



MAR 2022 END OF MONTH FINANCIAL REPORTS

Page 2 – EOM Membership and Revenue Charts and Graphs

Page 4 – EOM Financial Summary Reports

Page 5 - Statement of Operations Budget vs. Actual

Page 6 - 2022 v. 2020 Comparisons Statement of Operations

Page 7 - P&L Detail (w-Functional Allocation of Expenses) by Month

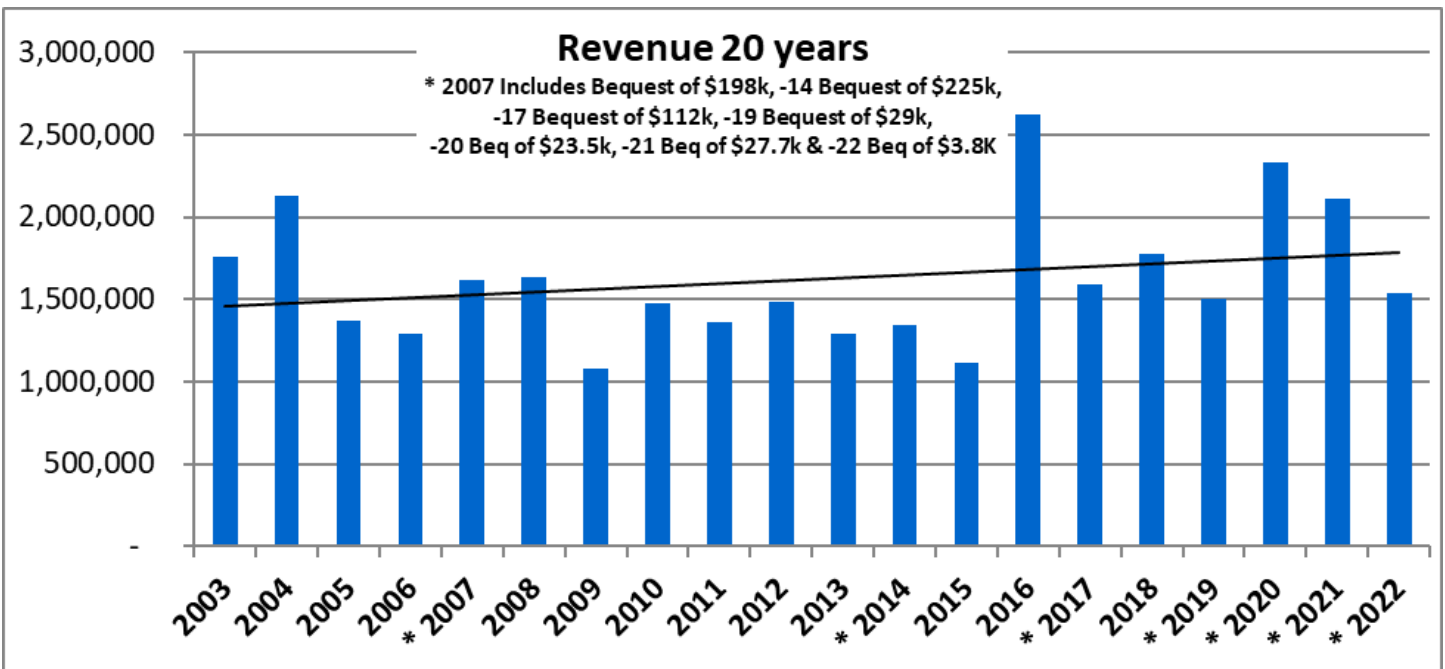
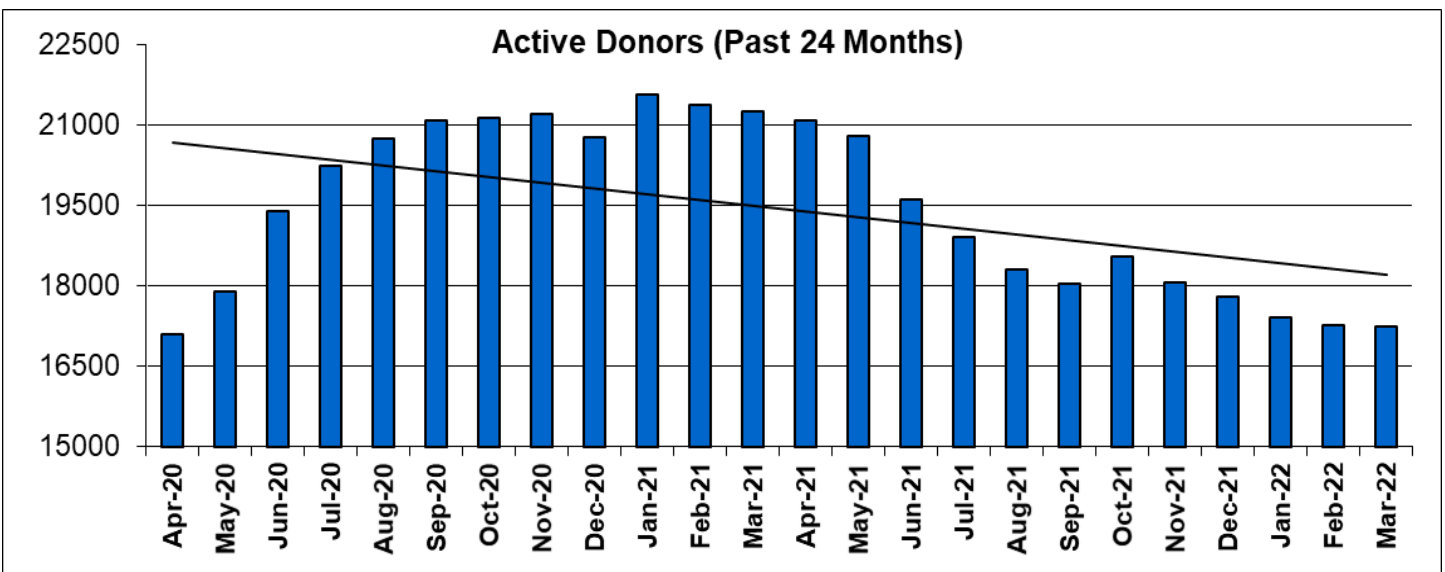
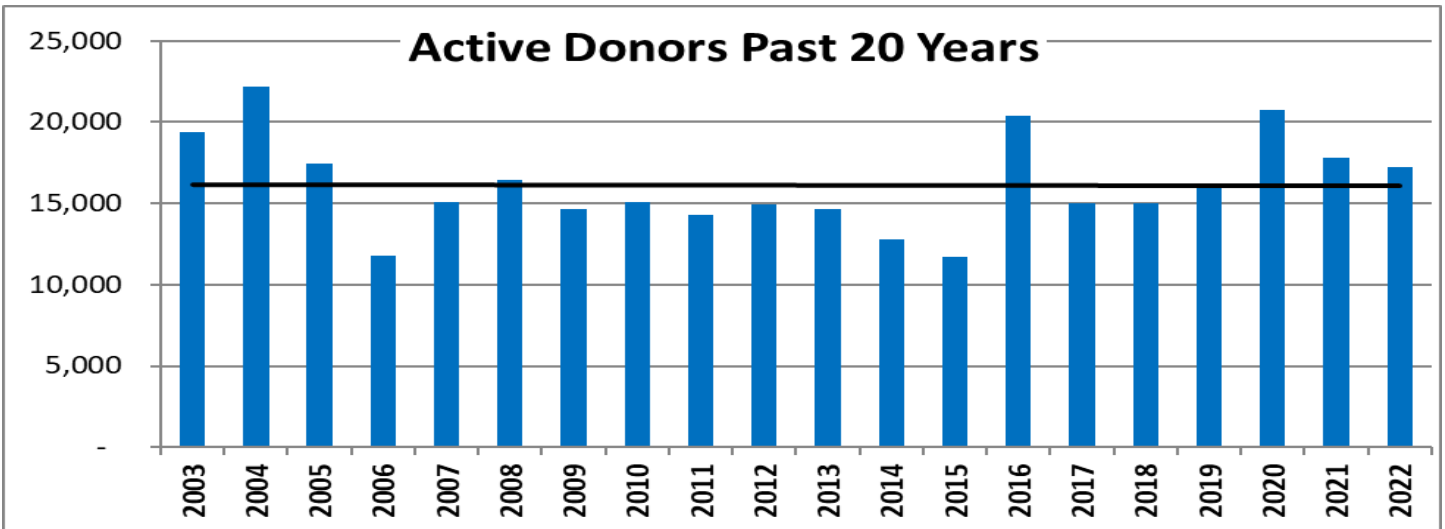
Page 10 – Balance Sheet Curr v. Prior Month Comparison

