlling.
9. Since 1978 the Democratic National Committee has been a corporation.
10. Since 1980 all Presidential, most Senatorial and Congressional campaigns that raised approximately one million dollars have been incorporated
11. Incorporation should be under the Laws of the District of Columbia. Since the LNC currently operates in the corporate form as far

9A. Headquarters Report

Perry Willis

Discussion of the future LPHQ office move. Our real estate agent has been looking for space in the \$18 per square foot range with no success. The new computer equipment purchase is planned for early in 1995. Some of the 1994 funds were expended for the continued utilization of staff. Staff turn over was heavy in 1994. Our new data staff member, Tiffany Rodney has worked out very well with an increase in throughput with

A project manager will also be hired to handle the following items:

- Special Projects
- Ballot Access Coordination
- Affiliate Support Phone Calls
- General Project Management

A Project code is to be implemented into the accounting system so that we will be able to track receipts and disbursements by project.

A mechanism for issuing Membership cards to new members will be installed in January. Special embossed plastic life membership cards will be issued to all life members.

A new procedure has been installed to return 50% of all revenue derived from the brochures purchased and distributed by Affiliate parties to

Scott Kohlhaus has been hired on a commission basis to contact lapsed members by telephone. He has solicited \$20,000 in renewal pledges from

There will be a room set up in the new headquarters for Telemarketing operations.

A New procedure has been set up for the regular monthly fund raising mailings. Each segment of our mailing list will be mailed each month

- Current members and subscribers
- Lapsed members and subscribers
- Prospects

An analysis will be performed to determine how far back lapsed members and prospects are still profitable to solicit.

Discussion of "No Funds" response to lapsed member solicitation.

Discussion of "New Members" versus "Reinstated Members" as a basis of membership doubling.

Discussion of 800 number inquiry conversion rate. Plan to create source code report by origin code to better analyze conversion rate. Also

Mr Dasbach said that there is a three step process we have been trying to follow:

- Increase Renewal rates
- Increase Prospect conversion rates
- Generate more prospects

9B. Communications Directors Report Bill Winter

Mr Franke thanked Mr Winter for getting the State Chair mailings to the LNC members.

Mr. Ernsberger thanked Mr. Winter for his help on his campaign. Mr. Franke asked about the procedure for determining when help was given to

Discussion of mailing "Pat on the Back Letter" to Elected Libertarians.

Discussion of Shadow Cabinet project priority.

Discussion of "Project Times Two" as a motivator for state activists to increase membership, and providing them with tools for generating more

Discussion of Constitution Party.

Discussion of Arlen Spector's meeting with the New Hampshire Libertarian Delegation.

Discussion of the value of the Activist Directory. A preliminary version for limited distribution will be produced soon and a full version

Goals for next year will be a more aggressive prospecting.

9C. New Membership

Discussed within 9B above.

10. Treasurers Report Hugh Butler
 Written Report submitted.
 Discussion of complications of the Federal Election Commission Advisory opinion requested by Dave Walter of the 1996 Convention Organizers
 FEE must report separately to the FEC as an LNC affiliated committee.

11. Auditors Report Thea McLean
 Ms McLean said she got good cooperation from the Headquarters staff. Since her last report, all outstanding problems have been resolved.

12. Convention Oversight Committee
 Discussion of outstanding obligations of MSG vis a vis the LNC, concerning the 1993 convention. Offsetting expenses of approximately 7,000
 The official calendar 1996
 1998 convention "Request for Bid " ads have been run three times in the LP News and responses have been received. The deadline for proposa
 Discussion of commercial convention organizers, absorb all functions in-house.
 convention organizing committee. Budgeting considerations.
 Discussion of practicality of running conventions out of headquarters.
 Mr. Dasbach recognized Mr. Bergland who said that 1979 convention was contracted out by Ed Crane.

13. Program Committee Mike Tanner
 The following three issue papers for the Spring:
 Welfare and Opportunity
 Education
 Foreign Policy
 Discussion of possible common cause with the Democrats since they are now in the minority.
 Mr Brennan addressed the issue of the objection by the NY state committee to certain passages in the Operation Safe Streets Brochure. Mr. E
 "Remove from circulation all copies of the briefing package for Operation Safe Streets and delete all of section five, or at least
 Discussion of issues raised by the New York committee, regarding externalities and offensive phraseology such as "out of wedlock births", "
 Debate closed by a show of hands by two thirds of the committee.
 Roll Call vote requested.

