



OCT 2019 END OF MONTH FINANCIAL REPORTS

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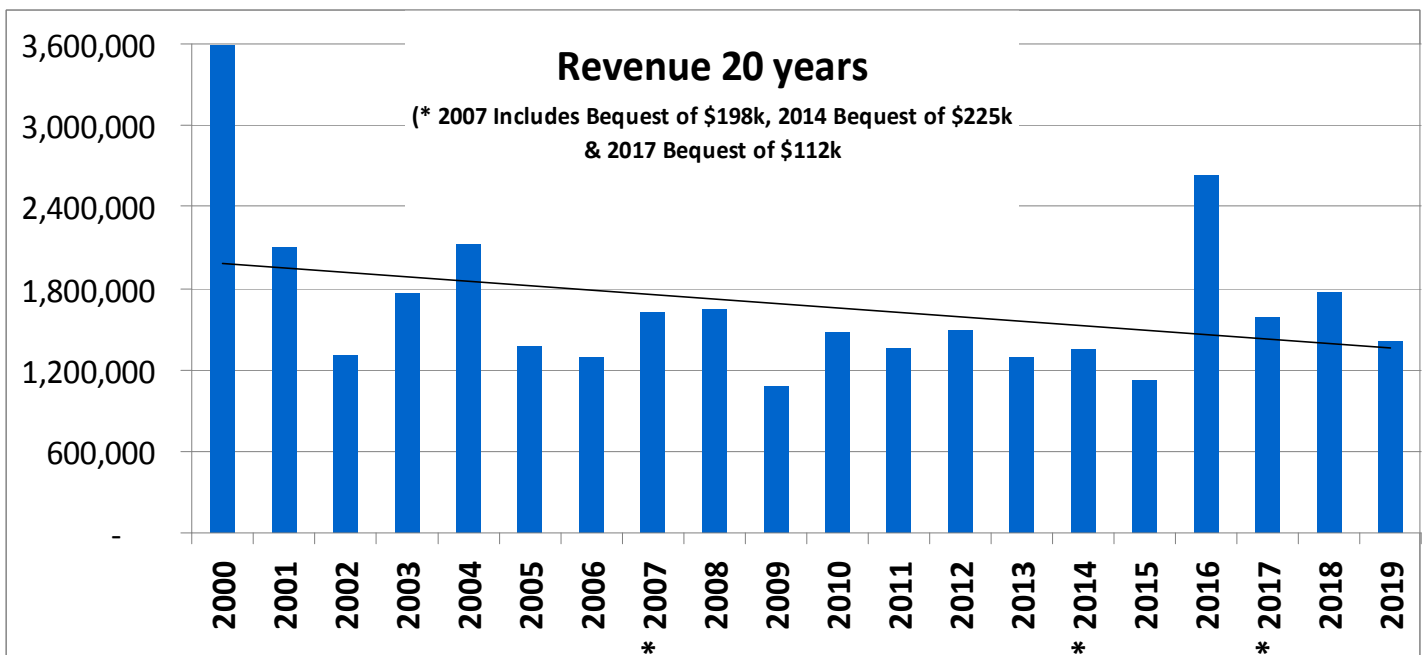
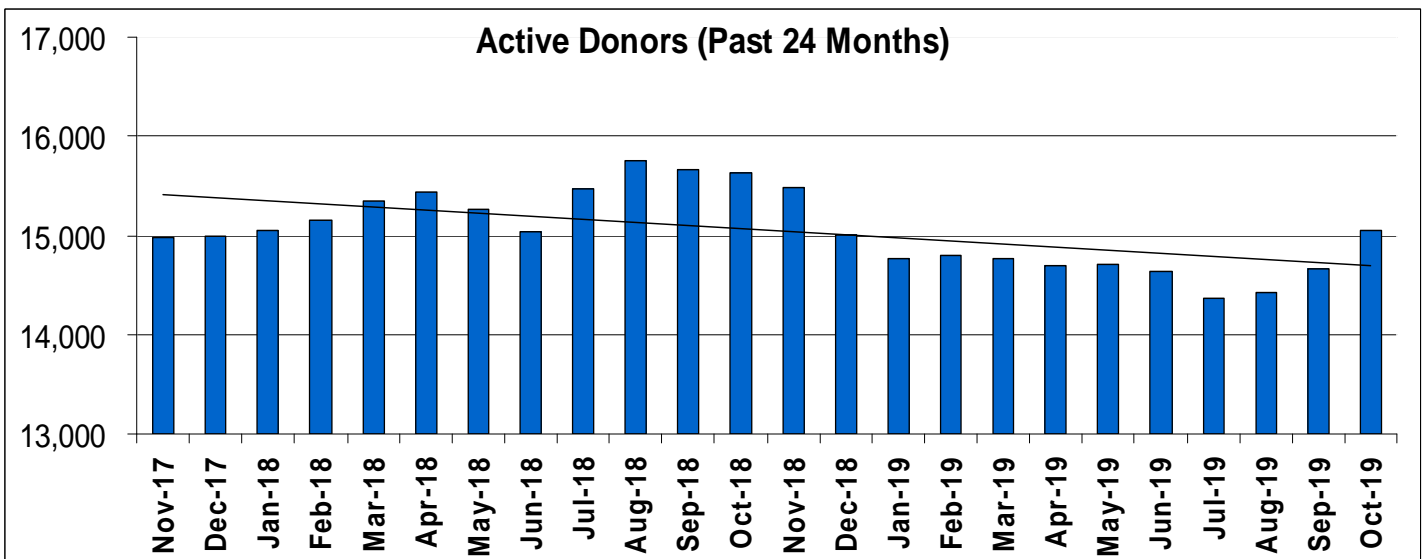
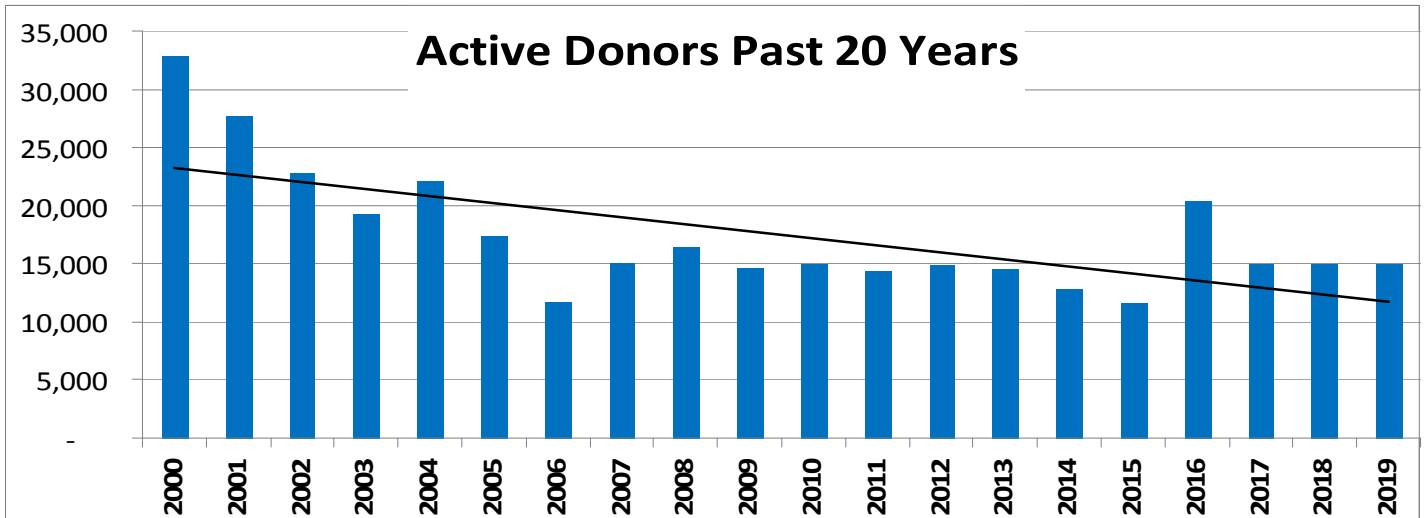
Page 12 – 2020 Convention Revenue & Liability Report *

