



MAR 2019 END OF MONTH FINANCIAL REPORTS

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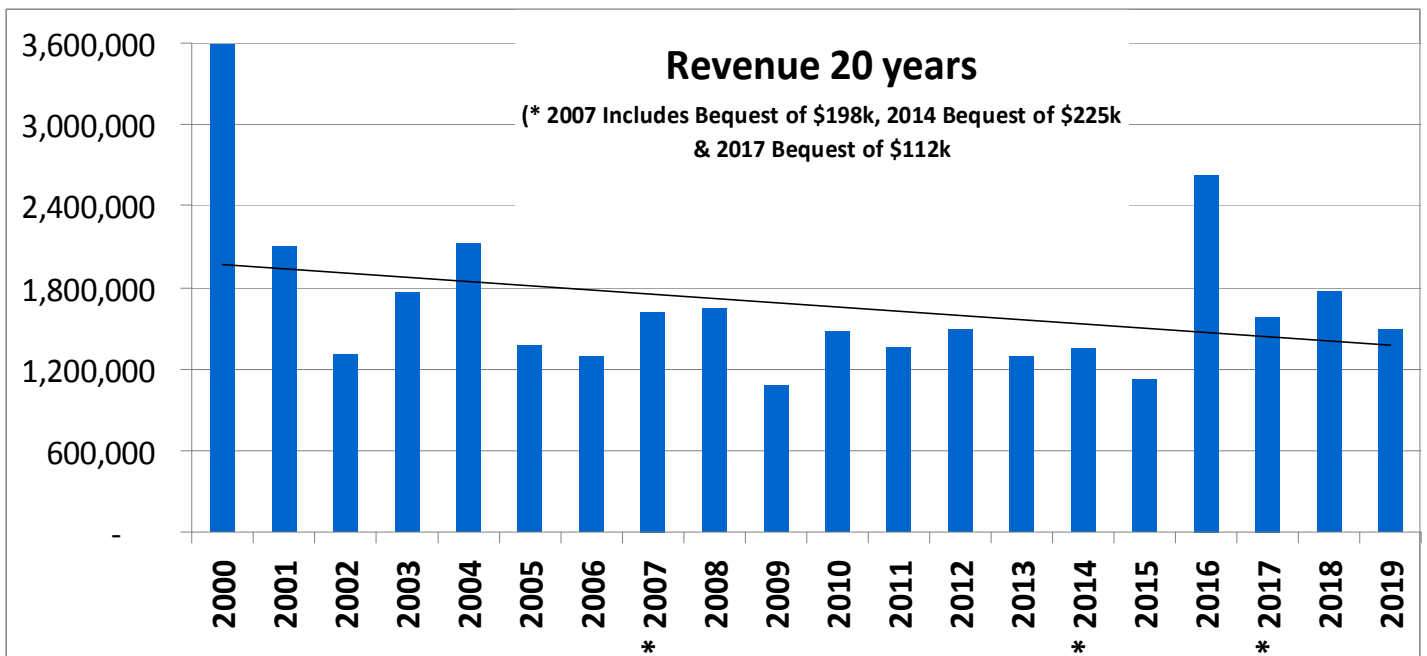
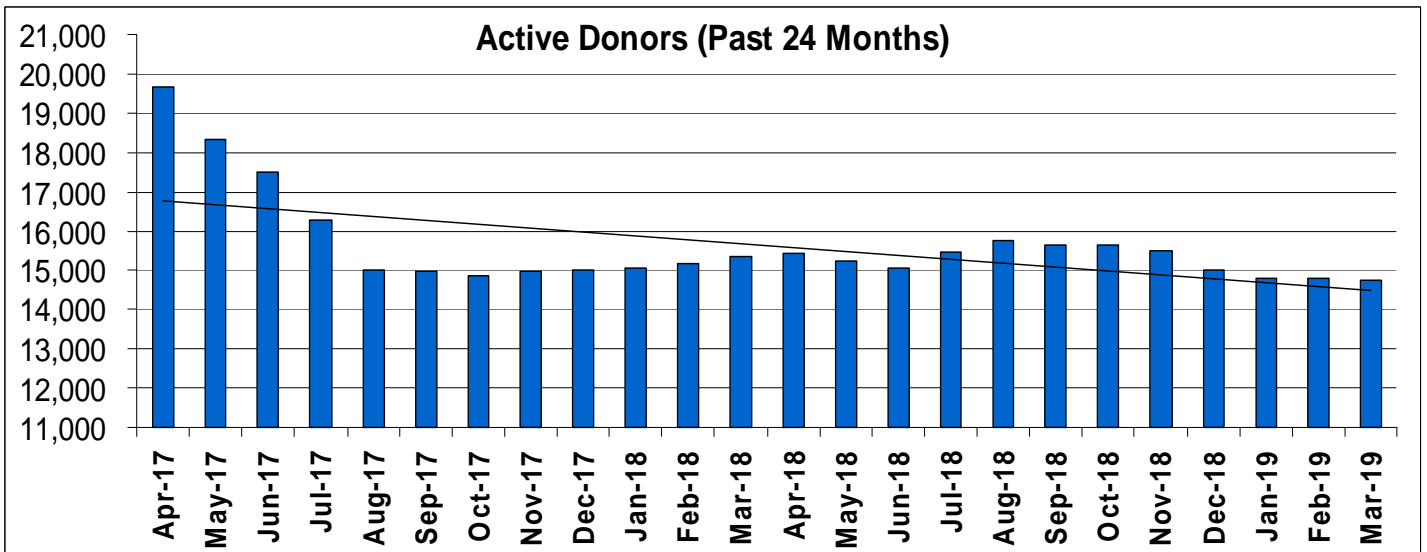
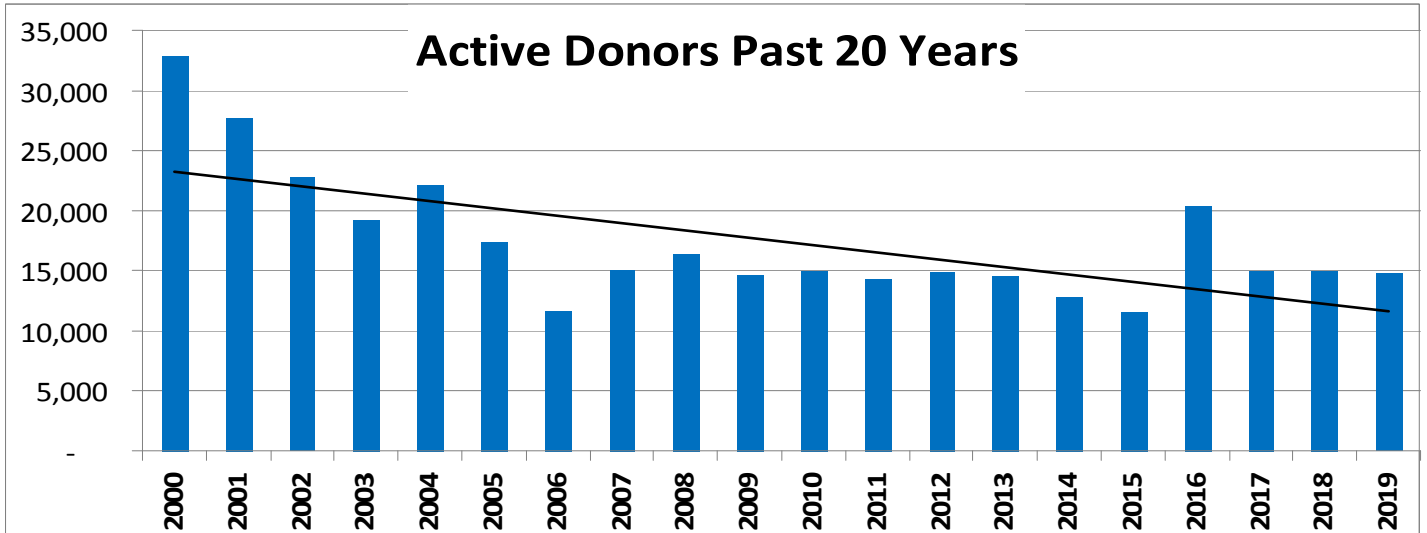
