



SEP 2019 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 - 2019 v. 2017 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

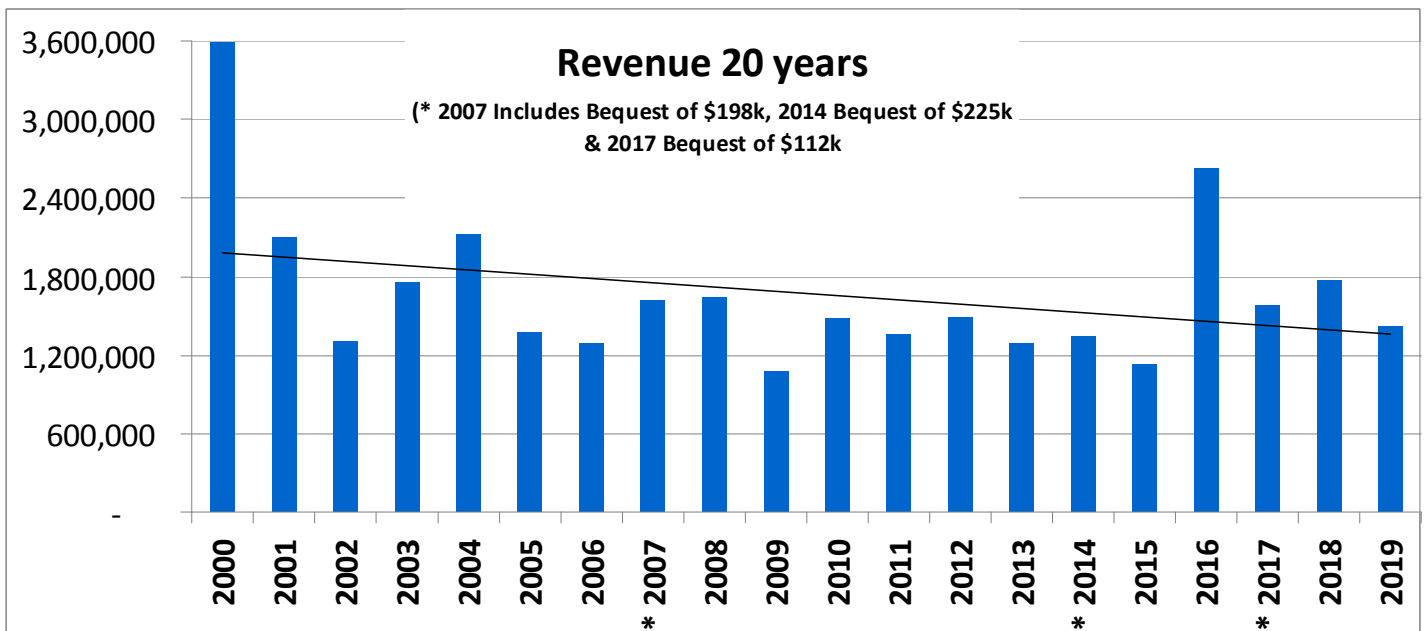
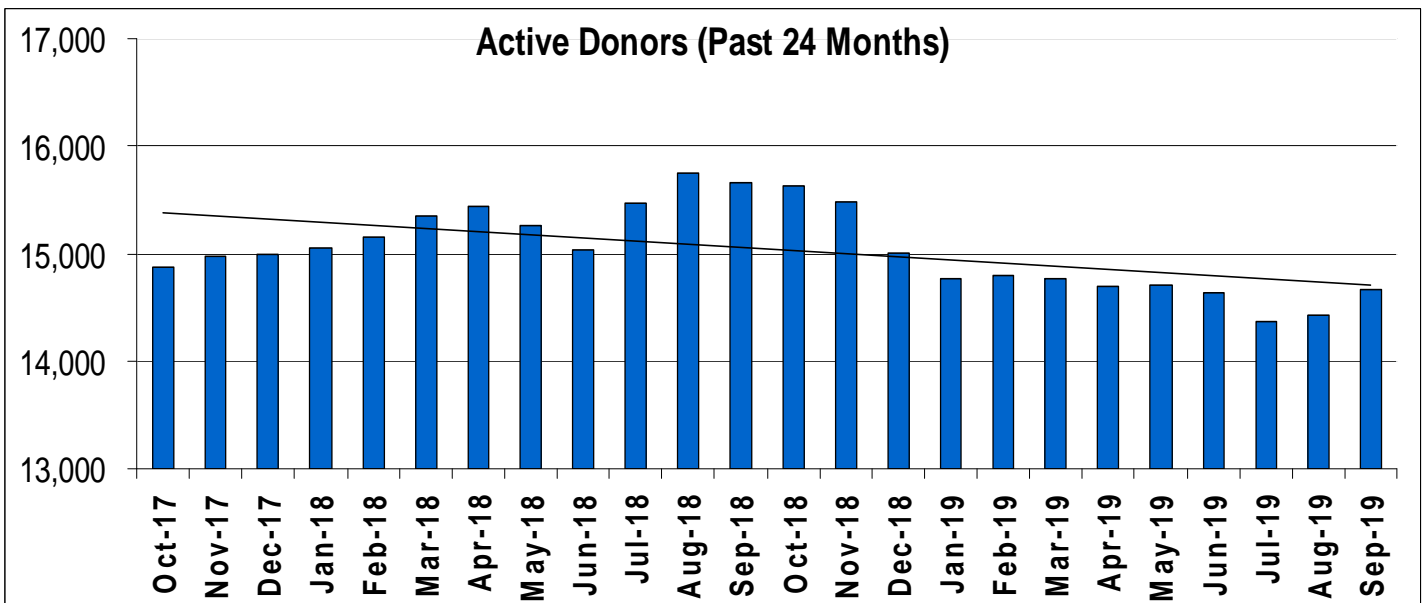
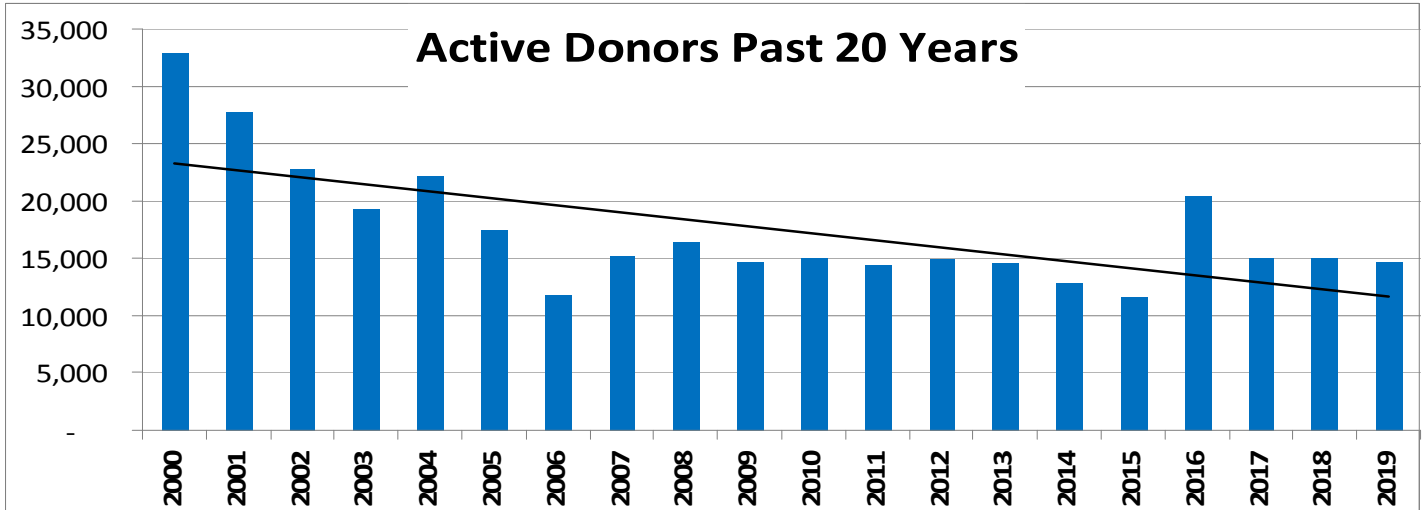
Page 12 - Cash Flow Report