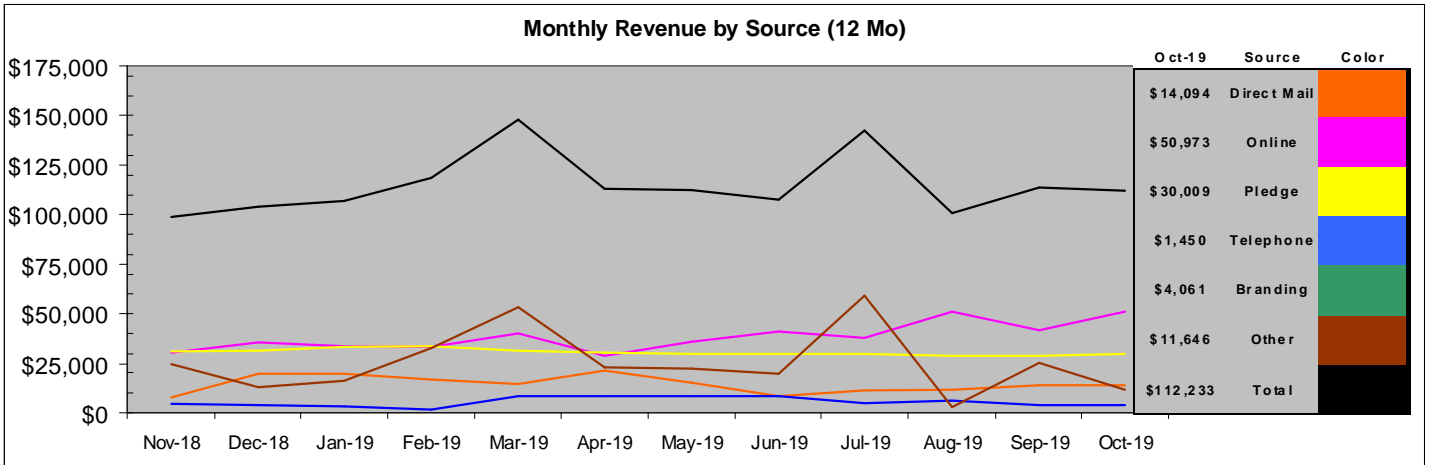
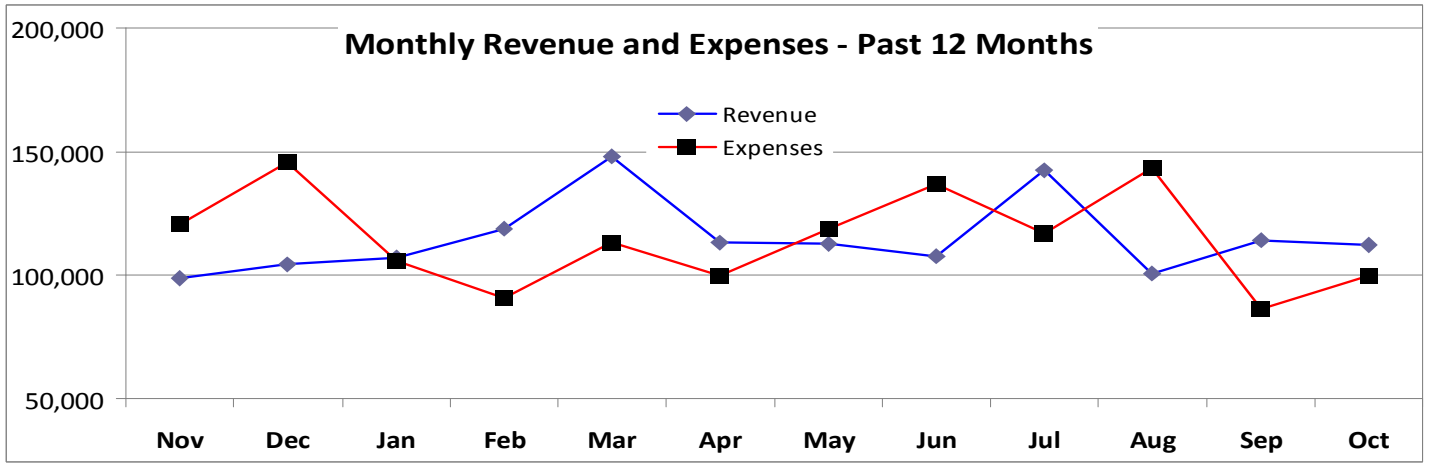
Page 13 – Related Party Contributions and Disbursements