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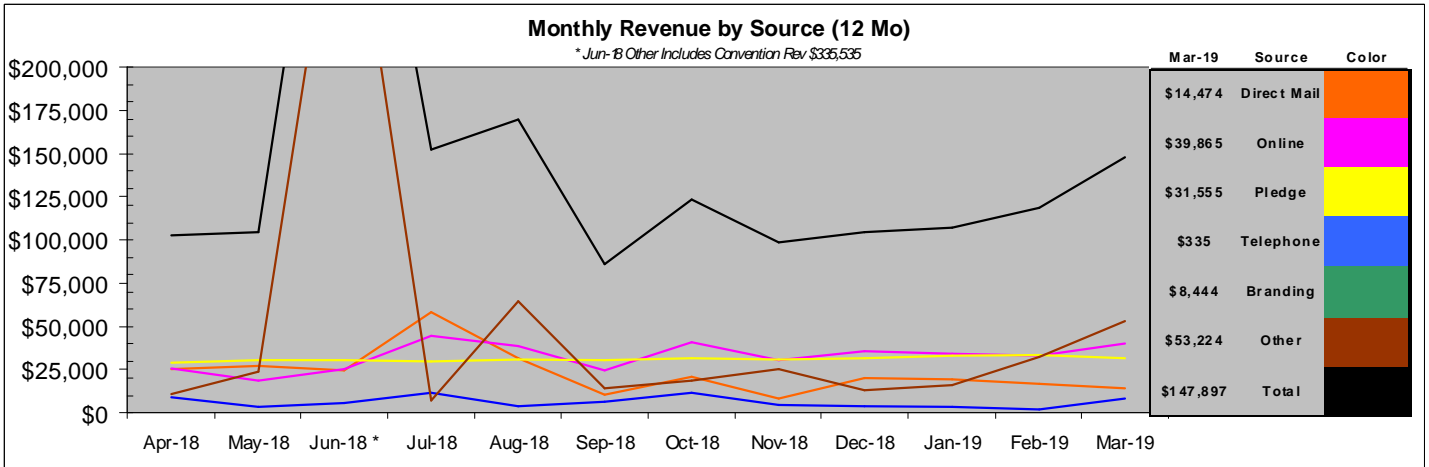
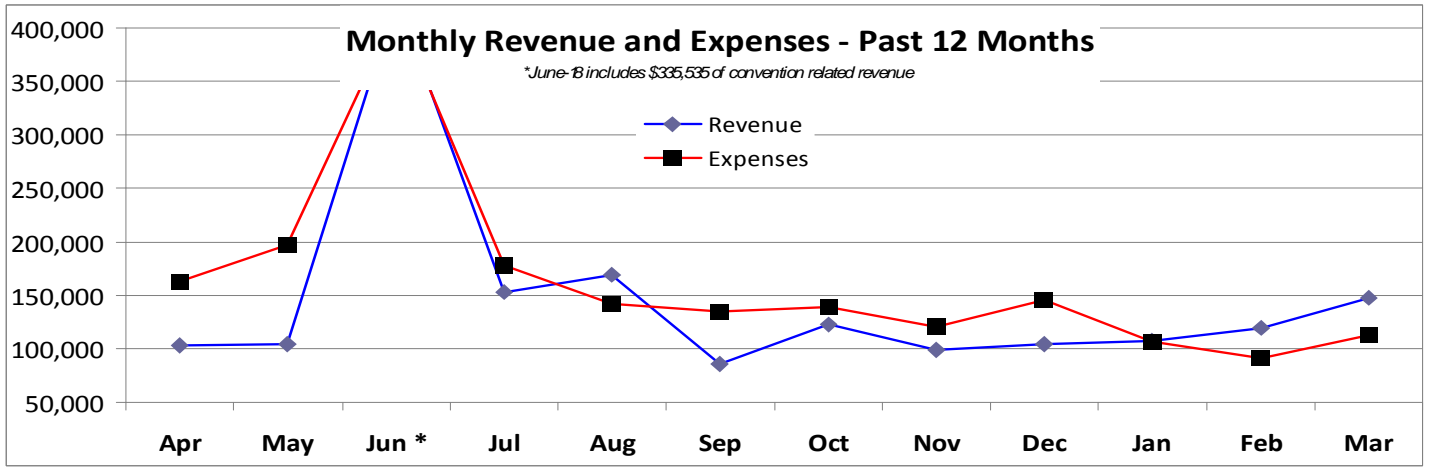
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End of Month Reports – Charts