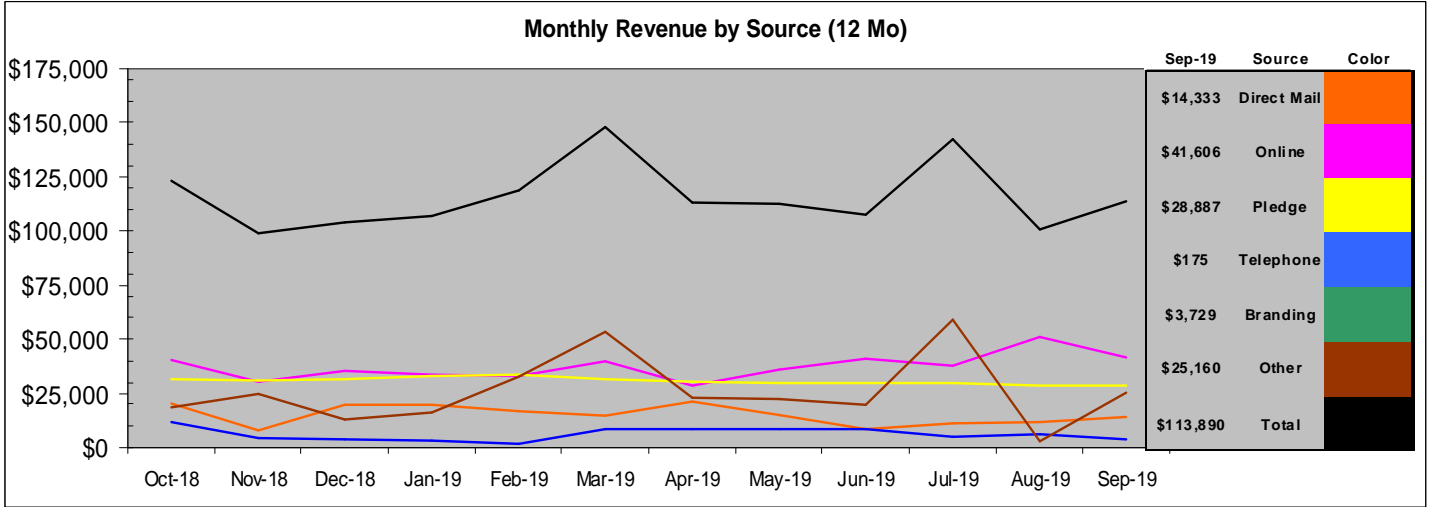
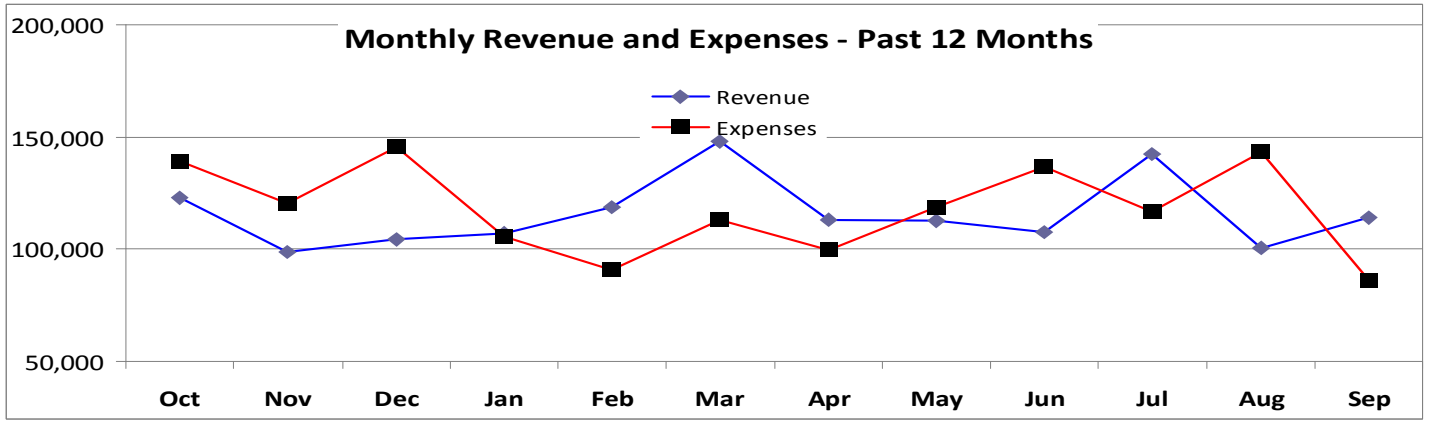
Page 12 – 2020 Convention Revenue & Liability Report