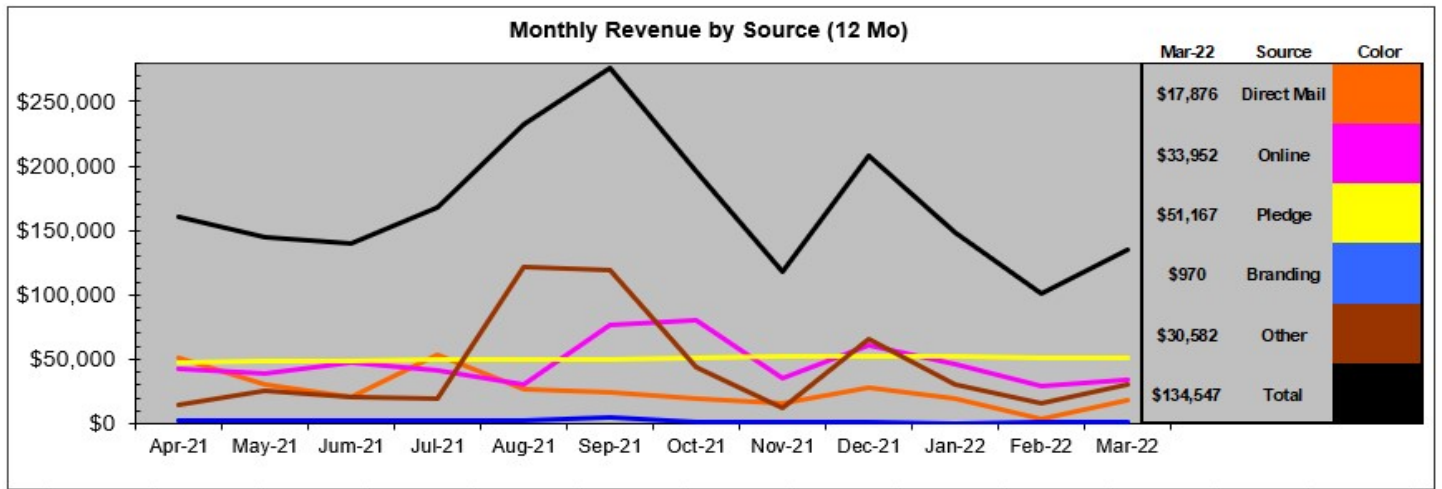
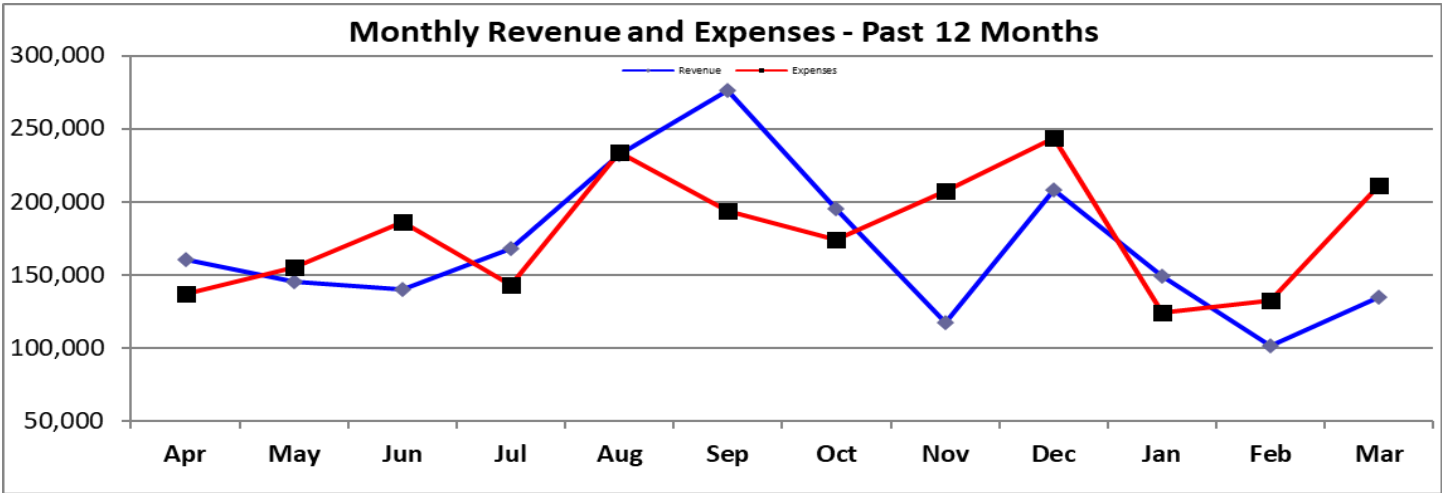
Page 12 - Cash Flow Report