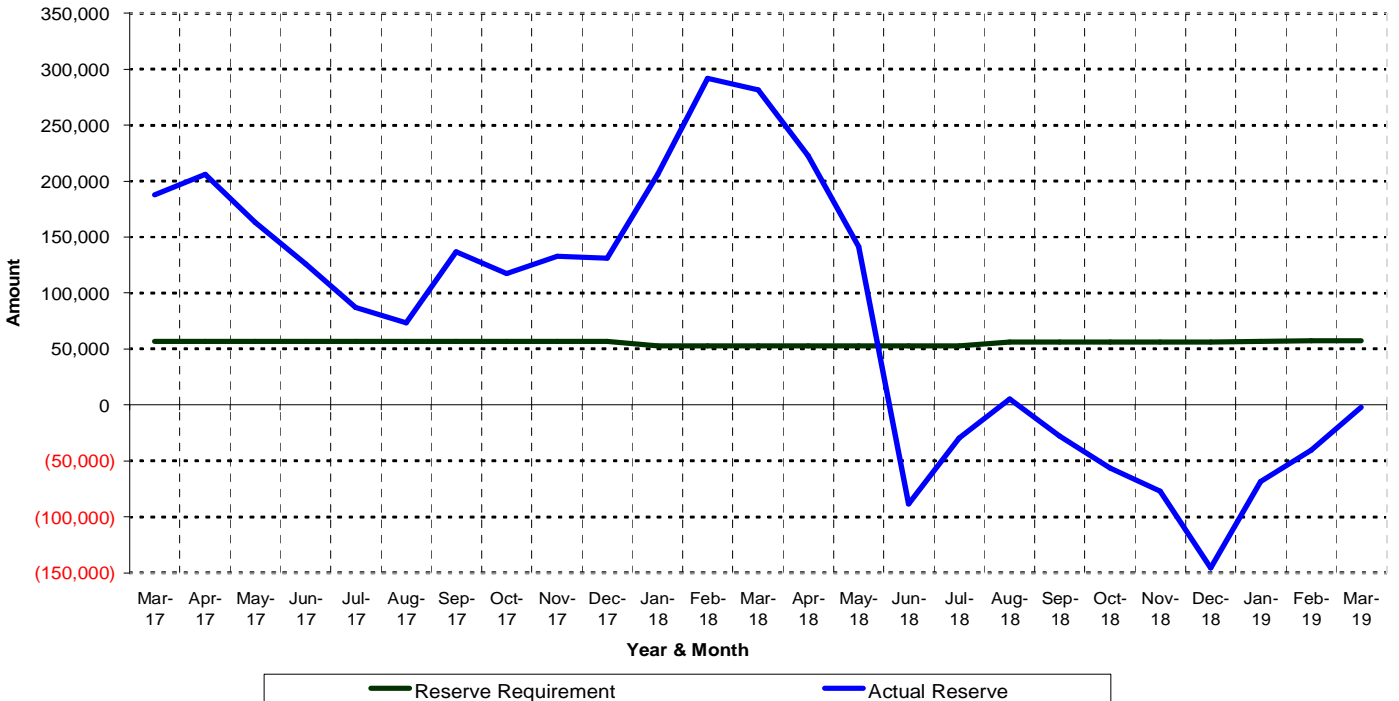




Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2019 Resv Target = \$57,225 - Curr Month Resv = (\$1,882)

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 | 139,960 |
| % Total Non Conv Revenue | 33% | 35% | 38% | 39% | 37% |
| General Fundraising | 676,329 | 1,178,909 | 764,757 | 762,568 | 198,053 |
| % Total Non Conv Revenue | 61% | 51% | 52% | 51% | 53% |
| Project/Program/Other | 68,339 | 346,495 | 156,261 | 145,456 | 35,655 |
| % Total Non Conv Revenue | 6% | 15% | 11% | 10% | 10% |
| Total Non Convention Package Revenue | 1,113,299 | 2,332,854 | 1,475,706 | 1,491,106 | 373,668 |

P&L Acct Summary by Month & YTD

January through March 2019

| | Jan 19 | Feb 19 | Mar 19 | TOTAL |
|------------------------------------|----------------|----------------|----------------|----------------|
| Revenue | | | | |
| 4000 · General Fundraising | 87,767 | 98,289 | 126,020 | 312,076 |
| 4100 · Project Revenue | 8,225 | 3,527 | 4,095 | 15,847 |
| 4200 · Events and Conventions | 3,734 | 13,177 | 9,025 | 25,936 |
| 4300 · Program Revenue | 7,188 | 3,840 | 9,864 | 20,892 |
| 4600 · Refunds of Contributions | 0 | 0 | (1,500) | (1,500) |
| 4700 · Other Receipts | 7 | 16 | 393 | 416 |
| Total Revenue | 106,921 | 118,849 | 147,897 | 373,667 |
| Gross Profit | 106,921 | 118,849 | 147,897 | 373,667 |
| Expense | | | | |
| 7000 · General Fundraising Expense | 20,216 | 19,169 | 14,558 | 53,943 |
| 7100 · Project-Related Expenses | 156 | 0 | 0 | 156 |
| 7200 · Events and Conventions Exp | 3,733 | 1,234 | 4,105 | 9,072 |
| 7300 · Program-Related Expenses | 31,078 | 34,004 | 52,653 | 117,735 |
| 8000 · Salary & Related Expense | 16,917 | 15,218 | 15,784 | 47,919 |
| 8100 · Adm in & Overhead Expense | 14,995 | 13,080 | 17,986 | 46,061 |
| 8200 · Professional Services | 11,000 | 6,079 | 6,043 | 23,122 |
| 8300 · Depreciation Expense | 2,047 | 2,047 | 2,047 | 6,141 |
| Total Expense | 100,142 | 90,831 | 113,176 | 304,149 |
| Net Revenue | 6,779 | 28,018 | 34,721 | 69,518 |

Balance Sheet Summary - Current vs Prior Month

| | Mar 31, 19 | Feb 28, 19 | \$ Change | % Change |
|---------------------------------------|-------------------|-------------------|--------------------|----------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Total Checking/Savings | 34,168.75 | 27,537.06 | 6,631.69 | 24.08% |
| Total Other Current Assets | 72,273.87 | 74,481.68 | (2,207.81) | -2.96% |
| Total Current Assets | 106,442.62 | 102,018.74 | 4,423.88 | 4.34% |
| Total Fixed Assets | 808,790.77 | 810,837.92 | (2,047.15) | -0.25% |
| Total Non Current - Other | 25,198.60 | 25,057.72 | 140.88 | 0.56% |
| TOTAL ASSETS | 940,431.99 | 937,914.38 | 2,517.61 | 0.27% |
| LIABILITIES & EQUITY | | | | |
| Liabilities | | | | |
| Total Current Liabilities | 68,433.52 | 98,457.05 | (30,023.53) | -30.49% |
| Total Long Term Liabilities | 204,457.45 | 206,638.31 | (2,180.86) | -1.06% |
| Total Liabilities | 272,890.97 | 305,095.36 | (32,204.39) | -10.56% |
| Total Equity | 667,541.02 | 632,819.02 | 34,722.00 | 5.49% |
| TOTAL LIABILITIES & EQUITY | 940,431.99 | 937,914.38 | 2,517.61 | 0.27% |