Page 13 – Related Party Contributions and Disbursements

Page 13 – Chair’s Discretionary Disbursements

End of Month Reports – Charts



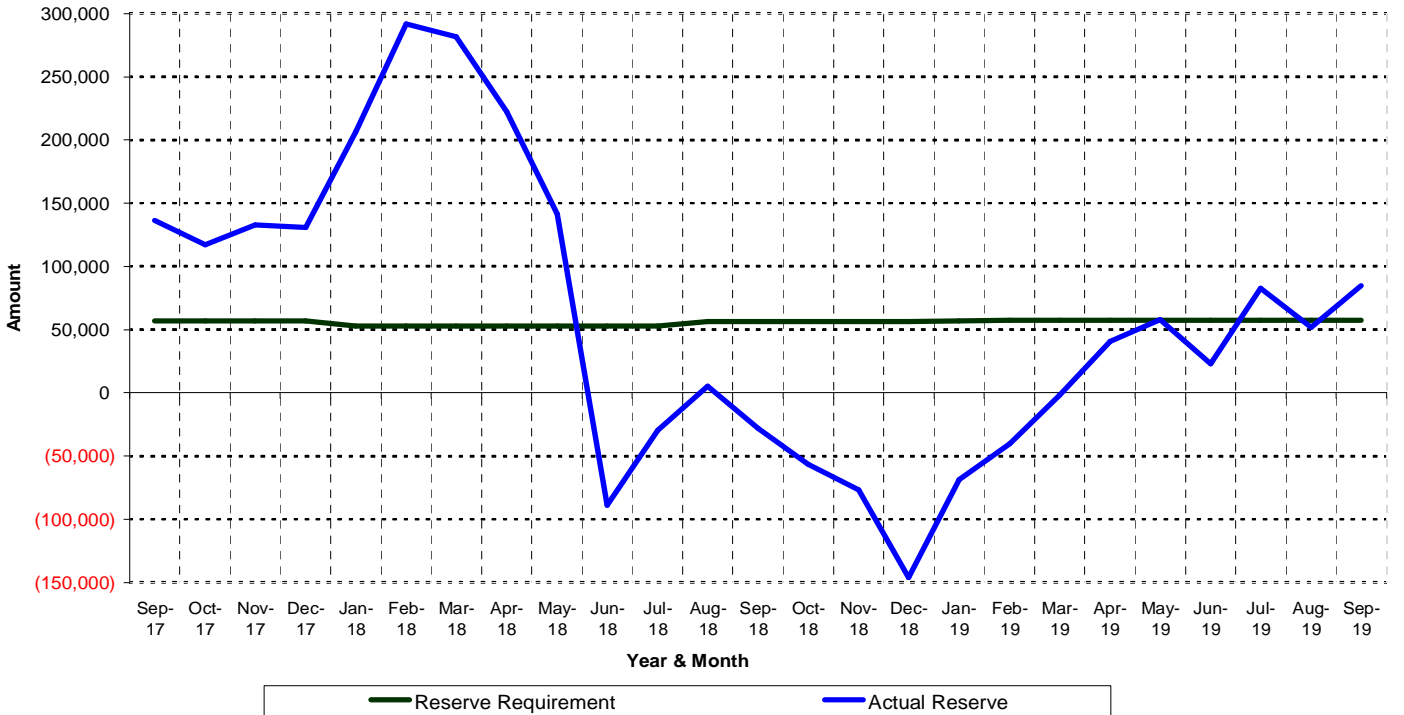


Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2019 Resv Target = \$57,225 - Curr Month Resv = \$84,786

Reserve Requirement = sum of monthly occupancy, labor, & governance expenses

Actual Reserve = total cash less the sum of restricted funds & accounts payable at month end



End of Month Reports – Financial Summary

Revenue - by Function as % of Total

2015 thru 2019

	2015	2016	2017	2018	2019 YTD
Membership Revenue	368,631	807,450	554,688	583,082	432,251
% Total Non Conv Revenue	33%	35%	38%	39%	41%
General Fundraising	676,329	1,178,909	764,757	762,568	519,895
% Total Non Conv Revenue	61%	51%	52%	51%	49%
Project/Program/Other	68,339	346,495	156,261	145,456	113,061
% Total Non Conv Revenue	6%	15%	11%	10%	11%
Total Non Convention Package Revenue	1,113,299	2,332,854	1,475,706	1,491,106	1,065,207

P&L Acct Summary Last Month Plus YTD

January through September 2019

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	TOTAL
Revenue										
4000 · General Fundraising	87,767	98,289	126,020	85,404	98,875	93,833	130,214	92,333	105,466	918,201
4100 · Project Revenue	8,225	3,527	4,095	9,792	273	4,821	885	1,460	4,200	37,278
4200 · Events and Conventions	3,734	13,177	9,025	8,930	607	59	3,910	(211)	164	39,395
4300 · Program Revenue	7,188	3,840	9,864	10,162	12,838	8,530	7,544	7,103	3,754	70,823
4600 · Refunds of Contributions	0	0	(500)	(1,000)	0	0	(35)	0	0	(1,535)
4700 · Other Receipts	7	16	393	2	2	314	2	2	306	1,044
Total Revenue	106,921	118,849	148,897	113,290	112,595	107,557	142,520	100,687	113,890	1,065,206
Expense										
7000 · General Fundraising Expense	20,216	19,169	14,558	20,734	24,434	31,556	22,731	26,165	20,540	200,103
7100 · Project-Related Expenses	156	0	0	0	0	0	0	0	0	156
7200 · Events and Conventions Exp	3,733	1,234	4,105	1,665	3,028	841	2,267	3,974	360	21,207
7300 · Program-Related Expenses	31,078	34,004	52,663	31,171	45,155	61,446	42,370	42,874	33,540	374,291
8000 · Salary & Related Expense	16,917	15,218	15,784	19,064	19,971	16,911	20,194	18,148	14,935	157,142
8100 · Admin & Overhead Expense	14,995	13,080	17,986	19,086	17,692	15,627	20,525	18,967	8,376	146,334
8200 · Professional Services	11,000	6,079	6,043	6,133	6,356	6,510	6,360	30,896	6,000	85,377
8300 · Depreciation Expense	2,047	2,047	2,047	2,047	2,047	4,009	2,374	2,374	2,374	21,366
Total Expense	100,142	90,831	113,176	99,900	118,683	136,900	116,821	143,398	86,125	1,005,976
Net Revenue	6,779	28,018	35,721	13,390	(6,088)	(29,343)	25,699	(42,711)	27,765	59,230