Page 13 – Related Party Contributions and Disbursements

Page 13 – Chair’s Discretionary Disbursements

End of Month Reports – Charts

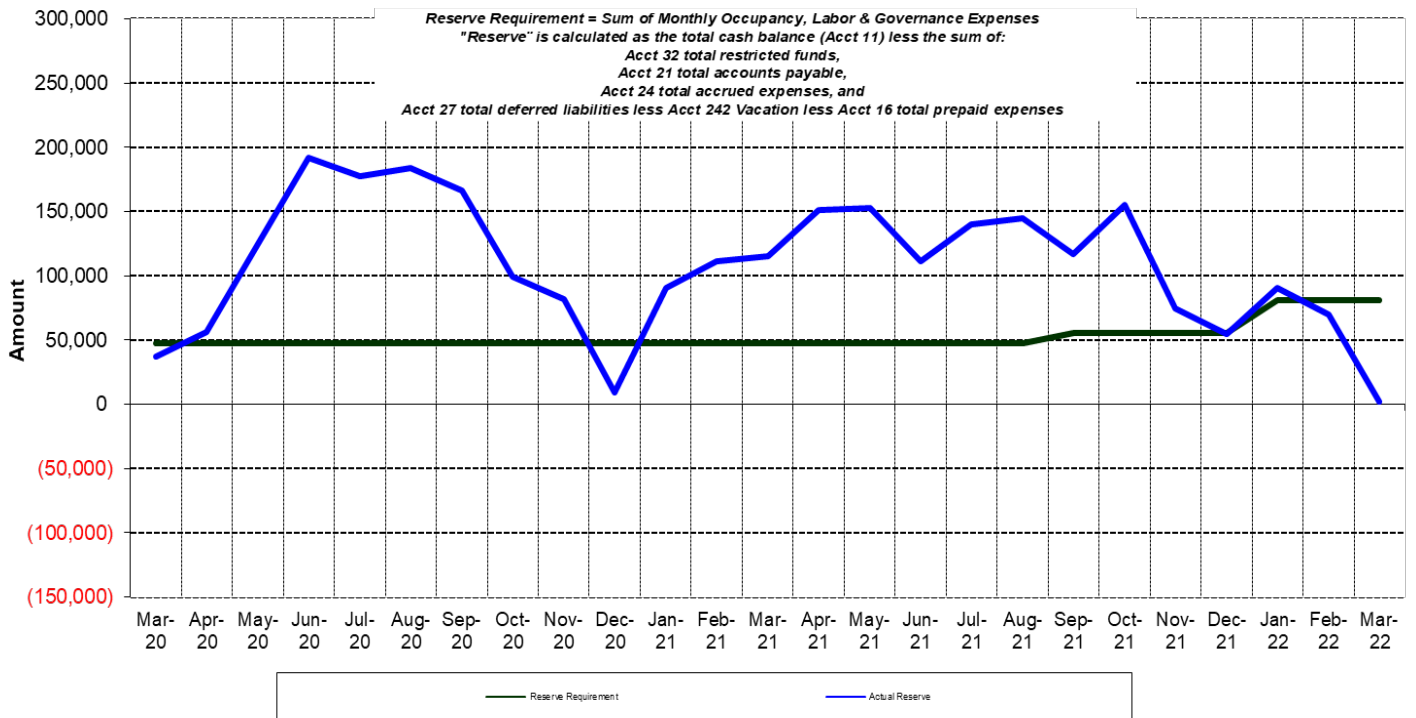




Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2022 Resv Target = \$80,708 * - Curr Month Resv = \$1,720

* Budget Amendeed 02/22



End of Month Reports – Financial Summary

Revenue - by Function as % of Total 2018 thru 2022 (Not Including Convention Packages)

| | 2018 | 2019 | 2020 | 2021 | 2022 |
|---|------------------|------------------|------------------|------------------|----------------|
| Membership Revenue | 583,082 | 622,486 | 879,035 | 700,830 | 135,634 |
| % Total Non Conv Revenue | 39% | 41% | 42% | 33% | 35% |
| General Fundraising | 762,568 | 648,038 | 843,565 | 1,050,462 | 218,637 |
| % Total Non Conv Revenue | 51% | 43% | 40% | 50% | 57% |
| Project/Program/Other | 145,456 | 230,807 | 363,056 | 357,632 | 30,470 |
| % Total Non Conv Revenue | 10% | 15% | 17% | 17% | 8% |
| Total Non Convention Package Revenue | 1,491,106 | 1,501,331 | 2,085,656 | 2,108,924 | 384,741 |

P&L Acct Summary Last Month Plus YTD January through March 2022

| | Jan 22 | Feb 22 | Mar 22 | TOTAL |
|------------------------------------|----------------|-----------------|-----------------|-----------------|
| Revenue | | | | |
| 4000 · General Fundraising | 140,697 | 91,234 | 126,097 | 358,028 |
| 4100 · Project Revenue | 1,643 | 66 | 2,941 | 4,650 |
| 4300 · Program Revenue | 6,638 | 9,941 | 5,828 | 22,407 |
| 4600 · Refunds of Contributions | 0 | (25) | (319) | (344) |
| Total Revenue | 148,978 | 101,216 | 134,547 | 384,741 |
| | 148,978 | 101,216 | 134,547 | 384,741 |
| Expense | | | | |
| 7000 · General Fundraising Expense | 28,300 | 24,388 | 59,433 | 112,121 |
| 7200 · Events and Conventions Exp | 1,345 | 2,762 | 4,446 | 8,553 |
| 7300 · Program-Related Expenses | 52,750 | 65,088 | 94,160 | 211,998 |
| 8000 · Salary & Related Expense | 20,434 | 19,305 | 21,729 | 61,468 |
| 8100 · Admin & Overhead Expense | 10,391 | 10,187 | 18,939 | 39,517 |
| 8200 · Professional Services | 7,658 | 7,846 | 9,527 | 25,031 |
| 8300 · Depreciation Expense | 3,084 | 3,084 | 3,084 | 9,252 |
| Total Expense | 123,962 | 132,660 | 211,318 | 467,940 |
| Net Revenue (Loss) | 25,016 | (31,444) | (76,771) | (83,199) |

Balance Sheet Summary - Current vs Prior Month

| | Mar 31, 22 | Feb 28, 22 | \$ Change | % Change |
|---------------------------------------|---------------------|---------------------|--------------------|----------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | 247,803.76 | 281,536.86 | (33,733.10) | (11.98%) |
| Other Current Assets | 89,944.62 | 90,125.12 | (180.50) | (0.2%) |
| Total Current Assets | 337,748.38 | 371,661.98 | (33,913.60) | (9.13%) |
| Fixed Assets | 807,896.23 | 810,979.79 | (3,083.56) | (0.38%) |
| TOTAL ASSETS | 1,145,644.61 | 1,182,641.77 | (36,997.16) | (3.13%) |
| LIABILITIES & EQUITY | | | | |
| Liabilities | | | | |
| Current Liabilities | | | | |
| Accounts Payable | 24,867.24 | 56,461.57 | (31,594.33) | (55.96%) |
| Other Current Liabilities | 273,427.18 | 202,059.07 | 71,368.11 | 35.32% |
| Total Current Liabilities | 298,294.42 | 258,520.64 | 39,773.78 | 15.39% |
| Total Liabilities | 298,294.42 | 258,520.64 | 39,773.78 | 15.39% |
| Equity | 847,350.19 | 924,121.13 | (76,770.94) | (8.31%) |
| TOTAL LIABILITIES & EQUITY | 1,145,644.61 | 1,182,641.77 | (36,997.16) | (3.13%) |