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* *Thru Nov 14th 2019*

End of Month Reports – Charts



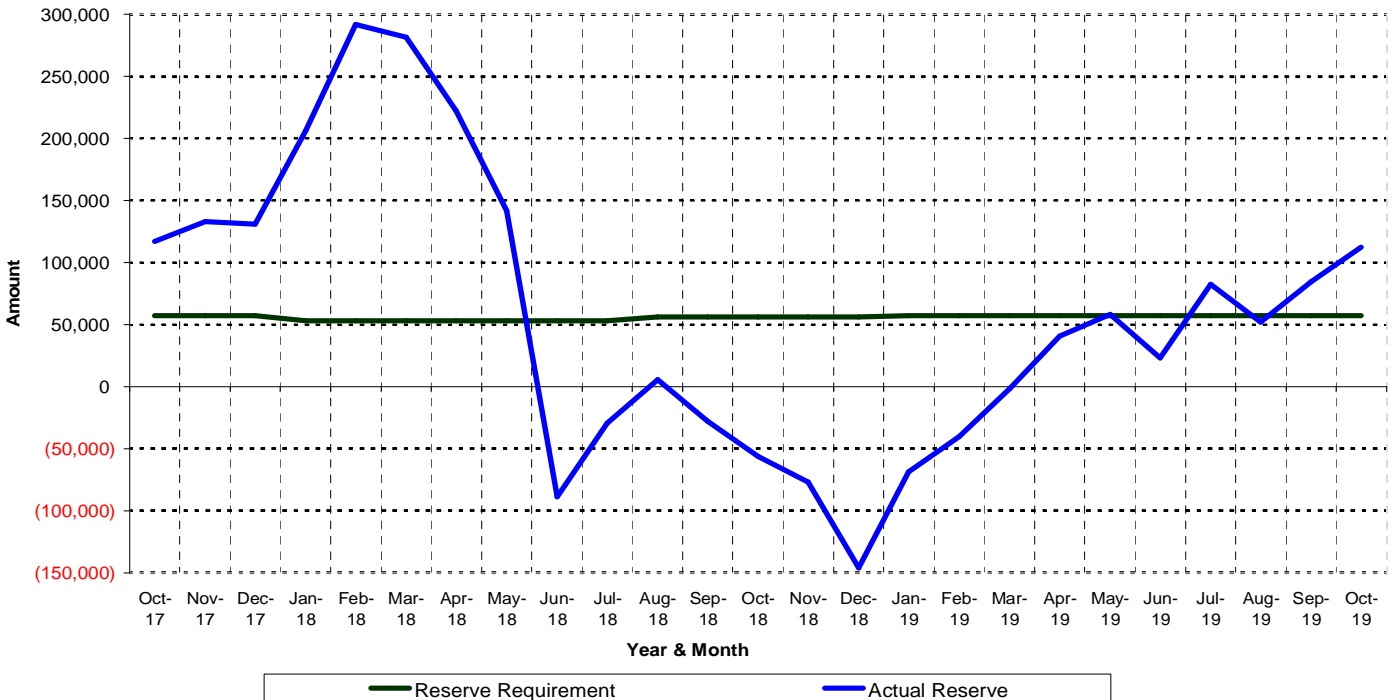


Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2019 Resv Target = \$57,225 - Curr Month Resv = \$112,537