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

| | Un- restricted Mar-19 | Temp. Restricted | Total Mar- 19 | Jan - Dec 19 | Budget Year to Date | Actual vs. Budget YTD | Annual Budget 2019 * | 2019 Budget Remaining |
|--|-----------------------------|---------------------|------------------|-----------------|---------------------------|-----------------------------|----------------------------|-----------------------------|
| Support and Revenue | | | | | | | | |
| 20-Membership Dues | 48,823 | | 48,823 | 139,960 | 143,400 | (3,440) | 573,600 | 433,640 |
| 21-Donations | 13,375 | | 13,375 | 43,751 | 53,650 | (9,899) | 214,600 | 170,849 |
| 22-Recurring Gifts | 31,555 | | 31,555 | 98,572 | 80,025 | 18,547 | 320,100 | 221,528 |
| 23-Board/ED Solicitation MajorGifts | 35,525 | | 35,525 | 45,600 | 41,375 | 4,225 | 165,500 | 119,900 |
| 24-Convention Revenue | 0 | | 0 | 0 | 0 | 0 | 0 | 0 |
| 25-Project Program Revenue | 420 | 4,095 | 4,515 | 21,946 | 21,925 | 21 | 87,700 | 65,755 |
| 26-Brand Dev / Political Materials | 9,444 | | 9,444 | 14,794 | 16,693 | (1,899) | 66,772 | 51,978 |
| 27-Ballot Access & Related Donations | 4,266 | | 4,266 | 8,630 | 18,750 | (10,121) | 75,000 | 66,371 |
| 28-Membership Communication | 0 | | 0 | 0 | 50 | (50) | 200 | 200 |
| 29-Other Revenue | 393 | | 393 | 416 | 0 | 416 | 0 | (416) |
| Total Support and Revenue | 143,802 | 4,095 | 147,897 | 373,668 | 375,868 | (2,200) | 1,503,472 | 1,129,804 |
| Cost of Support and Revenue | | | | | | | | |
| 32-Fundraising Costs | 8,124 | | 8,124 | 26,807 | 40,050 | (13,243) | 160,200 | 133,393 |
| 33-Membership Fundraising Costs | 6,495 | | 6,495 | 23,954 | 41,303 | (17,348) | 165,210 | 141,256 |
| 35-Convention | 0 | | 0 | 0 | 0 | 0 | 0 | 0 |
| 36-Ballot Access Fundraising Exp | 0 | | 0 | 0 | 3,000 | (3,000) | 12,000 | 12,000 |
| 37-Building Fundraising Exp | 0 | | 0 | 1,256 | 0 | 1,256 | 0 | (1,256) |
| Total Cost of Support and Revenue | 14,619 | 0 | 14,619 | 52,017 | 84,353 | (32,335) | 337,410 | 285,393 |
| Net Support Available for Programs | 129,183 | 4,095 | 133,278 | 321,650 | 291,516 | 30,135 | 1,166,062 | 844,412 |
| Program Expense | | | | | | | | |
| 40-Administrative Costs | 26,033 | | 26,032.73 | 70,201.29 | 74,675 | (4,474) | 298,700 | 228,499 |
| 45-Compensation | 36,992 | | 36,992.29 | 112,995.15 | 132,950 | (19,955) | 531,800 | 418,805 |
| 50-Affiliate Support | 8,711 | | 8,711.30 | 20,358.89 | 22,500 | (2,141) | 90,000 | 69,641 |
| 55-Brand Dev / Political Materials | 3,697 | | 3,696.79 | 5,719.33 | 14,325 | (8,606) | 57,300 | 51,581 |
| 58-Campus Outreach | 0 | | 0.00 | 75.02 | 3,750 | (3,675) | 15,000 | 14,925 |
| 60-Candidate, Campaign & Initiatives | 6,888 | | 6,887.82 | 15,284.55 | 17,100 | (1,815) | 68,400 | 53,115 |
| 70-Ballot Access VR & Related Exp | 0 | | 0.00 | 0.00 | 5,500 | (5,500) | 22,000 | 22,000 |
| 75-Litigation | 3,993 | | 3,992.78 | 8,992.78 | 4,625 | 4,368 | 18,500 | 9,507 |
| 80-Media ** | 4,723 | | 4,723.33 | 10,840.51 | 3,435 | 7,406 | 13,740 | 3,899 |
| 85-Member Communication | 7,324 | | 7,323.61 | 7,323.61 | 9,850 | (2,526) | 39,400 | 32,076 |
| 88-Outreach | 0 | | 0.00 | 0.00 | 2,500 | (2,500) | 10,000 | 10,000 |
| 90-Project Program Other | 195 | 0 | 195.32 | 337.72 | 625 | (287) | 2,500 | 2,162 |
| Total Program Expense | 98,556 | 0 | 98,556 | 252,129 | 291,835 | (39,706) | 1,167,340 | 916,211 |
| Total Net Operating Surplus (or Deficit) | 30,627 | 4,095 | 34,722 | 69,522 | (320) | 69,841 | (1,278) | (71,800) |
| Unrestricted Net Operating Surplus (or Deficit) | | | 30,627 | 56,685 | | | (27,278) | |

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

Statement of Operations - 2019 v. 2017 Comparison

| | <u>Total Mar-19</u> | <u>Mar-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 | 48,823 | 45,256 | 3,568 | 139,960 | 127,620 | 12,339 |
| 21-Donations | 13,375 | 7,496 | 5,880 | 43,751 | 30,555 | 13,196 |
| 22-Recurring Gifts | 31,555 | 30,363 | 1,193 | 98,572 | 92,433 | 6,139 |
| 23-BoardSolicitation MajorGifts | 35,525 | 0 | 35,525 | 45,600 | 0 | 45,600 |
| 24-Convention Revenue | 0 | 0 | 0 | 0 | 0 | 0 |
| 25-Project Program Revenue | 4,515 | 4,219 | 296 | 21,946 | 65,210 | -43,264 |
| 26-Brand Dev / Pol Materials Rev | 9,444 | 8,945 | 499 | 14,794 | 13,589 | 1,204 |
| 27-BallotAccess Donations | 4,266 | 43,490 | -39,224 | 8,630 | 48,260 | -39,631 |
| 28-Publications Materials Other | 0 | 0 | 0 | 0 | 125 | -125 |
| 29-Other Revenue | 393 | 105 | 288 | 416 | 105 | 311 |
| Total Support and Revenue | <u>147,897</u> | <u>139,873</u> | <u>8,024</u> | <u>373,668</u> | <u>377,897</u> | <u>-4,229</u> |
| Cost of Support and Revenue | | | | | | |
| 32-Fundraising Costs | 8,124 | 28,074 | -19,950 | 26,807 | 51,315 | -24,508 |
| 33-Membership Fundraising Costs | 6,495 | 15,006 | -8,511 | 23,954 | 37,069 | -13,115 |
| 35-Convention | 0 | 0 | 0 | 0 | 0 | 0 |
| 36-Ballot Access Fundraising Exp | 0 | 0 | 0 | 0 | 0 | 0 |
| 37-Building Fundraising Exp | 0 | 0 | 0 | 1,256 | 41 | 1,215 |
| Total Cost of Support and Revenue | <u>14,619</u> | <u>43,080</u> | <u>-28,461</u> | <u>52,017</u> | <u>88,426</u> | <u>-36,408</u> |
| Net Support Available for Programs | 133,278 | 96,792 | 36,486 | 321,650 | 289,471 | 32,179 |
| Program Expense | | | | | | |
| 40-Administrative Costs | 26,033 | 39,024 | -12,991 | 70,201 | 84,067 | -13,866 |
| 45-Compensation | 36,992 | 46,304 | -9,312 | 112,995 | 124,041 | -11,046 |
| 50-Affiliate Support | 8,711 | 4,786 | 3,925 | 20,359 | 11,826 | 8,533 |
| 55-Brand Dev / Pol Materials | 3,697 | 3,515 | 181 | 5,719 | 12,829 | -7,110 |
| 58-Campus Outreach | 0 | 0 | 0 | 75 | 0 | 75 |
| 60-Candidate, Campaign & Initiatives | 6,888 | 0 | 6,888 | 15,285 | 0 | 15,285 |
| 70-BallotAccess Petitioning Related Exp | 0 | 35,674 | -35,674 | 0 | 47,437 | -47,437 |
| 75-Litigation | 3,993 | 2,685 | 1,307 | 8,993 | 3,685 | 5,307 |
| 80-Media | 4,723 | 63 | 4,660 | 10,841 | 83 | 10,757 |
| 85-Member Communication | 7,324 | 2,118 | 5,205 | 7,324 | 14,232 | -6,909 |
| 88-Outreach | 0 | 0 | 0 | 0 | 200 | -200 |
| 90-Project Program Other | 195 | 0 | 195 | 338 | 310 | 28 |
| Total Program Expense | <u>98,556</u> | <u>134,171</u> | <u>-35,615</u> | <u>252,129</u> | <u>298,712</u> | <u>-46,583</u> |
| Net Operating Surplus (or Deficit) | <u>34,722</u> | <u>-37,378</u> | <u>72,100</u> | <u>69,522</u> | <u>-9,240</u> | <u>78,762</u> |