Standard Statement of Operations - 2022
Budget vs. Actual

| | Un- restricted Mar-22 | Temp. Restricted | Total Mar- 22 | Jan-Dec 2022 | Budget Year to Date | Actual vs. Budget YTD | Annual Budget 2022 * | 2022 Budget Remaining |
|--|-----------------------------|---------------------|------------------|-----------------|---------------------------|-----------------------------|----------------------------|-----------------------------|
| Support and Revenue | | | | | | | | |
| 20-Membership Dues | 43,761 | | 43,761 | 135,634 | 168,025 | (32,391) | 672,100 | 536,466 |
| 21-Donations | 8,123 | | 8,123 | 19,987 | 82,600 | (62,613) | 330,400 | 310,413 |
| 22-Recurring Gifts | 51,167 | | 51,167 | 154,193 | 165,000 | (10,807) | 660,000 | 505,807 |
| 23-Board/ED Solicitation MajorGifts | 0 | | 0 | 2,250 | 23,750 | (21,500) | 95,000 | 92,750 |
| 24-Convention Revenue | 0 | | 0 | 0 | 0 | 0 | 340,000 | 340,000 |
| 25-Project Program Revenue | 4,833 | 2,941 | 7,774 | 21,476 | 66,025 | (44,549) | 264,100 | 242,624 |
| 26-Brand Dev / Political Materials | 970 | | 970 | 2,411 | 7,500 | (5,089) | 30,000 | 27,589 |
| 27-Ballot Access & Related Donations | 22,728 | | 22,728 | 45,620 | 16,725 | 28,895 | 66,900 | 21,280 |
| 28-Membership Communication | 25 | | 25 | 3,170 | 3,050 | 120 | 12,200 | 9,030 |
| 29-Other Revenue | 0 | | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Support and Revenue | 131,606 | 2,941 | 134,547 | 384,741 | 532,675 | (147,934) | 2,470,700 | 2,085,959 |
| Cost of Support and Revenue | | | | | | | | |
| 32-Fundraising Costs | 42,585 | | 42,585 | 72,423 | 60,610 | 11,813 | 242,438 | 170,016 |
| 33-Membership Fundraising Costs | 7,732 | | 7,732 | 16,034 | 22,900 | (6,866) | 91,600 | 75,566 |
| 35-Convention | 0 | | 0 | 0 | 0 | 0 | 316,800 | 316,800 |
| 36-Ballot Access Fundraising Exp | 0 | | 0 | 0 | 1,750 | (1,750) | 7,000 | 7,000 |
| 37-Building Fundraising Exp | 0 | | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Cost of Support and Revenue | 50,317 | 0 | 50,317 | 88,456 | 85,260 | 3,197 | 657,838 | 569,382 |
| Net Support Available for Programs | 81,289 | 2,941 | 84,230 | 296,285 | 447,415 | (151,130) | 1,812,862 | 1,516,577 |
| Program Expense | | | | | | | | |
| 40-Administrative Costs | 23,960 | 7,140 | 31,100 | 73,349 | 86,926 | (13,577) | 347,705 | 274,355 |
| 45-Compensation | 60,782 | | 60,782 | 165,723 | 199,300 | (33,577) | 797,200 | 631,477 |
| 50-Affiliate Support | 5,017 | | 5,017 | 14,993 | 18,070 | (3,077) | 72,280 | 57,287 |
| 55-Brand Dev / Political Materials | 466 | | 466 | 1,015 | 7,500 | (6,485) | 30,000 | 28,985 |
| 58-Campus Outreach | 0 | | 0 | 0 | 188 | (188) | 750 | 750 |
| 60-Candidate, Campaign & Initiatives | 21,206 | | 21,206 | 61,890 | 88,525 | (26,635) | 354,100 | 292,210 |
| 70-Ballot Access VR & Related Exp | 39,742 | | 39,742 | 57,000 | 49,875 | 7,125 | 199,500 | 142,500 |
| 75-Litigation | 0 | 0 | 0 | 0 | 1,875 | (1,875) | 7,500 | 7,500 |
| 80-Media | 1,079 | | 1,079 | 3,645 | 3,125 | 520 | 12,500 | 8,855 |
| 85-Member Communication | 0 | | 0 | 0 | 7,875 | (7,875) | 31,500 | 31,500 |
| 88-Outreach | 0 | | 0 | 0 | 1,250 | (1,250) | 5,000 | 5,000 |
| 90-Project Program Other | 1,610 | 0 | 1,610 | 1,867 | 800 | 1,067 | 3,200 | 1,333 |
| Total Program Expense | 153,860 | 7,140 | 161,001 | 379,483 | 465,309 | (85,825) | 1,861,235 | 1,481,751 |
| Total Net Operating Surplus (or Deficit) | (72,572) | (4,199) | (76,771) | (83,198) | (17,893) | (65,305) | (48,373) | 34,825 |
| Unrestricted Net Operating Surplus (or Deficit) | | | (72,572) | (66,760) | | | 1,512 | |