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	500,693
% Total Non Conv Revenue	33%	35%	38%	39%	43%
General Fundraising	676,329	1,178,909	764,757	762,568	558,491
% Total Non Conv Revenue	61%	51%	52%	51%	47%
Project/Program/Other	68,339	346,495	156,261	145,456	118,256
% 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	1,177,440

P&L Acct Summary Last Month Plus YTD

January through October 2019

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	TOTAL
Revenue											
4000 - General Fundraising	87,767	98,289	126,020	85,404	98,875	93,833	130,214	92,333	105,466	106,345	1,024,546
4100 - Project Revenue	8,225	3,527	4,095	9,792	273	4,821	885	1,460	4,200	303	37,581
4200 - Events and Conventions	3,734	13,177	9,025	8,930	607	59	3,910	(211)	164	693	40,088
4300 - Program Revenue	7,188	3,840	9,864	10,162	12,838	8,530	7,544	7,103	3,754	4,891	75,714
4600 - Refunds of Contributions	0	0	(500)	(1,000)	0	0	(35)	0	0	0	(1,535)
4700 - Other Receipts	7	16	393	2	2	314	2	2	306	2	1,046
Total Revenue	106,921	118,849	148,897	113,290	112,595	107,557	142,520	100,687	113,890	112,234	1,177,440
Expense											
7000 - General Fundraising Expens	20,216	19,169	14,558	20,734	24,434	31,556	22,731	26,165	20,540	23,602	223,705
7100 - Project-Related Expenses	156	0	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	926	22,133
7300 - Program-Related Expenses	31,078	34,004	52,653	31,171	45,155	61,446	42,370	42,874	33,540	34,893	409,184
8000 - Salary & Related Expense	16,917	15,218	15,784	19,064	19,971	16,911	20,194	18,148	14,935	15,379	172,521
8100 - Admin & Overhead Expense	14,995	13,080	17,986	19,086	17,692	15,627	20,525	18,967	8,376	15,168	161,502
8200 - Professional Services	11,000	6,079	6,043	6,133	6,356	6,510	6,360	30,896	6,000	7,400	92,777
8300 - Depreciation Expense	2,047	2,047	2,047	2,047	2,047	4,009	2,374	2,374	2,374	2,374	23,740
Total Expense	100,142	90,831	113,176	99,900	118,683	136,900	116,821	143,398	86,125	99,742	1,105,718
Net Revenue	6,779	28,018	35,721	13,390	(6,088)	(29,343)	25,699	(42,711)	27,765	12,492	71,722

Balance Sheet Summary - Current vs Prior Month

	Oct 31, 19	Sep 30, 19	\$ Change	% Change
ASSETS				
Current Assets				
Total Checking/Savings	142,657.98	126,237.88	16,420.10	13.01%
Total Other Current Assets	65,679.10	67,715.58	(2,036.48)	-3.01%
Total Current Assets	210,587.08	193,953.46	16,633.62	8.58%
Total Fixed Assets	822,421.70	824,795.81	(2,374.11)	-0.29%
Total Non Current- Other	25,481.56	25,481.56	0.00	0.00%
TOTAL ASSETS	1,058,490.34	1,044,230.83	14,259.51	1.37%
LIABILITIES & EQUITY				
Liabilities				
Total Current Liabilities	191,613.72	187,611.20	4,002.52	2.13%
Total Long Term Liabilities	166,343.25	168,577.34	(2,234.09)	-1.33%
Total Liabilities	357,956.97	356,188.54	1,768.43	0.50%
Total Equity	700,533.37	688,042.29	12,491.08	1.82%
TOTAL LIABILITIES & EQUITY	1,058,490.34	1,044,230.83	14,259.51	1.37%