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

| | <u>Mar 19</u> | <u>TOTAL</u> |
|--|-------------------|-------------------|
| Revenue | | |
| 4000 - General Fundraising | | |
| 4010 - Direct Mail Fundraising | | |
| 4010-10 - DM - House Fundraising General | 1,651.57 | 11,035.57 |
| 4010-11 - DM - House Fundraising Renewal | 700.00 | 1,480.00 |
| 4010-12 - DM - House Fundraising NewDonor | 0.00 | 25.00 |
| 4010-20 - DM - Donor Renewal | 11,921.99 | 37,598.99 |
| 4010-30 - DM - New Donor Prospecting | 200.00 | 1,050.00 |
| Total 4010 - Direct Mail Fundraising | <u>14,473.56</u> | <u>51,189.56</u> |
| 4020 - Direct Solicitation Major Donor | | |
| 4020-10 - Board Soliicitation | 25.00 | 100.00 |
| 4020-20 - Chair Solicitation | 0.00 | 10,000.00 |
| 4020-30 - ED Solicitation | 35,500.00 | 35,500.00 |
| Total 4020 - Direct Solicitation Major Donor | <u>35,525.00</u> | <u>45,600.00</u> |
| 4030 - Online Contributions - Web | | |
| 4030-10 - Online Cont - General | 4,073.91 | 8,121.03 |
| 4030-20 - Online Cont - Donor Renewal | 26,485.47 | 73,114.97 |
| 4030-30 - Online Cont - New Donor Prosp | 9,306.00 | 25,890.75 |
| Total 4030 - Online Contributions - Web | <u>39,865.38</u> | <u>107,126.75</u> |
| 4040 - Tele Fundraising - Phone Bank | | |
| 4040-10 - Tele Fund - General | 125.00 | 158.10 |
| 4040-20 - Tele Fund - Donor Renewal | 210.00 | 800.00 |
| Total 4040 - Tele Fundraising - Phone Bank | <u>335.00</u> | <u>958.10</u> |
| 4080 - Recurring Contrib - Pledge | 31,555.14 | 98,572.46 |
| 4090 - Ballot Access / Voter Reg | 4,266.00 | 8,629.50 |
| Total 4000 - General Fundraising | <u>126,020.08</u> | <u>312,076.37</u> |
| 4100 - Project Revenue | | |
| 4108 - Building Fund | 4,095.00 | 15,847.00 |
| Total 4100 - Project Revenue | <u>4,095.00</u> | <u>15,847.00</u> |
| 4200 - Events and Conventions | | |
| 4200-20 - Conv Fundraising - Unrestricted | 5,155.00 | 19,046.00 |
| 4200-30 - Other Events | 3,870.00 | 6,890.19 |
| Total 4200 - Events and Conventions | <u>9,025.00</u> | <u>25,936.19</u> |
| 4300 - Program Revenue | | |
| 4310 - Affiliate Development | 50.00 | 2,043.50 |
| 4320 - Outreach - PR & Marketing | 0.00 | 105.00 |
| 4360 - Campaign Support & Initiatives | | |
| 4360-40 - Campaign/Candidate Support | 250.00 | 3,040.00 |
| Total 4360 - Campaign Support & Initiatives | <u>250.00</u> | <u>3,040.00</u> |
| 4375 - Brand / Political Materials | 9,443.73 | 14,793.58 |
| 4395 - LPedia Historical Preservation | 120.00 | 910.00 |
| Total 4300 - Program Revenue | <u>9,863.73</u> | <u>20,892.08</u> |
| 4600 - Refunds of Contributions | (1,500.00) | (1,500.00) |
| 4700 - Other Receipts | | |
| 4710 - Interest & Dividends | 393.07 | 416.12 |
| Total 4700 - Other Receipts | <u>393.07</u> | <u>416.12</u> |
| Total Revenue | <u>147,896.88</u> | <u>373,667.76</u> |

