

## **Minutes of the Meeting of the Libertarian National Committee April 16-17, 1994 The Quarterage Hotel Kansas City, MO 64111**

1. The meeting was called to order at 9:00am.
2. Announcements and discussion of Federation of Independent Parties convention being held in Washington D.C. this weekend.
3. Credentials:

National Committee Members in attendance:

Steve Dasbach	Chair	James Dan	Region 1
Karen Allard	Vice-Chair	Bill Evers	Region 2
John Famularo	Secretary	Thea McLean	Region 2
Hugh Butler	Treasurer	Joe Hauptmann	Region 3
Sharon Ayres	At Large	Gary Ilardi	Region 4
Tamara Clark	At Large	Dan Karlan	Region 5
Ron Crickenberger	At Large	Joseph Brennan	Region 6
Gary Johnson	At Large	Robert Franke	Region 7
		Joe Barnett	Region 8

Absent:

Don Ernsberger At Large

Alternates:

Jesse Markowitz Region 5  
 Jeanne Bojarski Region 7  
 Tom Passwater Region 8

Non-Voting:

Perry Willis National Director  
 Bill Winter Communications Director

4. Approval of Minutes of December 11 -12, 1993 meeting

Corrections - Page 5, 5th line from bottom replace addenda with agenda

Page 17, APRC report second sentence should read:

Some dismay that one piece of the Project Healthy Choice ..

Motion to approve the minutes passed without objection.

5. Setting Adgenda

6 Check of Paperwork

All reports were provided in writing. Most were sent to the LNC prior to the meeting.

The minutes from December 11-12, 1993 were approved with minor corrections. The agenda was approved with a few additions.

The Chair provided two progress reports to the LNC. One addressed the LNC goals which were adopted in December 1992 (7 pages). The other addressed goals set by the Executive Committee in October 1993, which had served as the basis for the 1994 budget (4 pages). Both reports are available from the Chair (via email) upon request.

The Chair reported that 1993 revenue was \$767,085, about \$7000 over the projection given at the December 1993 LNC meeting. Total 1993 expense was \$744,582, yielding a surplus for the year of \$22,503. At the end of August, 1993, the Party had shown a deficit for the year of -14,443. Year-to-date 1994 revenue as of March 31 was reported well in excess of budget projections, while year-to-date expenses were running below budget. The FEC fine was negotiated from a proposed \$13,800 to \$10,500 and has been paid.

Several changes to the Policy Manual were approved, including a new description of LPHQ responsibilities, a revised position description of the National Director, a revised organizational structure, and a provision to allow any LNC member to attend or audit regular business meetings (via telephone) of the Executive Committee at their own expense. The Marketing Area was eliminated because these activities are now being handled by LPHQ. The Political Organizing Area was split into Affiliate Support and Campaign Support Areas.

Executive Committee minutes have been distributed for all meetings except for the most recent (April 10, 1994) meeting.

National Director Perry Willis began his written report to the LNC with the following statement: "The Chair's charge, backed by the Executive Committee, has been for me to take the time to save time; to streamline all of the HQ's procedures and to fix all of the office's long standing problems permanently, rather than temporarily. I was to find cures rather than apply band aids. And I was also told that if this necessitated letting a few things back-up temporarily while other things were fixed permanently, so be it."

Willis reported that the first floor has been cleaned out and organized. It is now being used to store and control inventory. The support staff now occupies the second floor while the National Director, Director of Communications (Bill Winter), and our intern (Mike Chase) occupy the third floor. Willis reported that five "courtyards" of accumulated junk have been thrown out, and described other improvements. Also, we have installed exit lights and working smoke detectors, as required by the Fire Marshall. Willis reported that the office move will take much more money than previously thought, and will need to be delayed until after the fall elections. The money already budgeted for this purpose has been set aside for our eventual move.

Willis reported that the first draft of the procedure manual is also complete. Cross training of staff is continuing and should be completed this summer. Willis also detailed our long-term staffing and equipment priorities.

Willis reported that Release 14 of the database has now been installed and tested. With Release 14, we can now keep track of our activists as part of our regular database, can automatically generate labels for "The Libertarian Volunteer", and can track the performance of each individual letter in our membership renewal cycle. Release 15 should provide for daily production of membership cards, split list testing of mailing, FEC automation, the development database, and integrating the friendly media list.