1	Sharon Ayres		Nay	
2	Karen Allard		Nay	
3	Joseph Brennen	Aye		
4	Hugh Butler		Nay	
5	Ron Crickenberger		Nay	
6	Stephen Dasbach			Abs
7	Don Ernsberger		Abs	
8	Bill Evers		Nay	
9	John Famularo		Nay	
10	Bob Franke			Abs
11	Joe Hauptman		Nay	
12	Gary Ilardi	Aye		
13	Gary Johnson	Aye		
14	Dan Karlan		Nay	
15	Thea McLean		Nay	
16	Tom Paswater		Nay	
	Total	-3-	-10-	-3-

Motion Fails 10 Nay, 3 Aye, 3 Abstentions

14. Development Report Sharon Ayres
 Written report submitted

15. Campaign Support
 Goals for 1995, 1996 discussed
 1. Increase libertarians elected to office to 100
 2. Elect a libertarian to a significant partisan office
 3. Run 1000 candidates in 1996
 4. 250 candidates to receive professional training in 1995, 1996
 5. Devise a series of leadership development packages for visible public leaders
 6. Devise generic campaign software to distribute to our candidates
 7. Contact PAC's and foundations for contributions.
 8. Develop demonstration campaign brochures, telephone scripts etc.
 9. Expand campaign manual to 60 pages and mail out to announced candidates.
 10. Identify support material for candidates committed to getting into the debates.
 Negotiated a discount program with Sal Guzzetta where we can give out \$100 coupon that only costs us \$50.
 Discussion of criteria for deciding on candidate funding and sample submissions. Discussion of procedures for candidates funding and the r
 Discussion of mechanisms to insure compliance by funded candidates.
 Motion by Mr Evers to withhold \$250 from candidate funding until proper reports are filed.
 Discussion of adequate post-election documentation.
 Motion to close debate passed on voice vote
 Motion failed on voice vote.
 Further discussion of candidate funding criteria and reporting mechanisms.

Mr Butler said that he was supportive of any mechanism that Mr. Crickenberger might use to improve the professional accountability of our c
Discussion for using the state campaign expense forms to satisfy our requirements for reporting.

Motion by Mr. Evers to escrow 10% of all funds disbursed to candidates by the Campaign Support area manager pending a receipt of an account
Motion failed on voice vote.

16. Affiliate Support Karen Allard

Ballot Access
Written report submitted.
Bill Redpath the Ballot Access Chair addressed the committee briefly. He will be assisting in choosing. training, and overseeing the in-
1. Energizing volunteer efforts
2. Recruit and train petitioners.
3. Maintain relations with one or more vendors of petitioning services.
4. Coordinate payments and communications with petitioners.
Bill will concentrate on maintaining relations with the state agencies and coordinating the lobbying efforts to reduce ballot access requir

Money will have allocated to pay back Richard Winger.
Discussion of Arizona elections, ballot access court appeals and registration drives.
Discussion of Illinois ballot access status. Bob Franke commended Bill Redpath for rescuing the Illinois effort.

Field Organizing
Written Report submitted
Discussion of North Dakota and Idaho projects

17. Legal Action Committee Joe Hauptman
No discussion.

18. Regional Reports

- Region 1 No Report
- Region 2 Thea McLean
Written report submitted
Bill Evers - Hawaii
Written report submitted
Discussion of Newsletter situation and City Council Campaign.
- Region 3 Joe Hauptman
Written Report submitted
Indiana achieved statewide Ballot Status. Bylaws being revised.
Ohio working on membership.
Michigan maintained ballot status but not major party status.
Kentucky growing and running candidates.
- Region 4 Gary Ilardi
Written Report submitted
All states concentrating on membership
Alabama ready to start petition drive.
Arkansas has gotten a writ of certiar for the supreme court on petitioning deadlines.
DC chair has made inroads into Black and Gay communities.
Florida has a case in the state court of appeals.
Georgia has a case in the federal court of appeals.
North Carolina granted membership to all registered libertarians in an attempt to thwart the states effort to legal
Tennessee attempting to get ACLU to help in ballot access suit

Mr Ilardi said we must concentrate on having our candidates become community leaders.
- Region 5 Dan Karlan
Written Report Submitted
Discussion of Jon Reda race in Delaware where he was the nominee of both the Republican and Libertarian Party and c
- Region 6 Joe Brennan
Written Report submitted.
Mr. Robert Shulz our Gubernatorial candidate in New York has won a petition requirements case as a pro se litigant.