| Expense | <u>Mar 19</u> | <u>TOTAL</u> |
|--|------------------|------------------|
| 7000 · General Fundraising Expense | | |
| 7010 · Direct Mail Fundraising Exp | | |
| 7010-10 · DM - House General Expense | 819.83 | 3,034.51 |
| 7010-20 · DM - Donor Renewal Expense | 3,391.28 | 13,988.69 |
| 7010-30 · DM - New Donor Prospecting Exp | <u>1,595.32</u> | <u>3,684.69</u> |
| Total 7010 · Direct Mail Fundraising Exp | 5,806.43 | 20,707.89 |
| 7030 · Online Contributions Exp - Web | | |
| 7030-20 · Online Cont Exp - Donor Renewal | 19.99 | 68.96 |
| 7030-30 · Online Cont Exp - New Donor | <u>300.00</u> | <u>650.00</u> |
| Total 7030 · Online Contributions Exp - Web | 319.99 | 718.96 |
| 7040 · Tele Fundraising Expense | | |
| 7040-20 · Tele Fund Exp - Donor Renewal | <u>1,188.00</u> | <u>5,562.00</u> |
| Total 7040 · Tele Fundraising Expense | 1,188.00 | 5,562.00 |
| 7080 · Recurring Contrib - Pledge | 1,632.00 | 5,619.63 |
| 7085 · Building Fund Fundraising Exp | 0.00 | 1,256.00 |
| 7095 · Credit Card Prc Fees | 2,470.96 | 11,181.59 |
| 7099 · Gen Fundraising Staff Salary | <u>3,140.42</u> | <u>8,896.87</u> |
| Total 7000 · General Fundraising Expense | 14,557.80 | 53,942.94 |
| 7100 · Project-Related Expenses | | |
| 7106 · Campus Outreach Project | | |
| 7106-10 · Campus Outreach General | 0.00 | 75.02 |
| 7106-20 · Campus Outreach Staff Salary | <u>0.00</u> | <u>80.58</u> |
| Total 7106 · Campus Outreach Project | 0.00 | 155.60 |
| Total 7100 · Project-Related Expenses | 0.00 | 155.60 |
| 7200 · Events and Conventions Exp | | |
| 7200-30 · Other Events | 3,201.53 | 6,971.20 |
| 7200-40 · Events & Conv Staff Salary | <u>903.41</u> | <u>2,100.13</u> |
| Total 7200 · Events and Conventions Exp | 4,104.94 | 9,071.33 |
| 7300 · Program-Related Expenses | | |
| 7310 · Affiliate Support | | |
| 7310-10 · Affiliate Development & Support | 8,711.30 | 20,358.89 |
| 7310-20 · Affiliate Support Staff Salary | <u>430.19</u> | <u>1,310.57</u> |
| Total 7310 · Affiliate Support | 9,141.49 | 21,669.46 |
| 7320 · Outreach - PR & Marketing | | |
| 7320-20 · Outreach PR Mrktng Staff Salary | <u>2,150.97</u> | <u>6,349.43</u> |
| Total 7320 · Outreach - PR & Marketing | 2,150.97 | 6,349.43 |
| 7330 · Media Relations | | |
| 7330-10 · Media Relations General | 4,723.33 | 10,840.51 |
| 7330-20 · Media Relations Staff Salary | <u>387.17</u> | <u>1,667.12</u> |
| Total 7330 · Media Relations | 5,110.50 | 12,507.63 |
| 7340 · Membership Communications | | |
| 7340-10 · LP News | 7,323.61 | 7,323.61 |
| 7340-20 · Mem Comm & Support Staff Salary | <u>12,432.62</u> | <u>36,283.93</u> |
| Total 7340 · Membership Communications | 19,756.23 | 43,607.54 |
| 7360 · Campaign Support & Initiatives | | |
| 7360-40 · Campaign/Candidate Support | 6,887.82 | 15,284.55 |
| 7360-60 · Camp/Cand Support -Staff Salary | <u>301.14</u> | <u>4,969.33</u> |
| Total 7360 · Campaign Support & Initiatives | 7,188.96 | 20,253.88 |
| 7375 · Brand Development | | |
| 7375-10 · Brand / Political Materials | 3,696.79 | 5,719.33 |
| 7375-20 · Brand Development Staff Salary | <u>1,204.54</u> | <u>2,962.64</u> |
| Total 7375 · Brand Development | 4,901.33 | 8,681.97 |
| 7380 · Ballot Access - Other Related | | |
| 7380-30 · Ballot Access Legal | 3,992.78 | 3,992.78 |
| 7380-60 · B/A & Petitioning Staff Salary | <u>215.10</u> | <u>333.98</u> |
| Total 7380 · Ballot Access - Other Related | 4,207.88 | 4,326.76 |
| 7395 · LPedia Historical Preservation | <u>195.32</u> | <u>337.72</u> |
| Total 7300 · Program-Related Expenses | 52,652.68 | 117,734.39 |

| | Mar 19 | TOTAL |
|--|-------------------|-------------------|
| 8000 - Salary & Related Expense | | |
| 8005 - Salary Bonus Sick & Vac (Admn) | 7,547.34 | 20,109.65 |
| 8010 - Hourly Wages (Admin Portion) | 1,657.69 | 5,195.70 |
| 8015 - Contract & Paid Internships | 1,512.01 | 5,850.01 |
| 8020 - Employer Cont to P/R Tax | 2,091.83 | 6,384.15 |
| 8030 - Employer Cont to 401K & Adm | 661.16 | 2,770.20 |
| 8040 - Fed & State Unemployment | 37.79 | 666.20 |
| 8060 - Health Insurance | 2,121.38 | 6,364.14 |
| 8080 - Payroll Service Fees | 154.51 | 578.25 |
| Total 8000 - Salary & Related Expense | 15,783.71 | 47,918.30 |
| 8100 - Admin & Overhead Expense | | |
| 8110 - Ofc Supplies & Non Cap Equipt | 489.16 | 1,795.75 |
| 8120 - Telephone & Data Services | 1,292.47 | 2,798.08 |
| 8125 - Equipment Leases & Maint. | 217.31 | 1,784.67 |
| 8130 - Postage & Shipping | 1,070.40 | 2,257.90 |
| 8140 - Travel, Meeting, & Meals Exp | 1,898.02 | 3,884.01 |
| 8170 - Occupancy Expenses | | |
| 8170-10 - Mortgage Interest Expense | 719.35 | 2,440.03 |
| 8170-20 - Utilities Expense | 518.83 | 1,509.01 |
| 8170-30 - Property Taxes, Fees & Permits | 827.38 | 2,482.14 |
| 8170-40 - Maintenance, Cleaning & Repairs | 1,173.53 | 3,550.55 |
| 8170-60 - Assc Fees, Rent & Storage | 506.55 | 1,519.65 |
| Total 8170 - Occupancy Expenses | 3,745.64 | 11,501.38 |
| 8180 - Printing & Copying | 1,072.14 | 3,022.03 |
| 8190 - Software, Hardware & Other IT | 7,630.27 | 16,963.25 |
| 8195 - Other Expenses & Bank Fees | 570.17 | 2,052.77 |
| Total 8100 - Admin & Overhead Expense | 17,985.58 | 46,059.84 |
| 8200 - Professional Services | | |
| 8210 - Legal | | |
| 8210-10 - Legal - General | 4,500.00 | 13,500.00 |
| 8210-20 - Legal - Proactive | 0.00 | 5,000.00 |
| 8210-30 - Litigation-Lobbing Staff Salary | 43.02 | 122.27 |
| Total 8210 - Legal | 4,543.02 | 18,622.27 |
| 8230 - FEC Filing & Consulting | 1,500.00 | 4,500.00 |
| Total 8200 - Professional Services | 6,043.02 | 23,122.27 |
| 8300 - Depreciation Expense | 2,047.15 | 6,141.45 |
| Total Expense | 113,174.88 | 304,146.12 |
| Net Revenue | 34,722.00 | 69,521.64 |