* As amended 02/22

Statement of Operations - 2022 v. 2020 Comparison

| | Total Mar-22 | Total Mar-20 | Diff 22 v 20 | 2022 YTD | 2020 YTD | Diff 22 v 20 |
|---|----------------|----------------|----------------|----------------|----------------|-----------------|
| Support and Revenue | | | | | | |
| 20-Membership Dues | 43,761 | 57,463 | -13,702 | 135,634 | 157,102 | -21,468 |
| 21-Donations | 8,123 | 6,703 | 1,420 | 19,987 | 14,451 | 5,536 |
| 22-Recurring Gifts | 51,167 | 30,629 | 20,538 | 154,193 | 91,125 | 63,068 |
| 23-BoardSolicitation MajorGifts | 0 | 37,125 | -37,125 | 2,250 | 74,125 | -71,875 |
| 24-Convention Revenue | 0 | 0 | 0 | 0 | 0 | 0 |
| 25-Project Program Revenue | 7,774 | 1,850 | 5,924 | 21,476 | 10,481 | 10,995 |
| 26-Brand Dev / Pol Materials Rev | 970 | 5,080 | -4,110 | 2,411 | 14,458 | -12,047 |
| 27-BallotAccess Donations | 22,728 | 6,365 | 16,363 | 45,620 | 32,432 | 13,188 |
| 28-Publications Materials Other | 25 | 1,500 | -1,475 | 3,170 | 3,485 | -315 |
| 29-Other Revenue | 0 | 118 | -118 | 0 | 119 | -119 |
| Total Support and Revenue | 134,547 | 146,834 | -12,286 | 384,741 | 397,778 | -13,037 |
| Cost of Support and Revenue | | | | | | |
| 32-Fundraising Costs | 42,585 | 24,822 | 17,763 | 72,423 | 65,661 | 6,762 |
| 33-Membership Fundraising Costs | 7,732 | 7,691 | 41 | 16,034 | 25,057 | -9,023 |
| 35-Convention | 0 | 0 | 0 | 0 | 0 | 0 |
| 36-Ballot Access Fundraising Exp | 0 | 8 | -8 | 0 | 4,632 | -4,632 |
| 37-Building Fundraising Exp | 0 | 0 | 0 | 0 | 0 | 0 |
| Total Cost of Support and Revenue | 50,317 | 32,520 | 17,796 | 88,456 | 95,349 | -6,894 |
| Net Support Available for Programs | 84,230 | 114,313 | -30,082 | 296,285 | 302,429 | -6,143 |
| Program Expense | | | | | | |
| 40-Administrative Costs | 31,100 | 29,672 | 1,428 | 73,349 | 88,847 | -15,498 |
| 45-Compensation | 60,782 | 37,143 | 23,639 | 165,723 | 111,617 | 54,106 |
| 50-Affiliate Support | 5,017 | 4,095 | 922 | 14,993 | 10,249 | 4,744 |
| 55-Brand Dev / Pol Materials | 466 | 1,213 | -747 | 1,015 | 5,333 | -4,318 |
| 58-Campus Outreach | 0 | 0 | 0 | 0 | 0 | 0 |
| 60-Candidate, Campaign & Initiatives | 21,206 | 19,583 | 1,623 | 61,890 | 29,609 | 32,281 |
| 70-BallotAccess Petitioning Related Exp | 39,742 | 7,144 | 32,598 | 57,000 | 16,171 | 40,829 |
| 75-Litigation | 0 | 1,003 | -1,003 | 0 | 3,335 | -3,335 |
| 80-Media | 1,079 | 0 | 1,079 | 3,645 | 0 | 3,645 |
| 85-Member Communication | 0 | 0 | 0 | 0 | 8,975 | -8,975 |
| 88-Outreach | 0 | 3,500 | -3,500 | 0 | 3,500 | -3,500 |
| 90-Project Program Other | 1,610 | 0 | 1,610 | 1,867 | 0 | 1,867 |
| Total Program Expense | 161,001 | 103,353 | 57,648 | 379,483 | 277,637 | 101,847 |
| Net Operating Surplus (or Deficit) | -76,771 | 10,960 | -87,730 | -83,198 | 24,792 | -107,990 |

P&L Acct Detail w-Funct Alloc of Exps Last Month Plus YTD
January through March 2022

| | Mar 22 | TOTAL |
|--|-------------------|-------------------|
| Revenue | | |
| 4000 · General Fundraising | | |
| 4010 · Direct Mail Fundraising | | |
| 4010-10 · DM - House Fundraising General | 4,908.00 | 7,589.50 |
| 4010-11 · DM - House Fundraising Renewal | 100.00 | 235.00 |
| 4010-20 · DM - Donor Renewal | 12,843.00 | 32,713.00 |
| 4010-30 · DM - New Donor Prospecting | 25.00 | 645.00 |
| Total 4010 · Direct Mail Fundraising | 17,876.00 | 41,182.50 |
| 4020 · Direct Solicitation Major Donor | | |
| 4020-10 · Board Solicitation | 0.00 | 1,200.00 |
| 4020-30 · ED Solicitation | 0.00 | 1,050.00 |
| Total 4020 · Direct Solicitation Major Donor | 0.00 | 2,250.00 |
| 4030 · Online Contributions - Web | | |
| 4030-10 · Online Cont - General | 3,534.20 | 8,959.21 |
| 4030-20 · Online Cont - Donor Renewal | 23,605.60 | 78,821.51 |
| 4030-30 · Online Cont - New Donor Prosp | 6,812.19 | 21,939.93 |
| Total 4030 · Online Contributions - Web | 33,951.99 | 109,720.65 |
| 4040 · Tele Fundraising - Phone Bank | | |
| 4040-10 · Tele Fund - General | 0.00 | 25.00 |
| 4040-20 · Tele Fund - Donor Renewal | 375.00 | 1,280.00 |
| Total 4040 · Tele Fundraising - Phone Bank | 375.00 | 1,305.00 |
| 4080 · Recurring Contrib - Pledge | 51,166.50 | 154,192.90 |
| 4085 · Bequests | 0.00 | 3,757.56 |
| 4090 · Ballot Access / Voter Reg | 22,727.75 | 45,619.98 |
| Total 4000 · General Fundraising | 126,097.24 | 358,028.59 |
| 4100 · Project Revenue | | |
| 4108 · Building Fund | 2,874.91 | 2,874.91 |
| 4111 · Legal Action Fund | 66.20 | 1,775.40 |
| Total 4100 · Project Revenue | 2,941.11 | 4,650.31 |
| 4300 · Program Revenue | | |
| 4310 · Affiliate Development | 179.35 | 563.50 |
| 4320 · Outreach & Activism | 0.00 | 100.00 |
| 4330 · Media Relations | 35.00 | 190.90 |
| 4340 · LP News | 25.00 | 3,170.00 |
| 4360 · Campaign Support & Initiatives | | |
| 4360-40 · Campaign/Candidate Support | 4,618.72 | 15,951.67 |
| Total 4360 · Campaign Support & Initiatives | 4,618.72 | 15,951.67 |
| 4375 · Brand / Political Materials | 969.71 | 2,410.60 |
| 4395 · LPedia Historical Preservation | 0.00 | 20.00 |
| Total 4300 · Program Revenue | 5,827.78 | 22,406.67 |
| 4600 · Refunds of Contributions | (319.30) | (344.30) |
| Total Revenue | 134,546.83 | 384,741.27 |