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

	Un- restricted Oct-19	Temp. Restricted	Total Oct- 19	Jan - Dec 19	Budget Year to Date	Actual vs. Budget YTD	Annual Budget 2019 *	2019 Budget Remaining
Support and Revenue								
20-Membership Dues	68,442		68,442	500,693	478,000	22,693	573,600	72,907
21-Donations	4,767		4,767	95,318	178,833	(83,515)	214,600	119,282
22-Recurring Gifts	30,009		30,009	305,338	266,750	38,588	320,100	14,762
23-Board/ED Solicitation Major Gifts	3,530		3,530	128,635	137,917	(9,282)	165,500	36,865
24-Convention Revenue	0		0	0	0	0	0	0
25-Project Program Revenue	583	100	683	53,786	73,083	(19,297)	87,700	33,914
26-Brand Dev / Political Materials	4,061		4,061	59,057	55,643	3,414	66,772	7,715
27-Ballot Access & Related Donations	289		289	33,115	62,500	(29,385)	75,000	41,885
28-Membership Communication	450		450	452	167	285	200	(252)
29-Other Revenue	2		2	1,046	0	1,046	0	(1,046)
Total Support and Revenue	112,133	100	112,233	1,177,440	1,252,893	(75,453)	1,503,472	326,032
Cost of Support and Revenue								
32-Fundraising Costs	11,944		11,944	95,653	133,500	(37,847)	160,200	64,547
33-Membership Fundraising Costs	8,289		8,289	103,550	137,675	(34,125)	165,210	61,660
35-Convention	0		0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0		0	1,468	10,000	(8,532)	12,000	10,532
37-Building Fundraising Exp	0		0	1,256	0	1,256	0	(1,256)
Total Cost of Support and Revenue	20,233	0	20,233	201,927	281,175	(79,248)	337,410	135,483
Net Support Available for Programs	91,900	100	92,000	975,513	971,718	3,795	1,166,062	190,549
Program Expense								
40-Administrative Costs	22,869	1,573	24,441.94	262,813.02	248,917	13,896	298,700	35,887
45-Compensation	38,196		38,196.37	415,025.81	443,167	(28,141)	531,800	116,774
50-Affiliate Support	6,109		6,109.17	69,878.18	75,000	(5,122)	90,000	20,122
55-Brand Dev / Political Materials	606		605.71	36,975.96	47,750	(10,774)	57,300	20,324
58-Campus Outreach	0		0.00	75.02	7,500	(7,425)	9,000	8,925
60-Candidate, Campaign & Initiatives	6,325		6,325.37	64,624.86	62,000	2,625	74,400	9,775
70-Ballot Access VR & Related Exp	0		0.00	0.00	18,333	(18,333)	22,000	22,000
75-Litigation	500		500.00	18,763.98	15,417	3,347	18,500	(264)
80-Media **	2,580		2,580.00	13,127.03	11,450	1,677	13,740	1,613
85-Member Communication	750		750.00	15,564.80	32,833	(17,269)	39,400	23,835
88-Outreach	0		0.00	6,404.80	8,333	(1,929)	10,000	3,595
90-Project Program Other	0	0	0.00	536.26	2,083	(1,547)	2,500	1,964
Total Program Expense	77,936	1,573	79,509	903,790	972,783	(68,994)	1,167,340	264,550
Total Net Operating Surplus (or Deficit)	13,964	(1,473)	12,491	71,723	(1,065)	72,789	(1,278)	(74,002)
Unrestricted Net Operating Surplus (or Deficit)			13,964	37,930			(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 Oct-19</u>	<u>Oct-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	68,442	53,015	15,427	500,693	459,147	41,546
21-Donations	4,767	6,463	-1,696	95,318	273,370	-178,052
22-Recurring Gifts	30,009	29,284	725	305,338	302,243	3,094
23-BoardSolicitation MajorGifts	3,530	25	3,505	128,635	53,613	75,022
24-Convention Revenue	0	0	0	0	0	0
25-Project Program Revenue	683	5,475	-4,792	53,786	82,388	-28,601
26-Brand Dev / Pol Materials Rev	4,061	3,316	746	59,057	53,289	5,768
27-BallotAccess Donations	289	6,853	-6,564	33,115	127,687	-94,572
28-Publications Materials Other	450	0	450	452	6,219	-5,767
29-Other Revenue	2	0	2	1,046	409	637
Total Support and Revenue	<u>112,233</u>	<u>104,431</u>	<u>7,802</u>	<u>1,177,440</u>	<u>1,358,365</u>	<u>-180,925</u>
Cost of Support and Revenue						
32-Fundraising Costs	11,944	11,986	-42	95,653	153,177	-57,523
33-Membership Fundraising Costs	8,289	12,696	-4,407	103,550	149,254	-45,704
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>20,233</u>	<u>24,682</u>	<u>-4,449</u>	<u>201,927</u>	<u>312,264</u>	<u>-110,337</u>
Net Support Available for Programs	92,000	79,749	12,251	975,513	1,046,101	-70,588
Program Expense						
40-Administrative Costs	24,442	28,060	-3,618	262,813	294,336	-31,523
45-Compensation	38,196	41,680	-3,484	415,026	415,197	-171
50-Affiliate Support	6,109	5,917	192	69,878	45,582	24,296
55-Brand Dev / Pol Materials	606	7,354	-6,748	36,976	65,597	-28,621
58-Campus Outreach	0	0	0	75	750	-675
60-Candidate, Campaign & Initiatives	6,325	0	6,325	64,625	10,000	54,625
70-BallotAccess Petitioning Related Exp	0	3,818	-3,818	0	122,918	-122,918
75-Litigation	500	475	25	18,764	233	18,531
80-Media	2,580	596	1,984	13,127	1,916	11,211
85-Member Communication	750	63	687	15,565	50,964	-35,399
88-Outreach	0	500	-500	6,405	6,027	377
90-Project Program Other	0	3,508	-3,508	536	9,080	-8,544
Total Program Expense	<u>79,509</u>	<u>91,970</u>	<u>-12,462</u>	<u>903,790</u>	<u>1,022,602</u>	<u>-118,813</u>
Net Operating Surplus (or Deficit)	<u>12,491</u>	<u>-12,221</u>	<u>24,712</u>	<u>71,723</u>	<u>23,498</u>	<u>48,225</u>