Mr. Brennan said he understood that the region 6 alternate has resigned, and he asked what the procedure was for re
- Region 7 Bob Franke
Written Report submitted.
Iowa and Nebraska have not responded.
Missouri Chair has been unresponsive but the party is doing well
Illinois membership has been stalled and more activists are needed.
- Region 8 Tom Paswater
Written Report submitted
Discussion of Arizona party.

19 Budget

A. Adjustments to 1994 Budget Perry Willis
Budget adjustments to the 1994 budget are required for the following items:
Libertarian Volunteer - because the size of the Activist Database is larger than originally estimated and there is another issue that must
Local Organizing - expense items for the Joe Knight project that were authorized but not properly entered into the accounting system.
Material Sales - new items developed during 1994 plus a higher demand than expected has exhausted the supply of a number of items. These
Motion to divide the question was passed on voice vote.
Motion to increase Libertarian Volunteer line item by 1,000
passed on voice vote.

Motion to increase Local Organizing line item by 2,379
 passed on voice vote.
 Motion to increase Material Sales line item by 13,000
 passed on voice vote.

Mr Dasbach explained that we should repay Richard Winger for funding Wyoming ballot drive out of the 1994 budget. The amount is 7,500
 Motion to increase the Ballot Line item by 7,500 for the purpose of repaying Richard Winger for the 1994 Wyoming ballot access drive Pa
 Motion to increase the Ballot access line item by 5,000 in order to allow prefunding of certain ballot access projects in Maryland or Nebr
 Motion Passed on Voice Vote.

B. 1995 Budget Stephen Dasbach

Office move budget discussed. Enhancement of office furniture after move is a separate budget item under the project fund. Discuss
 Discussion of Project Fund Budget.
 Proposed Budget placed before the committee for discussion.

Motion by Karen Allard to reduce Ballot Access Line from \$88,000 to \$83,000 and to use the \$5,000 to increase Campaign Support from
 Mr Evers made a motion to amend Ms Allard's motion to use the \$5,000 to increase the Direct Mail Prospecting from \$75,000 to \$80,00

Discussion on Campaign Support vs. Direct Mail Prospecting

Roll Call Vote requested on Mr. Evers amendment

Sharon Ayres	Aye		
Karen Allard		Nay	
Joseph Brennen		Nay	
Hugh Butler	Aye		
Ron Crickenberger		Nay	
Stephen Dasbach			Abs
Don Ernsberger	Aye		
Bill Evers	Aye		
John Famularo		Nay	
Bob Franke	Aye		
Joe Hauptman		Nay	
Gary Ilardi		Nay	
Gary Johnson	Aye		
Dan Karlan	Aye		
Thea McLean	Aye		
Tom Paswater		Nay	
Total	-8-	-7-	-1-

Motion Passes 8 to 7

Move to postpone further consideration of the budget until Sunday
 Motion Passed on Voice Vote.

Richard Mayberry presented Liability report (see 8b above)

Meeting recessed at 5:30pm Saturday
 Meeting reopened at 9:00 am Sunday

Mr Karlan noted December 11th, 1994 as the 23rd Birthday of the Libertarian Party

Voice vote on Ms Allards motion passed on a voice vote.

Mr. Willis indicated that there is money budgeted to retain Mr. Richard Mayberry as a political law advisor, and money for consulting from
 Mr. Crickenberger addressed the issue of candidate support and presented letters from Jim Mc Clarin, and Don Gorman. Terry Savage also spc
 Mr Crickenberger made a motion to reduce the Advertising budget by \$5,000 from \$30,000 to \$25,000 and increase the Campaign Support from \$2
 General Discussion on Candidate Support versus Candidate Funding versus Advertising and Prospecting.

Motion passed on show of hands 7 to 6.

Ms Allard moved to reconsider the last amendment

Ms Allard argued that we may be tampering with the work of the executive committee in modifying the budget. Mr, Willis said that Advertisi
 Motion to reconsider failed on voice vote.