Balance Sheet Current vs Prior Month

As of March 31, 2019

| | Mar 31, 19 | Feb 28, 19 | \$ Change | % Change |
|--|-------------------|-------------------|-------------------|----------------|
| ASSETS | | | | |
| Current Assets | | | | |
| Checking/Savings | | | | |
| 11 - Cash | | | | |
| 111U - PNC Check Acct 1 (Unrestricted) | 9,715.07 | 11,624.32 | (1,909.25) | (16.43%) |
| 112U - BBT Check Acct 1 (Unrestricted) | 10,747.15 | 6,301.21 | 4,445.94 | 70.56% |
| 113R - PNC Check Acct 2 (Restricted) | 1,730.39 | 1,730.39 | 0.00 | 0.0% |
| 114R - BBT Chck Acct 2 (Restricted BF) | 11,976.14 | 7,881.14 | 4,095.00 | 51.96% |
| Total 11 - Cash | 34,168.75 | 27,537.06 | 6,631.69 | 24.08% |
| Total Checking/Savings | 34,168.75 | 27,537.06 | 6,631.69 | 24.08% |
| 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 | 7,865.10 | 7,862.91 | 2.19 | 0.03% |
| Total 130 - Bequests Expected - Current | 43,365.10 | 43,362.91 | 2.19 | 0.01% |
| Total 13 - Other Current Collectables | 43,365.10 | 43,362.91 | 2.19 | 0.01% |
| 16 - Prepaid Expenses | | | | |
| 161 - Bulk Mail Account | | | | |
| 161-10 - Prepaid Bulk Mail VA | 1,104.25 | 1,104.25 | 0.00 | 0.0% |
| Total 161 - Bulk Mail Account | 1,104.25 | 1,104.25 | 0.00 | 0.0% |
| 165 - Prepaid Licenses | 20,775.33 | 23,084.33 | (2,309.00) | (10.0%) |
| 166 - Prepaid Insurance | 3,930.19 | 3,930.19 | 0.00 | 0.0% |
| 167 - Prepaid Convention | | | | |
| 167-10 - Prepaid Convention General Exp | 3,099.00 | 3,000.00 | 99.00 | 3.3% |
| Total 167 - Prepaid Convention | 3,099.00 | 3,000.00 | 99.00 | 3.3% |
| Total 16 - Prepaid Expenses | 28,908.77 | 31,118.77 | (2,210.00) | (7.1%) |
| Total Other Current Assets | 72,273.87 | 74,481.68 | (2,207.81) | (2.96%) |
| Total Current Assets | 106,442.62 | 102,018.74 | 4,423.88 | 4.34% |
| Fixed Assets | | | | |
| 17 - Fixed Assets | | | | |
| 172 - Furniture & Fixtures | 25,878.73 | 25,878.73 | 0.00 | 0.0% |
| 173 - Office Equipment | 4,365.98 | 4,365.98 | 0.00 | 0.0% |
| 174 - Computer Hardware | 24,301.26 | 24,301.26 | 0.00 | 0.0% |
| 175 - Computer Software | 84,645.15 | 84,645.15 | 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 | (239,813.07) | (237,765.92) | (2,047.15) | (0.86%) |
| Total 17 - Fixed Assets | 808,790.77 | 810,837.92 | (2,047.15) | (0.25%) |
| Total Fixed Assets | 808,790.77 | 810,837.92 | (2,047.15) | (0.25%) |
| Other Assets | | | | |
| 18 - Non Current Collectables | | | | |
| 180 - Bequests Expected - Non Current | | | | |
| 180-10 - Shaber - 1st International Bank | 25,198.60 | 25,057.72 | 140.88 | 0.56% |
| Total 180 - Bequests Expected - Non Current | 25,198.60 | 25,057.72 | 140.88 | 0.56% |
| Total 18 - Non Current Collectables | 25,198.60 | 25,057.72 | 140.88 | 0.56% |
| Total Other Assets | 25,198.60 | 25,057.72 | 140.88 | 0.56% |
| TOTAL ASSETS | 940,431.99 | 937,914.38 | 2,517.61 | 0.27% |

| LIABILITIES & EQUITY | Mar 31, 19 | Feb 28, 19 | \$ Change | % Change |
|---|-------------------|-------------------|------------------|-----------------|
| Liabilities | | | | |
| Current Liabilities | | | | |
| Accounts Payable | | | | |
| 21 · Accounts Payable | 8,471.70 | 55,254.56 | (46,782.86) | (84.67%) |
| Total Accounts Payable | 8,471.70 | 55,254.56 | (46,782.86) | (84.67%) |
| Other Current Liabilities | | | | |
| 24 · Accrued Expenses | | | | |
| 241 · Accrued Payroll | 15,209.18 | 13,294.73 | 1,914.45 | 14.4% |
| 242 · Accrued Vacation | 14,898.00 | 13,743.00 | 1,155.00 | 8.4% |
| 244 · Other Accrued Expenses | 13,872.50 | 3,010.00 | 10,862.50 | 360.88% |
| 245 · Accrued Real Estate Tax | 2,482.14 | 1,654.76 | 827.38 | 50.0% |
| Total 24 · Accrued Expenses | 46,461.82 | 31,702.49 | 14,759.33 | 46.56% |
| 27 · Deferred Liabilities | | | | |
| 272 · Deferred Convention Revenue | 13,500.00 | 11,500.00 | 2,000.00 | 17.39% |
| Total 27 · Deferred Liabilities | 13,500.00 | 11,500.00 | 2,000.00 | 17.39% |
| Total Other Current Liabilities | 59,961.82 | 43,202.49 | 16,759.33 | 38.79% |
| Total Current Liabilities | 68,433.52 | 98,457.05 | (30,023.53) | (30.49%) |
| Long Term Liabilities | | | | |
| 28 · Long Term Liabilities | | | | |
| 281 · Capital Lease - Postage Machine | 1,755.69 | 1,755.69 | 0.00 | 0.0% |
| 282 · Capital Lease - Copier | 8,942.32 | 8,942.32 | 0.00 | 0.0% |
| Total 28 · Long Term Liabilities | 10,698.01 | 10,698.01 | 0.00 | 0.0% |
| 29 · Loans & Mortgages (Principal) | 193,759.44 | 195,940.30 | (2,180.86) | (1.11%) |
| Total Long Term Liabilities | 204,457.45 | 206,638.31 | (2,180.86) | (1.06%) |
| Total Liabilities | 272,890.97 | 305,095.36 | (32,204.39) | (10.56%) |
| Equity | | | | |
| 31 · General Operating | 584,312.85 | 588,407.85 | (4,095.00) | (0.7%) |
| 32 · Temp. Restricted Balances | | | | |
| 3204 · Fund - Campus | 1,730.39 | 1,730.39 | 0.00 | 0.0% |
| 3210 · Fund - Building | 11,976.14 | 7,881.14 | 4,095.00 | 51.96% |
| Total 32 · Temp. Restricted Balances | 13,706.53 | 9,611.53 | 4,095.00 | 42.61% |
| Net Revenue | 69,521.64 | 34,799.64 | 34,722.00 | 99.78% |
| Total Equity | 667,541.02 | 632,819.02 | 34,722.00 | 5.49% |
| TOTAL LIABILITIES & EQUITY | 940,431.99 | 937,914.38 | 2,517.61 | 0.27% |