| Expense | Mar 22 | TOTAL |
|--|------------------|-------------------|
| 7000 · General Fundraising Expense | | |
| 7010 · Direct Mail Fundraising Exp | | |
| 7010-10 · DM - House General Expense | 29,313.86 | 32,028.11 |
| 7010-20 · DM - Donor Renewal Expense | 5,813.93 | 11,332.66 |
| 7010-30 · DM - New Donor Prospecting Exp | 1,418.14 | 4,201.11 |
| Total 7010 · Direct Mail Fundraising Exp | 36,545.93 | 47,561.88 |
| 7030 · Online Contributions Exp - Web | | |
| 7030-20 · Online Cont Exp - Donor Renewal | 500.00 | 500.00 |
| Total 7030 · Online Contributions Exp - Web | 500.00 | 500.00 |
| 7050 · Fundraising Contractors | 3,600.00 | 11,980.00 |
| 7080 · Recurring Contrib - Pledge | 5,147.49 | 14,859.57 |
| 7095 · Credit Card Prc Fees | 4,523.66 | 13,554.84 |
| 7099 · Gen Fundraising Staff Salary | 9,116.15 | 23,664.58 |
| Total 7000 · General Fundraising Expense | 59,433.23 | 112,120.87 |
| 7200 · Events and Conventions Exp | | |
| 7200-50 · Events & Conv Staff Salary | 4,445.53 | 8,552.33 |
| Total 7200 · Events and Conventions Exp | 4,445.53 | 8,552.33 |
| 7300 · Program-Related Expenses | | |
| 7310 · Affiliate Support | | |
| 7310-10 · Affiliate Development & Support | 6.00 | 18.00 |
| 7310-20 · Affiliate Dev Contractors | 5,010.58 | 14,974.96 |
| 7310-30 · Affiliate Support Staff Salary | 1,294.27 | 6,332.46 |
| Total 7310 · Affiliate Support | 6,310.85 | 21,325.42 |
| 7320 · Outreach, Marketing & Activism | | |
| 7320-20 · Outreach Activism Staff Salary | 2,982.44 | 8,677.67 |
| Total 7320 · Outreach, Marketing & Activism | 2,982.44 | 8,677.67 |
| 7330 · Media Relations | | |
| 7330-10 · Media Relations General | 1,078.99 | 3,644.97 |
| 7330-20 · Media Relations Staff Salary | 281.36 | 812.61 |
| Total 7330 · Media Relations | 1,360.35 | 4,457.58 |
| 7340 · Membership Communications | | |
| 7340-20 · Mem Comm & Support Staff Salary | 16,769.19 | 47,092.45 |
| Total 7340 · Membership Communications | 16,769.19 | 47,092.45 |
| 7360 · Campaign Support & Initiatives | | |
| 7360-40 · Campaign/Candidate Support | 7,072.36 | 19,844.25 |
| 7360-45 · Candidate Support Contractors | 14,133.60 | 42,045.80 |
| 7360-60 · Camp/Cand Support -Staff Salary | 1,463.09 | 2,821.09 |
| Total 7360 · Campaign Support & Initiatives | 22,669.05 | 64,711.14 |
| 7375 · Brand Development | | |
| 7375-10 · Brand / Political Materials | 465.78 | 1,015.29 |
| 7375-20 · Brand Development Staff Salary | 1,238.00 | 3,451.83 |
| Total 7375 · Brand Development | 1,703.78 | 4,467.12 |
| 7380 · Ballot Access - Other Related | | |
| 7380-10 · Ballot Access Petitioning Exp. | 39,741.50 | 57,000.00 |
| 7380-60 · B/A & Petitioning Staff Salary | 1,012.91 | 2,399.98 |
| Total 7380 · Ballot Access - Other Related | 40,754.41 | 59,399.98 |
| 7395 · LPedia Historical Preservation | 1,609.69 | 1,867.29 |
| Total 7300 · Program-Related Expenses | 94,159.76 | 211,998.65 |

| | Mar 22 | TOTAL |
|--|--------------------|--------------------|
| 8000 · Salary & Related Expense | | |
| 8005 · Salary Bonus Sick & Vac (Admn) | 8,044.55 | 29,842.53 |
| 8010 · Hourly Wages (Admin Portion) | 3,547.58 | 6,569.93 |
| 8020 · Employer Cont to P/R Tax | 4,931.52 | 9,518.37 |
| 8030 · Employer Cont to 401K & Adm | 1,425.30 | 3,702.96 |
| 8040 · Fed & State Unemployment | 60.84 | 309.01 |
| 8060 · Health Insurance | 3,482.73 | 10,758.65 |
| 8080 · Payroll Service Fees | 236.74 | 766.76 |
| Total 8000 · Salary & Related Expense | 21,729.26 | 61,468.21 |
| 8100 · Admin & Overhead Expense | | |
| 8110 · Ofc Supplies & Non Cap Equipt | 362.58 | 367.32 |
| 8120 · Telephone & Data Services | 807.64 | 2,502.43 |
| 8130 · Postage & Shipping | 931.77 | 1,931.77 |
| 8140 · Travel, Meeting, & Meals Exp | 5,593.83 | 8,757.60 |
| 8170 · Occupancy Expenses | | |
| 8170-20 · Utilities Expense | 495.26 | 1,078.08 |
| 8170-30 · Property Taxes, Fees & Permits | 738.66 | 2,215.98 |
| 8170-40 · Maintenance, Cleaning & Repairs | 330.00 | 1,107.81 |
| 8170-60 · Assc Fees, Rent & Storage | 492.00 | 1,316.00 |
| Total 8170 · Occupancy Expenses | 2,055.92 | 5,717.87 |
| 8180 · Printing & Copying | 0.00 | 602.80 |
| 8190 · Software, Hardware & Other IT | 9,111.45 | 19,143.94 |
| 8195 · Other Expenses & Bank Fees | 76.06 | 493.81 |
| Total 8100 · Admin & Overhead Expense | 18,939.25 | 39,517.54 |
| 8200 · Professional Services | | |
| 8210 · Legal | | |
| 8210-10 · Legal - General | 4,500.00 | 13,500.00 |
| 8210-30 · Litigation-Lobbing Staff Salary | 450.18 | 450.18 |
| Total 8210 · Legal | 4,950.18 | 13,950.18 |
| 8230 · FEC Filing & Consulting | 1,600.00 | 4,800.00 |
| 8240 · Computer Services | 1,069.00 | 4,372.99 |
| 8250 · Other Professional Services | 1,908.00 | 1,908.00 |
| Total 8200 · Professional Services | 9,527.18 | 25,031.17 |
| 8300 · Depreciation Expense | 3,083.56 | 9,250.68 |
| Total Expense | 211,317.77 | 467,939.45 |
| Net Revenue (Loss) | (76,770.94) | (83,198.18) |