The office has begun keeping a project log and error log. The database is now being backed up daily; the accounting system is also being backed up on a regular basis. A second fire-proof safe has been purchased to protect our back-ups, unanswered mail, unprocessed contributions, inquiries and address corrections.

Our first two FEC reports (due in 1994) were both filed early. The staff is working to automate the process. All tax related items are up to date.

Willis reported that our direct mail strategy has been enormously successful, both at raising revenue and keeping our members and subscribers informed about our plans and progress. Telemarketing income is below budget, but that should be remedied as soon as we are able to transmit the information our telemarketing contractor needs to generate new cards. This is a top priority item for the Director.

All membership renewal and inquiry response materials have been revamped by Willis and Winter. A real info pack has been produced for the follow-up mailing. The next step is to incorporate the info pack into the initial mailing from the 800-number company so that inquiries get everything they need to make a decision about joining within a few days of calling.

Three new/revised brochures have been produced and printed:

- "What Happened to the Family Budget"
- "Working to Cut Your Taxes"
- "Solving the Health Care Crises"

The number of Libertarian office holders is up to 116, the highest verified number in the Party's history. Willis closed his written report with the following statement:

"We have come a long way despite a great many distractions. Fortunately, I won't be moving again this year, the office arrangement is settled, we have more staff, new tools, and the critical part of the training process is behind us. We should be able to accomplish even more between now and the August meeting, I look forward to writing my next report, and sharing the good news with all of you."

Winter provided a packet to each LNC member, which contained:

1. Report from the Director of Communications (3 pages)
2. Media Contact List (January 1 - April 14, 1994)
3. Log of Miscellaneous Communications Tasks (April 11-14)
4. \$1,000,000 Outreach Project Kit (Tax Day)
5. Revised inquiry response materials (preliminary).
6. Contact Information for LP State Parties (updated 4/13/94)
7. Libertarian Party National Committee (updated 4/13/94)
8. Libertarians in Office Around the U.S.A. (updated 4/7/94)

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Summary of April LNC meeting in Kansas City

Date: 18 Apr 94 21:37:22

He also answered questions from the LNC. Several Regional Reps reported very positive comments about Winter's work from state chairs in their regions.

Treasurer Hugh Butler presented financial statements for 1993, and Jan-Mar 1994, and answered questions.

Financial Auditor Thea McLean reported on her trip to LPHQ. No problems were found. She stated that we should investigate moving from modified cash to accrual accounting, effective January 1 of some future year.

Secretary John Famularo reported on his efforts to acquire liability insurance for the Party. He has only been able to obtain liability insurance for LPHQ premises. He introduced a motion to incorporate the Party. After extensive debate, the motion was defeated. Several members of the committee indicated that we did not have enough information about the ramifications of incorporation to proceed with incorporation. Famularo and the Executive Committee will continue to investigate the issue of liability.

Convention Oversight Committee chair Dan Karlan updated the LNC on unresolved issues from the 1993 convention and plans for the 1996 convention. The COC will prepare bid specifications for the 1998 convention and publish them in time to present a recommendation to the LNC at the April 1995 meeting. The LNC plans to award the bid no later than the August 1995 meeting.

Development Area manager Sharon Ayres updated the LNC on plans and progress in the Development Area.

Affiliate Support Area Manager Karen Allard presented a ballot access update. Drives are in progress in Indiana, Wyoming, Massachusetts, and Arizona. Problems related to nominating in 1996 have been resolved in all but five states: Florida, West Virginia, Kentucky, Maine, and Oklahoma. A favorable Secretary of State ruling on this issue in Washington state has been sent to some of the affected states. Lobbying and legal action will proceed until the issue is resolved in all states. The LNC endorsed Ed Clark and David Bergland as our substitute Presidential and Vice-Presidential candidates, respectively, in those states which require candidate names on the petitions. The portions of the North Carolina lawsuit that we lost are being appealed.