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

	<u>Oct 19</u>	<u>TOTAL</u>
Revenue		
4000 · General Fundraising		
4010 · Direct Mail Fundraising		
4010-10 · DM - House Fundraising General	509.00	19,682.96
4010-11 · DM - House Fundraising Renewal	0.00	2,080.00
4010-12 · DM - House Fundraising NewDonor	0.00	275.00
4010-20 · DM - Donor Renewal	13,135.00	122,326.79
4010-30 · DM - New Donor Prospecting	450.00	3,085.00
Total 4010 · Direct Mail Fundraising	<u>14,094.00</u>	<u>147,449.75</u>
4020 · Direct Solicitation Major Donor		
4020-10 · Board Solicitation	0.00	505.00
4020-20 · Chair Solicitation	0.00	26,500.00
4020-30 · ED Solicitation	3,530.00	101,630.00
Total 4020 · Direct Solicitation Major Donor	<u>3,530.00</u>	<u>128,635.00</u>
4030 · Online Contributions - Web		
4030-10 · Online Cont - General	3,565.60	30,981.44
4030-20 · Online Cont - Donor Renewal	31,910.00	257,530.57
4030-30 · Online Cont - New Donor Prosp	21,497.00	111,445.24
Total 4030 · Online Contributions - Web	<u>56,972.60</u>	<u>399,957.25</u>
4040 · Tele Fundraising - Phone Bank		
4040-10 · Tele Fund - General	0.00	651.10
4040-20 · Tele Fund - Donor Renewal	1,450.00	3,950.00
Total 4040 · Tele Fundraising - Phone Bank	<u>1,450.00</u>	<u>4,601.10</u>
4080 · Recurring Contrib - Pledge	30,009.24	305,337.77
4085 · Bequests	0.00	5,450.29
4090 · Ballot Access / Voter Reg	289.00	33,114.80
Total 4000 · General Fundraising	<u>106,344.84</u>	<u>1,024,545.96</u>
4100 · Project Revenue		
4108 · Building Fund	100.00	30,652.09
4111 · Legal Action Fund	203.00	6,928.76
Total 4100 · Project Revenue	<u>303.00</u>	<u>37,580.85</u>
4200 · Events and Conventions		
4200-20 · Conv Fundraising - Unrestricted	542.52	28,867.40
4200-30 · Other Events	150.00	11,220.19
Total 4200 · Events and Conventions	<u>692.52</u>	<u>40,087.59</u>
4300 · Program Revenue		
4310 · Affiliate Development	25.00	4,478.49
4320 · Outreach & Marketing	0.00	105.00
4340 · LP News	450.00	452.00
4360 · Campaign Support & Initiatives		
4360-40 · Campaign/Candidate Support	330.00	8,957.00
Total 4360 · Campaign Support & Initiatives	<u>330.00</u>	<u>8,957.00</u>
4375 · Brand / Political Materials	4,061.13	59,057.21
4395 · LPedia Historical Preservation	25.00	2,665.00
Total 4300 · Program Revenue	<u>4,891.13</u>	<u>75,714.70</u>
4600 · Refunds of Contributions	0.00	(1,535.00)
4700 · Other Receipts		
4710 · Interest & Dividends	1.50	1,046.15
Total 4700 · Other Receipts	<u>1.50</u>	<u>1,046.15</u>
Total Revenue	<u>112,232.99</u>	<u>1,177,440.25</u>

Expense	Oct 19	TOTAL
7000 · General Fundraising Expense		
7010 · Direct Mail Fundraising Exp		
7010-10 · DM - House General Expense	5,244.10	19,770.98
7010-20 · DM - Donor Renewal Expense	3,707.95	58,059.13
7010-30 · DM - New Donor Prospecting Exp	1,195.03	17,590.08
Total 7010 · Direct Mail Fundraising Exp	10,147.08	95,420.19
7030 · Online Contributions Exp - Web		
7030-20 · Online Cont Exp - Donor Renewal	760.05	2,713.21
7030-30 · Online Cont Exp - New Donor	1,006.33	6,260.56
Total 7030 · Online Contributions Exp - Web	1,766.38	8,973.77
7040 · Tele Fundraising Expense		
7040-20 · Tele Fund Exp - Donor Renewal	1,620.00	18,927.00
Total 7040 · Tele Fundraising Expense	1,620.00	18,927.00
7080 · Recurring Contrib - Pledge	2,022.54	18,544.96
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	4,527.35	42,964.01
7099 · Gen Fundraising Staff Salary	3,518.29	36,151.05
Total 7000 · General Fundraising Expense	23,601.64	223,704.78
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	0.00	155.60
Total 7100 · Project-Related Expenses	0.00	155.60
7200 · Events and Conventions Exp		
7200-30 · Other Events	150.00	14,373.30
7200-40 · Events & Conv Staff Salary	776.09	7,759.21
Total 7200 · Events and Conventions Exp	926.09	22,132.51
7300 · Program-Related Expenses		
7310 · Affiliate Support		
7310-10 · Affiliate Development & Support	6,109.17	69,878.18
7310-20 · Affiliate Support Staff Salary	879.57	6,416.37
Total 7310 · Affiliate Support	6,988.74	76,294.55
7320 · Outreach & Marketing		
7320-10 · Outreach & Marketing General	0.00	6,404.80
7320-20 · Outreach & Marketing Staff Sala	827.83	21,383.03
Total 7320 · Outreach & Marketing	827.83	27,787.83
7330 · Media Relations		
7330-10 · Media Relations General	2,580.00	13,127.03
7330-20 · Media Relations Staff Salary	155.22	4,410.89
Total 7330 · Media Relations	2,735.22	17,537.92
7340 · Membership Communications		
7340-10 · LP New s	750.00	15,564.80
7340-20 · Mem Comm & Support Staff Salary	14,538.81	138,901.36
Total 7340 · Membership Comm unications	15,288.81	154,466.16
7360 · Campaign Support & Initiatives		
7360-40 · Campaign/Candidate Support	6,325.37	64,624.86
7360-60 · Camp/Cand Support -Staff Salary	620.87	8,969.00
Total 7360 · Campaign Support & Initiatives	6,946.24	73,593.86