Balance Sheet Summary - Current vs Prior Month

	Sep 30, 19	Aug 31, 19	\$ Change	% Change
ASSETS				
Current Assets				
Total Checking/Savings	126,237.88	105,602.88	20,635.00	19.54%
Total Other Current Assets	67,715.58	64,497.76	3,217.82	4.99%
Total Current Assets	193,953.46	170,100.64	23,852.82	14.02%
Total Fixed Assets	824,795.81	827,169.92	(2,374.11)	-0.29%
Total Non Current- Other	25,481.56	25,510.41	(28.85)	-0.11%
TOTAL ASSETS	1,044,230.83	1,022,780.97	21,449.86	2.10%
LIABILITIES & EQUITY				
Liabilities				
Total Current Liabilities	187,611.20	191,723.38	(4,112.18)	-2.15%
Total Long Term Liabilities	168,577.34	170,780.03	(2,202.69)	-1.29%
Total Liabilities	356,188.54	362,503.41	(6,314.87)	-1.74%
Total Equity	688,042.29	660,277.56	27,764.73	4.21%
TOTAL LIABILITIES & EQUITY	1,044,230.83	1,022,780.97	21,449.86	2.10%

Standard Statement of Operations - Jan-Dec 2019
Budget vs. Actual

	Un- restricted Sep-19	Temp. Restricted	Total Sep- 19	Jan - Dec 19	Budget Year to Date	Actual vs. Budget YTD	Annual Budget 2019 *	2019 Budget Remaining
Support and Revenue								
20-Membership Dues	52,448		52,448	432,251	430,200	2,051	573,600	141,349
21-Donations	9,280		9,280	90,551	160,950	(70,399)	214,600	124,049
22-Recurring Gifts	28,887		28,887	275,329	240,075	35,254	320,100	44,771
23-Board/ED Solicitation MajorGifts	13,450		13,450	125,105	124,125	980	165,500	40,395
24-Convention Revenue	0		0	0	0	0	0	0
25-Project Program Revenue	25	4,200	4,225	53,103	65,775	(12,672)	87,700	34,597
26-Brand Dev / Political Materials	3,729		3,729	54,996	50,079	4,917	66,772	11,776
27-Ballot Access & Related Donations	1,565		1,565	32,826	56,250	(23,424)	75,000	42,174
28-Membership Communication	0		0	2	150	(148)	200	198
29-Other Revenue	306		306	1,045	0	1,045	0	(1,045)
Total Support and Revenue	109,690	4,200	113,890	1,065,207	1,127,604	(62,397)	1,503,472	438,265
Cost of Support and Revenue								
32-Fundraising Costs	7,711		7,711	83,709	120,150	(36,441)	160,200	76,491
33-Membership Fundraising Costs	9,541		9,541	95,261	123,908	(28,647)	165,210	69,949
35-Convention	0		0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0		0	1,468	9,000	(7,532)	12,000	10,532
37-Building Fundraising Exp	0		0	1,256	0	1,256	0	(1,256)
Total Cost of Support and Revenue	17,252	0	17,252	181,694	253,058	(71,364)	337,410	155,716
Net Support Available for Programs	92,438	4,200	96,638	883,514	874,547	8,967	1,166,062	282,548
Program Expense								
40-Administrative Costs	18,730	(1,980)	16,750.02	238,371.08	224,025	14,346	298,700	60,329
45-Compensation	34,438		34,437.52	376,829.44	398,850	(22,021)	531,800	154,971
50-Affiliate Support	4,339		4,338.56	63,769.01	67,500	(3,731)	90,000	26,231
55-Brand Dev / Political Materials	2,896		2,895.70	36,370.25	42,975	(6,605)	57,300	20,930
58-Campus Outreach	0		0.00	75.02	6,750	(6,675)	9,000	8,925
60-Candidate, Campaign & Initiatives	11,510		11,509.78	58,299.49	55,800	2,499	74,400	16,101
70-Ballot Access VR & Related Exp	0		0.00	0.00	16,500	(16,500)	22,000	22,000
75-Litigation	0		0.00	18,263.98	13,875	4,389	18,500	236
80-Media **	(1,213)		(1,213.48)	10,547.03	10,305	242	13,740	4,193
85-Member Communication	0		0.00	14,814.80	29,550	(14,735)	39,400	24,585
88-Outreach	0		0.00	6,404.80	7,500	(1,095)	10,000	3,595
90-Project Program Other	155	0	155.00	536.26	1,875	(1,339)	2,500	1,964
Total Program Expense	70,853	(1,980)	68,873	824,281	875,505	(51,224)	1,167,340	344,059
Total Net Operating Surplus (or Deficit)	21,585	6,180	27,765	59,232	(959)	60,191	(1,278)	(61,510)
Unrestricted Net Operating Surplus (or Deficit)			21,585	23,966			(27,278)	

* As Amended LNC Meeting 03/19 & 07/19 - ** Media Budget Remaining Includes \$1k credit for Chair's Disc Spending

Statement of Operations - 2019 v. 2017 Comparison

	<u>Total Sep-19</u>	<u>Sep-17</u>	<u>Diff 19 v 17</u>	<u>Jan - Dec 19</u>	<u>Jan - Dec 17</u>	<u>Diff 19 v 17</u>
Support and Revenue						
20-Membership Dues	52,448	74,858	-22,410	432,251	406,132	26,119
21-Donations	9,280	49,218	-39,939	90,551	266,907	-176,356
22-Recurring Gifts	28,887	29,582	-695	275,329	272,959	2,370
23-BoardSolicitation MajorGifts	13,450	0	13,450	125,105	53,588	71,517
24-Convention Revenue	0	0	0	0	0	0
25-Project Program Revenue	4,225	131	4,094	53,103	76,913	-23,809
26-Brand Dev / Pol Materials Rev	3,729	4,151	-422	54,996	49,974	5,023
27-BallotAccess Donations	1,565	3,665	-2,100	32,826	120,833	-88,007
28-Publications Materials Other	0	105	-105	2	6,219	-6,217
29-Other Revenue	306	207	99	1,045	409	635
Total Support and Revenue	<u>113,890</u>	<u>161,918</u>	<u>-48,028</u>	<u>1,065,207</u>	<u>1,253,934</u>	<u>-188,727</u>
Cost of Support and Revenue						
32-Fundraising Costs	7,711	10,024	-2,313	83,709	141,191	-57,481
33-Membership Fundraising Costs	9,541	6,925	2,616	95,261	136,558	-41,297
35-Convention	0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0	0	0	1,468	9,732	-8,265
37-Building Fundraising Exp	0	0	0	1,256	101	1,155
Total Cost of Support and Revenue	<u>17,252</u>	<u>16,949</u>	<u>304</u>	<u>181,694</u>	<u>287,582</u>	<u>-105,888</u>
Net Support Available for Programs	96,638	144,969	-48,332	883,514	966,352	-82,838
Program Expense						
40-Administrative Costs	16,750	30,959	-14,209	238,371	266,276	-27,905
45-Compensation	34,438	37,437	-2,999	376,829	373,517	3,312
50-Affiliate Support	4,339	5,077	-739	63,769	39,666	24,103
55-Brand Dev / Pol Materials	2,896	5,429	-2,534	36,370	58,244	-21,873
58-Campus Outreach	0	0	0	75	750	-675
60-Candidate, Campaign & Initiatives	11,510	0	11,510	58,299	10,000	48,299
70-BallotAccess Petitioning Related Exp	0	6,388	-6,388	0	119,101	-119,101
75-Litigation	0	0	0	18,264	-241	18,505
80-Media	-1,213	230	-1,443	10,547	1,320	9,227
85-Member Communication	0	9,001	-9,001	14,815	50,901	-36,086
88-Outreach	0	750	-750	6,405	5,527	877
90-Project Program Other	155	110	45	536	5,572	-5,036
Total Program Expense	<u>68,873</u>	<u>95,381</u>	<u>-26,508</u>	<u>824,281</u>	<u>930,632</u>	<u>-106,351</u>
Net Operating Surplus (or Deficit)	<u>27,765</u>	<u>49,589</u>	<u>-21,824</u>	<u>59,232</u>	<u>35,719</u>	<u>23,513</u>