Allard, together with Field Organizer Joseph Knight, presented plans to spend six weeks this summer in North Dakota rebuilding the state affiliate there. Several members of the LNC expressed concern that this would not be a good use of Party funds but most were supportive. All expressed the desire that measurable goals be established and data collected so that the project could be evaluated.

Campaign Support Area Manager Ron Crickenberger presented his report. A draft candidate training manual was circulated to the committee. The LNC discussed the criteria for funding winnable races and how those decisions are made. Thus far in 1994, money has been sent to Tamara Clark's state senate race, and John Reda's state representative race. Both qualified for funding based on their performance in their last election. A videotape compilation of TV ads has been produced and will be available for sale from LPHQ later this year. Joe Knight has presented several candidate training seminars which have been well received.

Dan Karlan reported on the Sal Guzetta candidate training workshop that will be held in Harrisburg, PA. Guzetta provided the candidate training at the LP convention in Salt Lake City.

Every Regional Representative submitted a written report on activities in their region. Most of the time was spent discussing Howard Stern's campaign to receive the LPNY nomination for Governor of New York.

The meeting was called to order at 9:00am Sunday morning. Allard moved to suspend the rules to consider

additional Policy Manual amendment. The motion was approved.

Allard moved to amend the new section of the Policy Manual that provided for LNC members to attend Executive Committee meetings. Allard's amendment limited this to regular Executive Committee meetings. It was pointed out that there were times when the Executive Committee had to meet on an emergency basis and it would be virtually impossible for the LPHQ staff to notify all LNC members. The motion was approved.

Dasbach moved to amend the Policy Manual to provide for a contingency fund and to replace the ability of the Executive Committee to increase budget line items within specified limits with the ability to increase budget line items with a corresponding reduction in the contingency fund. The motion was approved.

The chair submitted the following appointments to the LNC for advice and consent:

Recording Secretary	Gary Johnson	LNC At Large
General Counsel:	Bill Hall	former Region 3 Rep
Legal Action Committee:	Joe Hauptmann	Region 3 Rep
Program Committee:	Mike Tanner	CATO Institute
	Dr. Cecil Bohanon	Ball State Univ.
	Rick Sincere	LPVA State Chair
	Kathleen Richman	Laisse Faire Books
Adv. & Publ. Review	Bill Evers	LNC At Large
	David Bergland	1984 VP Candidate
	Joe Dehn	former LNC Secretary
Candidate Support Area	Ron Crickenberger	At Large

All appointments were approved. [A complete organizational chart was submitted to the committee and will be published separately].

Joe Barnett submitted a resolution to create a Strategic Planning committee. During the discussion, the Chair outlined the strategic planning efforts that were already underway. After discussion, the resolution was defeated.

Bill Evers submitted a resolution opposing the Clipper Chip system. After discussion, the resolution was approved.

Evers submitted a resolution opposing the enactment of the proposed Digital Telephony Act. After discussion, the resolution was approved.

Gary Ilardi submitted a resolution calling on the LNC to institute education conventions in the years when regular conventions were not being held. Several members of the committee supported the idea of having conferences during odd numbered years, but expressed a preference for smaller conferences all around the country, rather than a single convention. Several members supported the idea of having conferences organized privately, rather than by the LNC. After discussion, the resolution was defeated.

Evers submitted a resolution opposing the bombing of Bosnia. Concern was expressed that the members of the committee did not have copies of the resolution. Hauptmann moved to postpone consideration of the

resolution until copies were available. The motion to postpone was approved.

The topic of the next meeting was introduced. The Chair explained that when he had gone over the agenda with the Secretary, there had been no bids submitted. Based on the resolution adopted at the December 1993 meeting to hold all meetings in Washington D.C. unless the LNC accepted an alternative bid, the Chair directed Willis to make arrangement to hold the next meeting in Washington. It turned out that a bid to hold the August meeting in Atlanta had been submitted to the Secretary, but this had not been communicated to the Chair. Willis explained that there would be penalties associated with canceling the contract with the hotel. The Atlanta bid was not formally introduced and the committee voted to accept the arrangements already made.

Allard moved to suspend the rules to reconsider the resolution adopted at the December, 1993 meeting to hold future meetings in Washington, D.C. The motion to reconsider was approved. After discussion, the resolution to hold future meetings in Washington D.C. was defeated.