	<u>Oct 19</u>	<u>TOTAL</u>
7375 - Brand Development		
7375-10 - Brand / Political Materials	605.71	36,975.96
7375-20 - Brand Development Staff Salary	931.31	12,552.88
Total 7375 - Brand Development	<u>1,537.02</u>	<u>49,528.84</u>
7380 - Ballot Access - Other Related		
7380-30 - Ballot Access Legal	0.00	4,992.78
7380-60 - B/A & Petitioning Staff Salary	569.13	4,444.87
Total 7380 - Ballot Access - Other Related	<u>569.13</u>	<u>9,437.65</u>
7395 - LPedia Historical Preservation	0.00	536.26
Total 7300 - Program-Related Expenses	<u>34,892.99</u>	<u>409,183.07</u>
8000 - Salary & Related Expense		
8005 - Salary Bonus Sick & Vac (Admn)	5,723.37	73,686.01
8010 - Hourly Wages (Admin Portion)	2,503.21	17,521.44
8015 - Contract & Paid Internships	2,228.00	18,207.26
8020 - Employer Cont to P/R Tax	1,636.71	24,264.10
8030 - Employer Cont to 401K & Adm	1,739.13	11,327.47
8040 - Fed & State Unemployment	4.37	531.91
8060 - Health Insurance	1,326.97	23,457.45
8065 - Workers Comp Insurance	0.00	832.00
8070 - Other Bens, Gdwill & Training	50.00	781.92
8080 - Payroll Service Fees	167.49	1,911.09
Total 8000 - Salary & Related Expense	<u>15,379.25</u>	<u>172,520.65</u>
8100 - Admin & Overhead Expense		
8110 - Ofc Supplies & Non Cap Equipmt	187.46	7,261.04
8120 - Telephone & Data Services	1,463.88	10,912.45
8125 - Equipment Leases & Maint.	189.75	5,349.26
8130 - Postage & Shipping	407.35	7,776.02
8140 - Travel, Meeting, & Meals Exp	504.51	16,078.69
8160 - Insurance - D/O Cyber - Other	0.00	8,658.00
8170 - Occupancy Expenses		
8170-10 - Mortgage Interest Expense	666.12	7,423.27
8170-20 - Utilities Expense	484.97	4,806.28
8170-30 - Property Taxes, Fees & Permits	787.68	7,876.81
8170-40 - Maintenance, Cleaning & Repairs	2,459.40	12,279.30
8170-50 - Property / GL Insurance	0.00	1,376.00
8170-60 - Assc Fees, Rent & Storage	506.55	5,108.55
Total 8170 - Occupancy Expenses	<u>4,904.72</u>	<u>38,870.21</u>
8180 - Printing & Copying	276.03	9,789.37
8190 - Software, Hardware & Other IT	6,841.35	51,227.42
8195 - Other Expenses & Bank Fees	392.78	5,579.48
Total 8100 - Admin & Overhead Expense	<u>15,167.83</u>	<u>161,501.94</u>
8200 - Professional Services		
8210 - Legal		
8210-10 - Legal - General	5,400.00	46,070.00
8210-20 - Legal - Proactive	500.00	13,771.20
8210-30 - Litigation-Lobbing Staff Salary	0.00	1,435.92
Total 8210 - Legal	<u>5,900.00</u>	<u>61,277.12</u>
8220 - Accounting	0.00	16,500.00
8230 - FEC Filing & Consulting	1,500.00	15,000.00
Total 8200 - Professional Services	<u>7,400.00</u>	<u>92,777.12</u>
8300 - Depreciation Expense	2,374.11	23,741.08
Total Expense	<u>99,741.91</u>	<u>1,105,716.75</u>
Net Revenue	<u>12,491.08</u>	<u>71,723.50</u>