P&L Acct Detail w-Funct Alloc of Exps Last Month Plus YTD
January through September 2019

	Sep 19	TOTAL
Revenue		
4000 - General Fundraising		
4010 - Direct Mail Fundraising		
4010-10 - DM - House Fundraising General	1,073.00	19,173.96
4010-11 - DM - House Fundraising Renewal	250.00	2,080.00
4010-12 - DM - House Fundraising NewDonor	0.00	275.00
4010-20 - DM - Donor Renewal	12,885.00	109,191.79
4010-30 - DM - New Donor Prospecting	125.00	2,635.00
Total 4010 - Direct Mail Fundraising	14,333.00	133,355.75
4020 - Direct Solicitation Major Donor		
4020-10 - Board Soliicitation	150.00	505.00
4020-20 - Chair Solicitation	0.00	26,500.00
4020-30 - ED Solicitation	13,300.00	98,100.00
Total 4020 - Direct Solicitation Major Donor	13,450.00	125,105.00
4030 - Online Contributions - Web		
4030-10 - Online Cont - General	2,592.57	27,415.84
4030-20 - Online Cont - Donor Renewal	22,435.28	225,620.57
4030-30 - Online Cont - New Donor Prosp	16,577.75	89,948.24
Total 4030 - Online Contributions - Web	41,605.60	342,984.65
4040 - Tele Fundraising - Phone Bank		
4040-10 - Tele Fund - General	0.00	651.10
4040-20 - Tele Fund - Donor Renewal	175.00	2,500.00
Total 4040 - Tele Fundraising - Phone Bank	175.00	3,151.10
4080 - Recurring Contrib - Pledge	28,886.95	275,328.53
4085 - Bequests	5,450.29	5,450.29
4090 - Ballot Access / Voter Reg	1,565.00	32,825.80
Total 4000 - General Fundraising	105,465.84	918,201.12
4100 - Project Revenue		
4108 - Building Fund	4,000.00	30,552.09
4111 - Legal Action Fund	200.00	6,725.76
Total 4100 - Project Revenue	4,200.00	37,277.85
4200 - Events and Conventions		
4200-20 - Conv Fundraising - Unrestricted	163.80	28,324.88
4200-30 - Other Events	0.00	11,070.19
Total 4200 - Events and Conventions	163.80	39,395.07
4300 - Program Revenue		
4310 - Affiliate Development	0.00	4,453.49
4320 - Outreach & Marketing	0.00	105.00
4340 - LP News	0.00	2.00
4360 - Campaign Support & Initiatives		
4360-40 - Campaign/Candidate Support	0.00	8,627.00
Total 4360 - Campaign Support & Initiatives	0.00	8,627.00
4375 - Brand / Political Materials	3,729.42	54,996.08
4395 - LPedia Historical Preservation	25.00	2,640.00
Total 4300 - Program Revenue	3,754.42	70,823.57
4600 - Refunds of Contributions	0.00	(1,535.00)
4700 - Other Receipts		
4710 - Interest & Dividends	305.96	1,044.65
Total 4700 - Other Receipts	305.96	1,044.65
Total Revenue	113,890.02	1,065,207.26

Expense	<u>Sep 19</u>	<u>TOTAL</u>
7000 · General Fundraising Expense		
7010 · Direct Mail Fundraising Exp		
7010-10 · DM - House General Expense	1,189.86	14,526.88
7010-20 · DM - Donor Renewal Expense	5,524.54	54,351.18
7010-30 · DM - New Donor Prospecting Exp	928.47	16,395.05
Total 7010 · Direct Mail Fundraising Exp	<u>7,642.87</u>	<u>85,273.11</u>
7030 · Online Contributions Exp - Web		
7030-20 · Online Cont Exp - Donor Renewal	635.15	1,953.16
7030-30 · Online Cont Exp - New Donor	1,102.82	5,254.23
Total 7030 · Online Contributions Exp - Web	<u>1,737.97</u>	<u>7,207.39</u>
7040 · Tele Fundraising Expense		
7040-20 · Tele Fund Exp - Donor Renewal	1,350.00	17,307.00
Total 7040 · Tele Fundraising Expense	<u>1,350.00</u>	<u>17,307.00</u>
7080 · Recurring Contrib - Pledge	2,206.48	16,522.42
7085 · Building Fund Fundraising Exp	0.00	1,256.00
7090 · Ballot Access Fundraising Exp	0.00	1,467.80
7095 · Credit Card Prc Fees	4,314.87	38,436.66
7099 · Gen Fundraising Staff Salary	3,287.99	32,632.76
Total 7000 · General Fundraising Expense	<u>20,540.18</u>	<u>200,103.14</u>
7100 · Project-Related Expenses		
7106 · Campus Outreach Project		
7106-10 · Campus Outreach General	0.00	75.02
7106-20 · Campus Outreach Staff Salary	0.00	80.58
Total 7106 · Campus Outreach Project	<u>0.00</u>	<u>155.60</u>
Total 7100 · Project-Related Expenses	<u>0.00</u>	<u>155.60</u>
7200 · Events and Conventions Exp		
7200-30 · Other Events	0.00	14,223.30
7200-40 · Events & Conv Staff Salary	360.33	6,983.12
Total 7200 · Events and Conventions Exp	<u>360.33</u>	<u>21,206.42</u>
7300 · Program-Related Expenses		
7310 · Affiliate Support		
7310-10 · Affiliate Development & Support	4,338.56	63,769.01
7310-20 · Affiliate Support Staff Salary	765.70	5,536.80
Total 7310 · Affiliate Support	<u>5,104.26</u>	<u>69,305.81</u>
7320 · Outreach & Marketing		
7320-10 · Outreach & Marketing General	0.00	6,404.80
7320-20 · Outreach & Marketing Staff Sala	900.82	20,555.20
Total 7320 · Outreach & Marketing	<u>900.82</u>	<u>26,960.00</u>
7330 · Media Relations		
7330-10 · Media Relations General	(1,213.48)	10,547.03
7330-20 · Media Relations Staff Salary	225.20	4,255.67
Total 7330 · Media Relations	<u>(988.28)</u>	<u>14,802.70</u>
7340 · Membership Communications		
7340-10 · LP News	0.00	14,814.80
7340-20 · Mem Comm & Support Staff Salary	12,341.19	124,362.55
Total 7340 · Membership Communications	<u>12,341.19</u>	<u>139,177.35</u>
7360 · Campaign Support & Initiatives		
7360-40 · Campaign/Candidate Support	11,509.78	58,299.49
7360-60 · Camp/Cand Support -Staff Salary	405.37	8,348.13
Total 7360 · Campaign Support & Initiatives	<u>11,915.15</u>	<u>66,647.62</u>