Evers distributed copies of the Bosnia resolution. Hauptmann introduced an amendment which was defeated. After discussion, the resolution was approved.

Ayres moved to set all December budget meetings in Washington D.C. After discussion, the motion was approved.

The Chair introduced a list of interim goals to replace those adopted by the LNC in December, 1992, pending the development of new goals as part of an ongoing process of strategic planning. Bob Franke offered a friendly amendment to revise the numbering of the goals so that those with measurable outputs were listed prior to those where only inputs were measurable. The amendment was accepted. After discussion the list of goals was approved.

[This list of goals will be published separately].

**Goal #1: REVENUE**

Increase annual revenue from \$767,085 in 1993 to \$ 900,000 in 1994.

**Goal #2: GROWTH**

Increase our contributor base (current members and subscribers) from 11,450 (as of 12/31/93) to 23,900 by 7/4/96, of whom at least 20,000 are members.

**Goal #3: BALLOT ACCESS**

Put our 1996 Presidential ticket on the ballot in all 50 states and D.C. Be qualified for the 1996 Presidential ballot without further petitioning in 25-30 states by 12/1/94.

**Goal #4: LIBERTARIAN OFFICE HOLDERS**

Increase the number of Libertarians elected (not appointed) to public office to 100 by 12/1/96. Increase the number of Libertarian state legislators from four to eight by 12/1/94.

**Goal #5: CANDIDATE SUPPORT**

Develop and publish a campaign manual by 6/1/94. Produce a tape of sample T.V. campaign ads by 5/1/94. Have 200 Libertarians receive candidate training between 8/30/93 and 9/1/94.

**Goal #6: MEDIA RELATIONS**

Produce and distribute 36 news releases in 1994, of which 12 utilize the Shadow Cabinet. Have a media

kit available by 6/1/94.

#### Goal #7: PROFESSIONALIZE LPHQ

Produce a written procedure manual which documents LPHQ procedures by 6/1/94. Have at least two LPHQ staff members trained on all essential LPHQ procedures by 8/1/94.

#### Goal #8: PROFESSIONAL TOOLS

Develop and publish materials like Project Healthy Choice on two additional issues by 9/1/94.

#### Goal #9: AFFILIATE SUPPORT

Publish 5 issues of The Libertarian Volunteer in 1994. Develop and publish the outline and first two chapters of an organizing manual by 8/1/94. Ensure that there is a functional state organization in every state (and D.C.) by 6/1/94.

Evers submitted a letter calling for the FCC to use the Internet to broaden democratic participation in FCC proceedings. The letter is being circulated by the Taxpayers Assets Project. The LNC voted to sign the letter.

LNC Organizational Chart                      revised April 17, 1994

#### Libertarian National Committee

##### Chair & Executive Committee

ExecComm Recording Secretary: Johnson

National Director (LPHQ Operations): Willis

Communications Director: Winter

Office Manager: Thompson

Membership Secretary: Bowden

Receptionist: Hamilton

Intern: Chase

Consultants: Famularo

Reges

Administration: Dasbach

Auditor: McLean

General Counsel: Hall

Legal Action: Hauptmann

APRC: Evers

Committee Members: Bergland

Dehn

Convention Oversight: Karlan

Committee Members: Bennett

Butler

Contractors (1996): Famularo

Ernsberger

Ernsberger  
Program: Tanner  
Domestic Policy: Tanner  
Economic Policy: Bohanon  
Foreign Policy: Sincere  
Editor: Richman  
Development: Ayres  
Telemarketing Contractor: Thompson  
Liberty Pledge Maintenance: McLean  
Affiliate Support: Allard  
Ballot Access: Redpath  
Consultant: Winger  
Contractor: Arnold  
Contractor: Knight  
Regional Representatives: Dan  
Evers  
McLean  
Hauptmann  
Ilardi  
Karlán  
Brennan  
Franke  
Barnett  
Campaign Support: Crickenberger  
Federal Campaigns: Ernsberger  
Candidate Tracking: Barnett  
Ballot Access Races: Lieberman  
Elected Officials: Passwater  
Contractors: Guzetta  
Knight