Balance Sheet Current vs Prior Month

As of March 31, 2022

| | Mar 31, 22 | Feb 28, 22 | \$ Change | % Change |
|--|---------------------|---------------------|--------------------|-----------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 11 · Cash | | | | |
| 111U · PNC Check Acct 1 (Unrestricted) | 17,744.89 | 75,617.98 | (57,873.09) | (76.53%) |
| 112U · BBT Check Acct 1 (Unrestricted) | 19,189.06 | 39,962.44 | (20,773.38) | (51.98%) |
| 113R · PNC Check Acct 2 (Restricted) | 143,192.31 | 94,079.79 | 49,112.52 | 52.2% |
| 114R · BBT Chck Acct 2 (Rest Building) | 2,075.00 | 240.35 | 1,834.65 | 763.32% |
| 115R · BBT Check Acct 3 (Rest Legal) | 65,602.50 | 71,636.30 | (6,033.80) | (8.42%) |
| Total 11 · Cash | 247,803.76 | 281,536.86 | (33,733.10) | (11.98%) |
| Total Checking/Savings | 247,803.76 | 281,536.86 | (33,733.10) | (11.98%) |
| Other Current Assets | | | | |
| 16 · Prepaid Expenses | | | | |
| 161 · Bulk Mail Account | | | | |
| 161-10 · Prepaid Bulk Mail VA | 1,391.63 | 1,349.07 | 42.56 | 3.16% |
| Total 161 · Bulk Mail Account | 1,391.63 | 1,349.07 | 42.56 | 3.16% |
| 165 · Prepaid Licenses | 23,832.10 | 26,480.10 | (2,648.00) | (10.0%) |
| 166 · Prepaid Insurance | 4,128.17 | 4,128.17 | 0.00 | 0.0% |
| 167 · Prepaid Convention - Spec Event | | | | |
| 167-10 · Prepaid Convention General Exp | 53,094.47 | 50,632.73 | 2,461.74 | 4.86% |
| 167-15 · Prepaid Convention Travel F&B | 1,003.20 | 0.00 | 1,003.20 | 100.0% |
| Total 167 · Prepaid Convention - Spec Event | 54,097.67 | 50,632.73 | 3,464.94 | 6.84% |
| 169 · Other Prepaid Expense | 6,495.05 | 7,535.05 | (1,040.00) | (13.8%) |
| Total 16 · Prepaid Expenses | 89,944.62 | 90,125.12 | (180.50) | (0.2%) |
| Total Other Current Assets | 89,944.62 | 90,125.12 | (180.50) | (0.2%) |
| Total Current Assets | 337,748.38 | 371,661.98 | (33,913.60) | (9.13%) |
| Fixed Assets | | | | |
| 17 · Fixed Assets | | | | |
| 172 · Furniture & Fixtures | 25,878.73 | 25,878.73 | 0.00 | 0.0% |
| 173 · Office Equipment | 16,796.61 | 16,796.61 | 0.00 | 0.0% |
| 174 · Computer Hardware | 38,089.67 | 38,089.67 | 0.00 | 0.0% |
| 175 · Computer Software | 134,613.90 | 134,613.90 | 0.00 | 0.0% |
| 177 · Office Building | | | | |
| 177-10 · Physical Structure | 477,119.00 | 477,119.00 | 0.00 | 0.0% |
| 177-20 · Land | 347,881.00 | 347,881.00 | 0.00 | 0.0% |
| Total 177 · Office Building | 825,000.00 | 825,000.00 | 0.00 | 0.0% |
| 178 · Ofc Imprmnt Acq & Capt Expense | 70,519.11 | 70,519.11 | 0.00 | 0.0% |
| 179 · Accumulated Depreciation | (303,001.79) | (299,918.23) | (3,083.56) | (1.03%) |
| Total 17 · Fixed Assets | 807,896.23 | 810,979.79 | (3,083.56) | (0.38%) |
| Total Fixed Assets | 807,896.23 | 810,979.79 | (3,083.56) | (0.38%) |
| TOTAL ASSETS | 1,145,644.61 | 1,182,641.77 | (36,997.16) | (3.13%) |

| LIABILITIES & EQUITY | Mar 31, 22 | Feb 28, 22 | \$ Change | % Change |
|---|---------------------|---------------------|--------------------|----------------|
| Liabilities | | | | |
| Current Liabilities | | | | |
| Accounts Payable | | | | |
| 21 · Accounts Payable | 24,867.24 | 56,461.57 | (31,594.33) | (55.96%) |
| Total Accounts Payable | 24,867.24 | 56,461.57 | (31,594.33) | (55.96%) |
| Other Current Liabilities | | | | |
| 24 · Accrued Expenses | | | | |
| 241 · Accrued Payroll | 12,157.70 | 26,442.36 | (14,284.66) | (54.02%) |
| 242 · Accrued Vacation | 30,093.00 | 30,093.00 | 0.00 | 0.0% |
| 244 · Other Accrued Expenses | 25,393.52 | 0.00 | 25,393.52 | 100.0% |
| 245 · Accrued Real Estate Tax | 2,215.98 | 1,477.32 | 738.66 | 50.0% |
| Total 24 · Accrued Expenses | 69,860.20 | 58,012.68 | 11,847.52 | 20.42% |
| 25 · Accrued Payroll Taxes | | | | |
| 252 · 401(k) Liability | 1,581.09 | 0.00 | 1,581.09 | 100.0% |
| Total 25 · Accrued Payroll Taxes | 1,581.09 | 0.00 | 1,581.09 | 100.0% |
| 27 · Deferred Liabilities | | | | |
| 272 · Deferred Convention Revenue | 201,985.89 | 144,046.39 | 57,939.50 | 40.22% |
| Total 27 · Deferred Liabilities | 201,985.89 | 144,046.39 | 57,939.50 | 40.22% |
| Total Other Current Liabilities | 273,427.18 | 202,059.07 | 71,368.11 | 35.32% |
| Total Current Liabilities | 298,294.42 | 258,520.64 | 39,773.78 | 15.39% |
| Total Liabilities | 298,294.42 | 258,520.64 | 39,773.78 | 15.39% |
| Equity | | | | |
| 31 · General Operating | 861,140.48 | 856,941.35 | 4,199.13 | 0.49% |
| 32 · Temp. Restricted Balances | | | | |
| 3204 · Fund - Campus | 1,730.39 | 1,730.39 | 0.00 | 0.0% |
| 3210 · Fund - Building | 2,075.00 | 240.33 | 1,834.67 | 763.4% |
| 3213 · Fund - Legal Action Fund | 65,602.50 | 71,636.30 | (6,033.80) | (8.42%) |
| Total 32 · Temp. Restricted Balances | 69,407.89 | 73,607.02 | (4,199.13) | (5.71%) |
| Net Revenue (Loss) | (83,198.18) | (6,427.24) | (76,770.94) | (1,194.46%) |
| Total Equity | 847,350.19 | 924,121.13 | (76,770.94) | (8.31%) |
| TOTAL LIABILITIES & EQUITY | 1,145,644.61 | 1,182,641.77 | (36,997.16) | (3.13%) |