Ms Allard moved to reduce Direct mail prospecting from \$80,000 to \$75,000 and increasing Advertising from \$25,000 to \$30,000.

Motion passed on show of hands 8 to 5

Vote on adopting the budget as amended.
 Motion passed on voice vote

Mr. Dasbach proposed to present the following item for consideration.

Motion to recess failed on voice vote.

Motion to allow the spending authority in the Large Donor Program be equal to the revenue raised in that area. The budget indicates where
 Motion passes on voice vote.

20 Policy Manual Revisions Dan Karlan

Motion to approve the following housekeeping amendments to the Policy Manual:

- 1) Page 2, Article I, section 2, paragraph G, last sentence: remove the (redundant) word "Libertarian" before the abbreviation LNC.

- 2) Page 2, Article I, Section 4, first sentence change the word "Pledge" to "Certification".
- 3) Page 3, Article III, section 3, paragraph A: Remove the () around the sub-paragraph designations.
- 4) Page 4, Article IV, Section 1: Designate all paragraphs with upper-case, rather than lower-case, letters.
- 5) Page 5, Article V, section 1, paragraph D: Change "Article X, Section 1" to "Article IX, section 1".
- 6) Page 5, Article V, Section 4, paragraph B, last-sentence: clarify the intention by inserting the words "the travel reimbursement" after
- 7) Page 6, Article VI, Section 5, paragraph A, second sentence: insert a comma (",") after the word "regarding".
- 8) Page 7, Article VI, Sections 6 and 7: designate all paragraphs with upper-case, rather than lower letters.
- 9) Page 7-8, Article VII, Section 1, paragraphs A, B, and C: Remove the () around the sub-paragraph designations.
- 10) page 8, Article VII, Section 1, paragraph B, sub-paragraph 3: change the word "their" to "there" in the fragment "on which there is no
- 11) Page 8, Article VII, Section 1, paragraph B, sub-paragraph 5, first sentence: pluralize the word "article".
- 12) Page 8, Article VIII, Section 3: insert "Election Bill" after the word "Fair".

Motion passed on voice vote.

21 Resolutions

Mr. Crickenberger announced that Mr Cal Warburton is in the hospital in a coma. A "Get well" card from the LNC was suggested.

22 Future meetings

Proposals for August 19 - 20, 1995 Meeting.

Motion to table consideration of proposals failed on voice vote.

Mr. Franke presented the proposal for Chicago..

Mr. Karlan presented the proposal for Baltimore.

Mr. Hauptman moved that we accept the Chicago Site.

General Discussion on sites.

Motion passed on voice vote.

23 New Business

A. Campaign funding reports Ron Crickenberger

Review of campaign expense reports from Tamara Clark.

Discussion of a Letter from Ms. Clark to the LNC and letters from Paul Pratt to Ms Clark and LNC Chairman Mr. Dasbach.
General review of candidate reporting requirements and Area managers requirement to verify reports.

B. Review of Mayberry recommendation to Incorporate.

Mr. Ilardi made a motion to incorporate the LNC as the Libertarian National Committee Inc.
Motion passed on voice vote.

C. Reports for Next Meeting.

Ms Allard said that reports for the next meeting are due on April 14th. Please forward reports to the Secretary.

D. Illinois Ballot access lawsuit

Mr. Michael Ginsberg addressed the LNC regarding the status of their suit. Ms Allard said that some money has been budgeted and ma

E. Cal Warburton get well wishes.

Mr Crickenberger offered the following resolution:

Dear Cal,

We are very saddened to learn of your hospital stay, our thoughts and prayers are with you. We wish you the speediest of re
The Libertarian National Committee also expresses great thanks for all your work for the Libertarian Party and for having t
Get well Soon, we are going to need your help.

Your Friends on the LNC.

Resolution passed on voice vote.

F. Friday night reception for LNC meetings.

Mr. Butler proposed that we investigate the possibility of a scheduled meeting place for LNC members arriving on Friday night.

G. December, 1995 LNC Meeting

Mr. Paswater moved that the December, 1995 Meeting be held in the Washington DC area on December 9th and 10th, 1995.
Motion passed on voice vote

Motion to adjourn.

Motion passed on voice vote.

Appendix A 1995 Budget