	Sep 19	TO TAL
7375 · Brand Development		
7375-10 · Brand / Political Materials	2,895.70	36,370.25
7375-20 · Brand Development Staff Salary	990.90	11,621.57
Total 7375 · Brand Development	3,886.60	47,991.82
7380 · Ballot Access - Other Related		
7380-30 · Ballot Access Legal	0.00	4,992.78
7380-60 · B/A & Petitioning Staff Salary	225.20	3,875.74
Total 7380 · Ballot Access - Other Related	225.20	8,868.52
7395 · LPedia Historical Preservation	155.00	536.26
Total 7300 · Program-Related Expenses	33,539.94	374,290.08
8000 · Salary & Related Expense		
8005 · Salary Bonus Sick & Vac (Admn)	5,773.72	67,962.64
8010 · Hourly Wages (Admin Portion)	1,748.52	15,018.23
8015 · Contract & Paid Internships	2,235.25	15,979.26
8020 · Employer Cont to P/R Tax	2,265.99	22,627.39
8030 · Employer Cont to 401K & Adm	603.29	9,588.34
8040 · Fed & State Unemployment	2.71	527.54
8060 · Health Insurance	1,961.25	22,130.48
8065 · Workers Comp Insurance	0.00	832.00
8070 · Other Bens, Gdwill & Training	0.00	731.92
8080 · Payroll Service Fees	344.09	1,743.60
Total 8000 · Salary & Related Expense	14,934.82	157,141.40
8100 · Admin & Overhead Expense		
8110 · Ofc Supplies & Non Cap Equipt	1,178.47	7,073.58
8120 · Telephone & Data Services	165.97	9,448.57
8125 · Equipment Leases & Maint.	189.75	5,159.51
8130 · Postage & Shipping	604.57	7,368.67
8140 · Travel, Meeting, & Meals Exp	255.08	15,574.18
8160 · Insurance - D/O Cyber - Other	0.00	8,658.00
8170 · Occupancy Expenses		
8170-10 · Mortgage Interest Expense	697.52	6,757.15
8170-20 · Utilities Expense	472.49	4,321.31
8170-30 · Property Taxes, Fees & Permits	787.68	7,089.13
8170-40 · Maintenance, Cleaning & Repairs	(1,423.04)	9,819.90
8170-50 · Property / GL Insurance	0.00	1,376.00
8170-60 · Assc Fees, Rent & Storage	506.55	4,602.00
Total 8170 · Occupancy Expenses	1,041.20	33,965.49
8180 · Printing & Copying	539.81	9,513.34
8190 · Software, Hardware & Other IT	3,453.18	44,386.07
8195 · Other Expenses & Bank Fees	947.88	5,186.70
Total 8100 · Admin & Overhead Expense	8,375.91	146,334.11
8200 · Professional Services		
8210 · Legal		
8210-10 · Legal - General	4,500.00	40,670.00
8210-20 · Legal - Proactive	0.00	13,271.20
8210-30 · Litigation-Lobbing Staff Salary	0.00	1,435.92
Total 8210 · Legal	4,500.00	55,377.12
8220 · Accounting	0.00	16,500.00
8230 · FEC Filing & Consulting	1,500.00	13,500.00
Total 8200 · Professional Services	6,000.00	85,377.12
8300 · Depreciation Expense	2,374.11	21,366.97
Total Expense	86,125.29	1,005,974.84
Net Revenue	27,764.73	59,232.42