Statement of Cash Flows

March 2022

| | Mar 22 | Jan - Mar 22 |
|--|-------------|--------------|
| OPERATING ACTIVITIES | | |
| Net Revenue (Loss) | (76,770.94) | (83,198.18) |
| Adjustments to reconcile Net Income to net cash provided by operations: | | |
| 161-10 · Prepaid Bulk Mail VA | (42.56) | (542.56) |
| 165 · Prepaid Licenses | 2,648.00 | 7,944.00 |
| 167-10 · Prepaid Convention General Exp | (2,461.74) | (46,633.07) |
| 167-15 · Prepaid Convention Travel F&B | (1,003.20) | (1,003.20) |
| 169 · Other Prepaid Expense | 1,040.00 | 1,824.95 |
| 21 · Accounts Payable | (31,594.33) | (47,287.92) |
| 241 · Accrued Payroll | (14,284.66) | (23,764.11) |
| 242 · Accrued Vacation | 0.00 | 3,171.00 |
| 244 · Other Accrued Expenses | 25,393.52 | 24,493.52 |
| 245 · Accrued Real Estate Tax | 738.66 | 2,215.98 |
| 252 · 401(k) Liability | 1,581.09 | 1,581.09 |
| 272 · Deferred Convention Revenue | 57,939.50 | 102,385.48 |
| Net cash provided by Operating Activities | (36,816.66) | (58,813.02) |
| INVESTING ACTIVITIES | | |
| 179 · Accumulated Depreciation | 3,083.56 | 9,250.68 |
| Net cash provided by Investing Activities | 3,083.56 | 9,250.68 |
| FINANCING ACTIVITIES | | |
| 31 · General Operating | 4,199.13 | 16,437.77 |
| 3210 · Fund - Building | 1,834.67 | 86.83 |
| 3213 · Fund - Legal Action Fund | (6,033.80) | (16,524.60) |
| Net cash provided by Financing Activities | 0.00 | 0.00 |
| Net cash increase for period | (33,733.10) | (49,562.34) |
| Cash at beginning of period | 281,536.86 | 297,366.10 |
| Cash at end of period | 247,803.76 | 247,803.76 |

RELATED PARTY TRANSACTIONS AS OF: 03/31/2022

| Related Party Donations | Mem Expires / BSM Expires | MTD Contributions | YTD Contributions | Lifetime Giving (Since 1990) | Liberty Pledge Club |
|----------------------------|---------------------------|-------------------|-------------------|------------------------------|---------------------|
| Erin Adams | Life Member | \$ - | \$ 84.00 | \$ 2,106.70 | |
| Paul Bilyeu * | Life Member | \$ 50.00 | \$ 200.00 | \$ 12,760.00 | Yes |
| Whitney Bilyeu | Life Member | \$ 549.00 | \$ 799.00 | \$ 9,624.25 | Yes |
| Richard Bowen | 06/14/22 - 02/27/23 | \$ - | \$ 499.00 | \$ 1,850.00 | |
| Matthew Bughman | 12/31/22 -04/01/23 | \$ 10.00 | \$ 40.00 | \$ 237.50 | Yes |
| Christopher Campbell * | Life Member | \$ - | \$ - | \$ 1,765.22 | |
| Otto Dassing | 10/04/22 - 04/17/23 | \$ - | \$ 179.00 | \$ 229.00 | |
| Laura Ebke | Life Member | \$ 25.00 | \$ 700.00 | \$ 6,691.00 | Yes |
| Timothy Ferreira | Life Member | \$ 50.00 | \$ 684.00 | \$ 9,268.09 | Yes |
| Alex Flores | 06/23/22 - 12/05/22 | \$ - | \$ - | \$ 311.00 | |
| Pat Ford | 11/15/22 - 08/02/22 | \$ - | \$ - | \$ 650.00 | |
| Kevin Hagan * | 10/12/22 - 04/07/23 | \$ - | \$ 10.00 | \$ 1,386.00 | |
| Timothy Hagan | Life Member | \$ 10.00 | \$ 40.00 | \$ 12,217.18 | Yes |
| Jared Hall | Life Member | \$ 10.00 | \$ 40.00 | \$ 2,311.50 | |
| Jeffery Hewitt | Life Member | \$ - | \$ - | \$ 3,725.00 | |
| Susan Hogarth | Life Member | \$ 31.93 | \$ 93.56 | \$ 5,835.05 | Yes |
| Richard Longstreth | Life Member | \$ 25.00 | \$ 700.00 | \$ 4,277.00 | Yes |
| Chris Luchini | Life Member | \$ - | \$ 257.50 | \$ 9,154.50 | |
| Kenneth Moellman | Life Member | \$ 25.75 | \$ 103.00 | \$ 3,857.50 | Yes |
| Dustin Nanna | 07/31/22 - 07/31/22 | \$ - | \$ - | \$ 2,107.00 | |
| Steven Nekhaila | Life Member | \$ - | \$ - | \$ 3,899.40 | |
| John Phillips | Life Member | \$ 75.00 | \$ 300.00 | \$ 6,877.20 | Yes |
| Hillary Priebe * | 04/07/20 - 03/21/20 | \$ - | \$ - | \$ 125.00 | |
| Erik Raudsep | Life Member | \$ 10.30 | \$ 41.20 | \$ 6,438.40 | Yes |
| Nicholas Sarwark * | Life Member | \$ - | \$ 3,500.00 | \$ 10,836.00 | |
| Valerie Sarwark | Life Member | \$ - | \$ 20.60 | \$ 2,600.30 | |
| David Sexton ** | 12/31/22- 02/01/23 | \$ 5.15 | \$ 20.60 | \$ 2,346.55 | Yes |
| Victoria Paige Sexton * ** | 12/31/22- 04/01/23 | \$ 5.15 | \$ 20.60 | \$ 948.05 | Yes |
| Joshua Smith | 05/01/22 - 05/01/22 | \$ - | \$ - | \$ 1,938.00 | |
| David Valente | Life Member | \$ 10.00 | \$ 255.00 | \$ 4,612.09 | Yes |
| Beth Vest | Life Member | \$ - | \$ - | \$ 1,560.80 | |
| John Wilford | Life Member | \$ - | \$ - | \$ 2,273.75 | |
| Total Contributions: | | \$ 892.28 | \$ 8,587.06 | \$ 134,819.03 | |

* Non LNC Member disclosed related party ** Thru 03/22 Only

| Related Party Disbursements | Memo | MTD Disbursements | YTD Disbursements |
|-----------------------------|---------------------------|-------------------|-------------------|
| LPAL - LP Alabama | Ballot Access Petitioning | \$ 39,741.50 | \$ 57,000.00 |
| LPCA - LP California | State Membership Transfer | \$ 225.00 | \$ 3,825.00 |
| LPNM - LP New Mexico | State Membership Transfer | \$ 145.00 | \$ 495.36 |
| Total Disbursements: | | \$ 40,111.50 | \$ 61,320.36 |

CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 03/31/22

| Chair | Memo | MTD | YTD |
|-------|------|------|------|
| | | \$ - | \$ - |