Statement of Cash Flows

March 2019 & YTD

| | Mar 19 | Jan - Mar 19 |
|---|-------------------|--------------------|
| OPERATING ACTIVITIES | | |
| Net Revenue | 34,722.00 | 69,521.64 |
| Adjustments to reconcile Net Revenue to net cash provided by operations: | | |
| 130-10 - Shaber - 1st International Bank | 0.00 | (1,600.00) |
| 130-20 - Clinard - Merch Bank of MI | (2.19) | 26,034.90 |
| 130-30 - Pratt Bequest - TBD | 0.00 | 1,000.00 |
| 161-10 - Prepaid Bulk Mail VA | 0.00 | (671.82) |
| 165 - Prepaid Licenses | 2,309.00 | 6,927.00 |
| 167-10 - Prepaid Convention General Exp | (99.00) | (3,099.00) |
| 21 - Accounts Payable | (46,782.86) | (138,976.68) |
| 241 - Accrued Payroll | 1,914.45 | 4,614.33 |
| 242 - Accrued Vacation | 1,155.00 | 2,315.00 |
| 244 - Other Accrued Expenses | 10,862.50 | 9,569.17 |
| 245 - Accrued Real Estate Tax | 827.38 | 2,482.14 |
| 272 - Deferred Convention Revenue | 2,000.00 | 3,250.00 |
| Net cash provided by Operating Activities | 6,906.28 | (1,633.32) |
| INVESTING ACTIVITIES | | |
| 179 - Accumulated Depreciation | 2,047.15 | 6,141.45 |
| 180-10 - Shaber - 1st International Bank | (140.88) | 36,959.12 |
| 180-20 - Clinard - Merch Bank of MI | 0.00 | 10,189.86 |
| Net cash provided by Investing Activities | 1,906.27 | 53,290.43 |
| FINANCING ACTIVITIES | | |
| 29 - Loans & Mortgages (Principal) | (2,180.86) | (14,216.48) |
| 31 - General Operating | (4,095.00) | (5,771.98) |
| 3204 - Fund - Campus | | (75.02) |
| 3210 - Fund - Building | 4,095.00 | 5,847.00 |
| Net cash provided by Financing Activities | (2,180.86) | (14,216.48) |
| Net cash increase for period | 6,631.69 | 20,440.63 |
| Cash at beginning of period | 27,537.06 | 13,728.12 |
| Cash at end of period | 34,168.75 | 34,168.75 |

RELATED PARTY TRANSACTIONS AS OF: 03/31/19

| 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 | Yes |
| Phillip Anderson | 12/31/19 - 11/01/19 | \$ - | \$ - | \$ 299.00 | |
| Paul Bilyeu * | Life Member | \$ 50.00 | \$ 170.00 | \$ 5,335.00 | Yes |
| Whitney Bilyeu | Life Member | \$ 205.00 | \$ 455.00 | \$ 4,238.00 | Yes |
| Ethan Bishop * | n/a | \$ - | \$ - | \$ 15.00 | |
| Joseph Bishop-Henchman | Life Member | \$ 1,100.00 | \$ 1,250.00 | \$ 8,013.50 | Yes |
| 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 | \$ 25.00 | \$ 214.00 | |
| Sam Goldstein | Life Member | \$ 120.00 | \$ 220.00 | \$ 7,414.45 | Yes |
| Kevin Hagan * | 10/12/19 - 04/19/20 | \$ - | \$ - | \$ 333.00 | |
| Timothy Hagan | Life Member | \$ 65.00 | \$ 80.00 | \$ 10,046.82 | Yes |
| Caryn Ann Harlos | Life Member | \$ 10.00 | \$ 80.00 | \$ 4,283.09 | Yes |
| Wayne Harlos * | 01/14/20 - 01/14/20 | \$ - | \$ 25.00 | \$ 1,224.00 | |
| Daniel Hayes * | Life Member | \$ 1,693.00 | \$ 5,838.00 | \$ 28,988.00 | |
| Jeffery Hewitt | Life Member | \$ 100.00 | \$ 100.00 | \$ 2,908.00 | |
| Susan Hogarth | 12/31/19 - 04/25/20 | \$ 50.00 | \$ 50.00 | \$ 2,291.07 | Yes |
| James Lark | Life Member | \$ 15.00 | \$ 45.00 | \$ 79,037.30 | Yes |
| Victoria Lee | 01/29/20 - 01/29/20 | \$ - | \$ 25.00 | \$ 480.50 | |
| Richard Longstreth | 12/31/19 - 04/01/20 | \$ 15.00 | \$ 45.00 | \$ 719.00 | Yes |
| Jeffrey Lyons | Life Member | \$ 50.00 | \$ 50.00 | \$ 1,754.00 | |
| Alicia Mattson | Life Member | \$ - | \$ - | \$ 4,310.00 | |
| Alex Merced | Life Member | \$ 92.00 | \$ 196.00 | \$ 2,708.70 | Yes |
| Dustin Nanna | 07/06/19 - 12/03/19 | \$ - | \$ - | \$ 1,763.00 | |
| Steven Nekhaila | Life Member | \$ 110.00 | \$ 130.00 | \$ 2,699.00 | Yes |
| Justin O'Donnell | 03/11/20 - 03/11/20 | \$ 110.00 | \$ 130.00 | \$ 486.50 | Yes |
| Kenneth B. Olsen | 10/31/19 - 10/04/19 | \$ - | \$ - | \$ 548.00 | |
| John Phillips | 12/31/19 - 04/01/20 | \$ 160.00 | \$ 1,410.00 | \$ 2,078.20 | Yes |
| William Redpath | Life Member | \$ 17.00 | \$ 51.00 | \$ 118,010.00 | Yes |
| Frank Sarwark * | 10/31/17 - 10/31/17 | \$ - | \$ - | \$ 3,436.00 | |
| Nicholas Sarwark | Life Member | \$ 20.00 | \$ 60.00 | \$ 6,132.00 | Yes |
| Valerie Sarwark * | 07/17/19 - 07/17/19 | \$ - | \$ - | \$ 494.00 | |
| Joshua Smith | 12/31/19 - 03/01/20 | \$ 25.00 | \$ 75.00 | \$ 1,423.00 | Yes |
| Aaron Starr * | Life Member | \$ - | \$ - | \$ 20,963.00 | |
| Elizabeth Van Horn | Life Member | \$ - | \$ - | \$ 1,978.00 | |
| Total Contributions: | | \$ 4,032.00 | \$ 10,520.00 | \$ 326,806.83 | |

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

| Related Party Disbursements | Memo | MTD Disbursements | YTD Disbursements |
|-----------------------------|--------------------|-------------------|-------------------|
| Mr. Nicholas Sarwark | Reimbursed Expense | \$ 668.88 | \$ 1,076.84 |
| Ms. Caryn Ann Harlos | Reimbursed Expense | \$ 195.32 | \$ 195.32 |
| Total Disbursements: | | \$ 864.20 | \$ 1,272.16 |

CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 03/31/19

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