Balance Sheet Current vs Prior Month

As of September 30, 2019

	Sep 30, 19	Aug 31, 19	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
11 - Cash				
111U - PNC Check Acct 1 (Unrestricted)	43,007.94	29,007.40	14,000.54	48.27%
112U - BBT Check Acct 1 (Unrestricted)	26,592.56	24,638.10	1,954.46	7.93%
113R - PNC Check Acct 2 (Restricted)	46,956.15	48,256.15	(1,300.00)	(2.69%)
114R - BBT Chck Acct 2 (Restricted BF)	9,681.23	3,701.23	5,980.00	161.57%
Total 11 - Cash	126,237.88	105,602.88	20,635.00	19.54%
Total Checking/Savings	126,237.88	105,602.88	20,635.00	19.54%
Other Current Assets				
13 - Other Current Collectables				
130 - Bequests Expected - Current				
130-10 - Shaber - 1st International Bank	35,500.00	35,500.00	0.00	0.0%
130-20 - Clinard - Merch Bank of MI	13,058.79	7,606.97	5,451.82	71.67%
Total 130 - Bequests Expected - Current	48,558.79	43,106.97	5,451.82	12.65%
Total 13 - Other Current Collectables	48,558.79	43,106.97	5,451.82	12.65%
16 - Prepaid Expenses				
161 - Bulk Mail Account				
161-10 - Prepaid Bulk Mail VA	1,058.12	1,058.12	0.00	0.0%
Total 161 - Bulk Mail Account	1,058.12	1,058.12	0.00	0.0%
165 - Prepaid Licenses	6,921.33	9,230.33	(2,309.00)	(25.02%)
166 - Prepaid Insurance	3,428.34	3,428.34	0.00	0.0%
167 - Prepaid Convention				
167-10 - Prepaid Convention General Exp	7,749.00	7,674.00	75.00	0.98%
Total 167 - Prepaid Convention	7,749.00	7,674.00	75.00	0.98%
Total 16 - Prepaid Expenses	19,156.79	21,390.79	(2,234.00)	(10.44%)
Total Other Current Assets	67,715.58	64,497.76	3,217.82	4.99%
Total Current Assets	193,953.46	170,100.64	23,852.82	14.02%
Fixed Assets				
17 - Fixed Assets				
172 - Furniture & Fixtures	25,878.73	25,878.73	0.00	0.0%
173 - Office Equipment	11,671.50	11,671.50	0.00	0.0%
174 - Computer Hardware	22,801.27	22,801.27	0.00	0.0%
175 - Computer Software	109,770.15	109,770.15	0.00	0.0%
176 - Capital Lease Assets	32,961.61	32,961.61	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	51,451.11	51,451.11	0.00	0.0%
179 - Accumulated Depreciation	(254,738.56)	(252,364.45)	(2,374.11)	(0.94%)
Total 17 - Fixed Assets	824,795.81	827,169.92	(2,374.11)	(0.29%)
Total Fixed Assets	824,795.81	827,169.92	(2,374.11)	(0.29%)
Other Assets				
18 - Non Current Collectables				
180 - Bequests Expected - Non Current				
180-10 - Shaber - 1st International Bank	25,481.56	25,510.41	(28.85)	(0.11%)
Total 180 - Bequests Expected - Non Current	25,481.56	25,510.41	(28.85)	(0.11%)
Total 18 - Non Current Collectables	25,481.56	25,510.41	(28.85)	(0.11%)
Total Other Assets	25,481.56	25,510.41	(28.85)	(0.11%)
TOTAL ASSETS	1,044,230.83	1,022,780.97	21,449.86	2.1%

LIABILITIES & EQUITY	Sep 30, 19	Aug 31, 19	\$ Change	% Change
Liabilities				
Current Liabilities				
Accounts Payable				
21 · Accounts Payable	25,450.76	46,484.97	(21,034.21)	(45.25%)
Total Accounts Payable	25,450.76	46,484.97	(21,034.21)	(45.25%)
Other Current Liabilities				
24 · Accrued Expenses				
241 · Accrued Payroll	15,676.23	19,822.03	(4,145.80)	(20.92%)
242 · Accrued Vacation	12,419.00	11,426.00	993.00	8.69%
244 · Other Accrued Expenses	4,364.17	0.00	4,364.17	100.0%
245 · Accrued Real Estate Tax	2,363.04	1,575.36	787.68	50.0%
Total 24 · Accrued Expenses	34,822.44	32,823.39	1,999.05	6.09%
25 · Accrued Payroll Taxes				
251 · Payroll Tax Liabilities	0.00	0.02	(0.02)	(100.0%)
Total 25 · Accrued Payroll Taxes	0.00	0.02	(0.02)	(100.0%)
27 · Deferred Liabilities				
272 · Deferred Conventi on Revenue	127,338.00	112,415.00	14,923.00	13.28%
Total 27 · Deferred Liabilities	127,338.00	112,415.00	14,923.00	13.28%
Total Other Current Liabilities	162,160.44	145,238.41	16,922.03	11.65%
Total Current Liabilities	187,611.20	191,723.38	(4,112.18)	(2.15%)
Long Term Liabilities				
28 · Long Term Liabilities				
281 · Capital Lease - Postage Machine	741.00	741.00	0.00	0.0%
282 · Capital Lease - Copier	3,023.91	3,023.91	0.00	0.0%
Total 28 · Long Term Liabilities	3,764.91	3,764.91	0.00	0.0%
29 · Loans & Mortgages (Principal)	164,812.43	167,015.12	(2,202.69)	(1.32%)
Total Long Term Liabilities	168,577.34	170,780.03	(2,202.69)	(1.29%)
Total Liabilities	356,188.54	362,503.41	(6,314.87)	(1.74%)
Equity				
31 · General Operating	617,172.49	621,852.49	(4,680.00)	(0.75%)
32 · Temp. Restricted Balances				
3204 · Fund - Campus	1,730.39	1,730.39	0.00	0.0%
3210 · Fund - Building	9,681.23	3,701.23	5,980.00	161.57%
3213 · Fund - Legal Action Fund	225.76	1,525.76	(1,300.00)	(85.2%)
Total 32 · Temp. Restricted Balances	11,637.38	6,957.38	4,680.00	67.27%
Net Revenue	59,232.42	31,467.69	27,764.73	88.23%
Total Equity	688,042.29	660,277.56	27,764.73	4.21%
TOTAL LIABILITIES & EQUITY	1,044,230.83	1,022,780.97	21,449.86	2.1%

Statement of Cash Flows
September 2019

	Sep 19	Jan - Sep 19
OPERATING ACTIVITIES		
Net Revenue	27,764.73	59,232.42
Adjustments to reconcile Net Revenue to net cash provided by operations:		
130-20 · Clinard - Merch Bank of MI	(5,451.82)	22,454.32
130-30 · Pratt Bequest - TBD	0.00	1,000.00
161-10 · Prepaid Bulk Mail VA	0.00	(625.69)
165 · Prepaid Licenses	2,309.00	(6,921.33)
167-10 · Prepaid Convention General Exp	(75.00)	(7,749.00)
21 · Accounts Payable	(21,034.21)	(94,295.29)
241 · Accrued Payroll	(4,145.80)	4,544.60
242 · Accrued Vacation	993.00	(164.00)
244 · Other Accrued Expenses	4,364.17	60.84
245 · Accrued Real Estate Tax	787.68	2,363.04
251 · Payroll Tax Liabilities	(0.02)	0.00
272 · Deferred Convention Revenue	14,923.00	117,088.00
Net cash provided by Operating Activities	20,434.73	96,987.91
INVESTING ACTIVITIES		
173 · Office Equipment	0.00	(7,305.52)
179 · Accumulated Depreciation	2,374.11	21,366.97
180-10 · Shaber - 1st International Bank	28.85	33,476.16
180-20 · Clinard - Merch Bank of MI	0.00	10,189.86
Net cash provided by Investing Activities	2,402.96	57,727.47
FINANCING ACTIVITIES		
29 · Loans & Mortgages (Principal)	(2,202.69)	(42,205.62)
31 · General Operating	(4,680.00)	(3,702.83)
3204 · Fund - Campus	0.00	(75.02)
3210 · Fund - Building	5,980.00	3,552.09
3213 · Fund - Legal Action Fund	(1,300.00)	225.76
Net cash provided by Financing Activities	(2,202.69)	(42,205.62)
Net cash increase for period	20,635.00	112,509.76
Cash at beginning of period	105,602.88	13,728.12
Cash at end of period	126,237.88	126,237.88

2020 Convention Revenue & Liability Report
As of Sep 30, 2019

Account:	# Packages	\$ Actual
272 · Deferred Convention Revenue	216	\$126,838.00
HQ-20Basic	43	
HQ-20Bronze	4	
HQ-20Gold	122	
HQ-20Silver	15	
HQ-20Training	5	
HQ-20Welcome	27	
167-10 · Prepaid Convention General Exp		(\$7,749.00)
Net Deferred Convention Revenue		<u>\$119,089.00</u>
113R · PNC Check Acct 2 (Net Conv Restricted)		\$45,000.00
Net Convention Unfunded Liability		<u>\$74,089.00</u>
4200-20 · Conv Fundraising - Unrestricted		\$28,477.08
Total Net Conv Liability plus Unrestricted Revenue		\$102,566.08

RELATED PARTY TRANSACTIONS AS OF: 09/30/19

Related Party Donations	Mem Expires / BSM Expires	MTD Contributions	YTD Contributions	Lifetime Giving (Since 1990)	Liberty Pledge Club
Erin Adams	Life Member	\$ -	\$ 10.00	\$ 1,292.70	
Johnny Adams	03/25/20 - 04/22/20	\$ -	\$ 559.00	\$ 659.00	
Phillip Anderson	12/31/19 - 11/01/19	\$ -	\$ -	\$ 299.00	
Paul Bilyeu *	Life Member	\$ 50.00	\$ 1,925.00	\$ 7,090.00	Yes
Whitney Bilyeu	Life Member	\$ 50.00	\$ 1,545.00	\$ 5,328.00	Yes
Ethan Bishop *	Life Member	\$ -	\$ 30.00	\$ 45.00	
Joseph Bishop-Henchman	Life Member	\$ -	\$ 7,450.00	\$ 14,213.50	
Caleb Bowden **	07/30/19 - 07/31/19	\$ -	\$ -	\$ 25.00	
Craig R. Bowden **	05/01/19 - 05/01/19	\$ -	\$ -	\$ 866.00	
Christopher Campbell *	04/04/20 - 03/22/20	\$ -	\$ 25.00	\$ 214.00	
Sam Goldstein	Life Member	\$ 50.00	\$ 600.00	\$ 7,794.45	Yes
Kevin Hagan *	10/12/20 - 09/09/20	\$ 25.00	\$ 440.00	\$ 773.00	
Timothy Hagan	Life Member	\$ -	\$ 610.00	\$ 10,576.82	Yes
Caryn Ann Harlos	Life Member	\$ 149.00	\$ 2,022.00	\$ 6,225.09	Yes
Wayne Harlos *	01/14/20 - 08/02/20	\$ -	\$ 164.00	\$ 1,363.00	
Daniel Hayes *	Life Member	\$ 150.00	\$ 11,678.00	\$ 34,828.00	
Jeffery Hewitt	Life Member	\$ -	\$ 100.00	\$ 2,908.00	
Susan Hogarth	07/01/20 - 10/01/20	\$ 15.00	\$ 285.00	\$ 2,526.07	Yes
James Lark	Life Member	\$ 15.00	\$ 175.00	\$ 79,167.30	Yes
Richard Longstreth	12/31/19 - 10/01/20	\$ -	\$ 120.00	\$ 794.00	Yes
Jeffrey Lyons ***	Life Member	\$ 40.00	\$ 90.00	\$ 1,794.00	
Alicia Mattson	Life Member	\$ -	\$ -	\$ 4,310.00	
Alex Merced	Life Member	\$ 42.00	\$ 1,077.45	\$ 3,590.15	Yes
Dustin Nanna	07/10/20 - 07/30/20	\$ -	\$ 105.00	\$ 1,868.00	
Steven Nekhaila	Life Member	\$ 10.00	\$ 307.63	\$ 2,876.63	Yes
Justin O'Donnell	04/01/20 - 04/01/20	\$ -	\$ 140.00	\$ 496.50	
Kenneth B. Olsen	10/31/20 - 07/08/20	\$ -	\$ 494.00	\$ 1,042.00	
John Phillips	12/31/19 - 10/01/20	\$ 150.00	\$ 2,430.00	\$ 3,098.20	Yes
William Redpath	Life Member	\$ 17.00	\$ 573.00	\$ 118,532.00	Yes
Frank Sarwark *	10/31/17 - 10/31/17	\$ -	\$ -	\$ 3,436.00	
Nicholas Sarwark	Life Member	\$ 20.00	\$ 180.00	\$ 6,252.00	Yes
Valerie Sarwark *	10/01/20 - 10/01/20	\$ -	\$ 30.00	\$ 524.00	Yes
Victoria Paige Sexton	01/29/20 - 07/11/20	\$ -	\$ 105.00	\$ 560.50	
Joshua Smith	12/31/19 - 10/01/20	\$ -	\$ 115.00	\$ 1,463.00	Yes
Aaron Starr *	Life Member	\$ -	\$ -	\$ 20,963.00	
Elizabeth Van Horn	Life Member	\$ -	\$ 105.00	\$ 2,083.00	
Total Contributions:		\$ 783.00	\$ 33,490.08	\$ 349,876.91	

* Non LNC Member disclosed related party ** Thru 01/31/19 *** Thru 07/31/19

Related Party Disbursements	Memo	MTD Disbursements	YTD Disbursements
Libertarian Party Georgia	Ballot Access Legal	\$ -	\$ 1,000.00
Ms. Caryn Ann Harlos	Reimbursed Expense	\$ 155.00	\$ 393.86
Mr. Nicholas Sarwark	Reimbursed Expense	\$ -	\$ 1,675.76
Total Disbursements:		\$ 155.00	\$ 3,069.62

CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 09/30/19

Chair	Memo	MTD	YTD
Mr. Nicholas Sarwark	Media Exp / LightSpace	\$ -	\$ 1,000.00