Balance Sheet Current vs Prior Month

As of October 31, 2019

	Oct 31, 19	Sep 30, 19	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
11 - Cash				
111U - PNC Check Acct 1 (Unrestricted)	28,458.71	43,007.94	(14,549.23)	(33.83%)
112U - BBT Check Acct 1 (Unrestricted)	34,031.89	26,592.56	7,439.33	27.98%
113R - PNC Check Acct 2 (Restricted)	71,959.15	46,956.15	25,003.00	53.25%
114R - BBT Chck Acct 2 (Restricted BF)	8,208.23	9,681.23	(1,473.00)	(15.22%)
Total 11 - Cash	142,657.98	126,237.88	16,420.10	13.01%
Total Checking/Savings	142,657.98	126,237.88	16,420.10	13.01%
Accounts Receivable				
12 - Accounts Receivable	2,250.00	0.00	2,250.00	100.0%
Total Accounts Receivable	2,250.00	0.00	2,250.00	100.0%
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	13,060.29	13,058.79	1.50	0.01%
Total 130 - Bequests Expected - Current	48,560.29	48,558.79	1.50	0.0%
Total 13 - Other Current Collectables	48,560.29	48,558.79	1.50	0.0%
16 - Prepaid Expenses				
161 - Bulk Mail Account				
161-10 - Prepaid Bulk Mail VA	1,179.14	1,058.12	121.02	11.44%
Total 161 - Bulk Mail Account	1,179.14	1,058.12	121.02	11.44%
165 - Prepaid Licenses	4,612.33	6,921.33	(2,309.00)	(33.36%)
166 - Prepaid Insurance	3,428.34	3,428.34	0.00	0.0%
167 - Prepaid Convention				
167-10 - Prepaid Convention General Ex	7,899.00	7,749.00	150.00	1.94%
Total 167 - Prepaid Convention	7,899.00	7,749.00	150.00	1.94%
Total 16 - Prepaid Expenses	17,118.81	19,156.79	(2,037.98)	(10.64%)
Total Other Current Assets	65,679.10	67,715.58	(2,036.48)	(3.01%)
Total Current Assets	210,587.08	193,953.46	16,633.62	8.58%
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	(257,112.67)	(254,738.56)	(2,374.11)	(0.93%)
Total 17 - Fixed Assets	822,421.70	824,795.81	(2,374.11)	(0.29%)
Total Fixed Assets	822,421.70	824,795.81	(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	25,481.56	0.00	0.0%
Total 180 - Bequests Expected - Non Current	25,481.56	25,481.56	0.00	0.0%
Total 18 - Non Current Collectables	25,481.56	25,481.56	0.00	0.0%
Total Other Assets	25,481.56	25,481.56	0.00	0.0%
TOTAL ASSETS	1,058,490.34	1,044,230.83	14,259.51	1.37%

LIABILITIES & EQUITY	Oct 31, 19	Sep 30, 19	\$ Change	% Change
Liabilities				
Current Liabilities				
Accounts Payable				
21 - Accounts Payable	19,953.46	25,450.76	(5,497.30)	(21.6%)
Total Accounts Payable	19,953.46	25,450.76	(5,497.30)	(21.6%)
Other Current Liabilities				
24 - Accrued Expenses				
241 - Accrued Payroll	7,739.24	15,676.23	(7,936.99)	(50.63%)
242 - Accrued Vacation	13,332.00	12,419.00	913.00	7.35%
244 - Other Accrued Expenses	0.00	4,364.17	(4,364.17)	(100.0%)
245 - Accrued Real Estate Tax	(1,575.37)	2,363.04	(3,938.41)	(166.67%)
Total 24 - Accrued Expenses	19,495.87	34,822.44	(15,326.57)	(44.01%)
25 - Accrued Payroll Taxes				
252 - 401 (k) Liability	910.39	0.00	910.39	100.0%
Total 25 - Accrued Payroll Taxes	910.39	0.00	910.39	100.0%
27 - Deferred Liabilities				
272 - Deferred Convention Revenue	151,254.00	127,338.00	23,916.00	18.78%
Total 27 - Deferred Liabilities	151,254.00	127,338.00	23,916.00	18.78%
Total Other Current Liabilities	171,660.26	162,160.44	9,499.82	5.86%
Total Current Liabilities	191,613.72	187,611.20	4,002.52	2.13%
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)	162,578.34	164,812.43	(2,234.09)	(1.36%)
Total Long Term Liabilities	166,343.25	168,577.34	(2,234.09)	(1.33%)
Total Liabilities	357,956.97	356,188.54	1,768.43	0.5%
Equity				
31 - General Operating	618,642.49	617,172.49	1,470.00	0.24%
32 - Temp. Restricted Balances				
3204 - Fund - Campus	1,730.39	1,730.39	0.00	0.0%
3210 - Fund - Building	8,208.23	9,681.23	(1,473.00)	(15.22%)
3213 - Fund - Legal Action Fund	228.76	225.76	3.00	1.33%
Total 32 - Temp. Restricted Balances	10,167.38	11,637.38	(1,470.00)	(12.63%)
Net Revenue	71,723.50	59,232.42	12,491.08	21.09%
Total Equity	700,533.37	688,042.29	12,491.08	1.82%
TOTAL LIABILITIES & EQUITY	1,058,490.34	1,044,230.83	14,259.51	1.37%

Statement of Cash Flows

October 2019

	Oct 19	Jan - Oct 19
OPERATING ACTIVITIES		
Net Revenue	12,491.08	71,723.50
Adjustments to reconcile Net Revenue to net cash provided by operations:		
12 · Accounts Receivable	(2,250.00)	(2,250.00)
130-20 · Clinard - Merch Bank of MI	(1.50)	22,439.71
130-30 · Pratt Bequest - TBD	0.00	1,000.00
161-10 · Prepaid Bulk Mail VA	(121.02)	(746.71)
165 · Prepaid Licenses	2,309.00	(4,612.33)
167-10 · Prepaid Convention General Exp	(150.00)	(7,899.00)
21 · Accounts Payable	(5,497.30)	(99,792.59)
241 · Accrued Payroll	(7,936.99)	(3,392.39)
242 · Accrued Vacation	913.00	749.00
244 · Other Accrued Expenses	(4,364.17)	(4,303.33)
245 · Accrued Real Estate Tax	(3,938.41)	(1,575.37)
252 · 401(k) Liability	910.39	910.39
272 · Deferred Convention Revenue	23,916.00	141,004.00
Net cash provided by Operating Activities	16,280.08	113,254.88
INVESTING ACTIVITIES		
173 · Office Equipment	0.00	(7,305.52)
179 · Accumulated Depreciation	2,374.11	23,741.08
180-10 · Shaber - 1st International Bank	0.00	33,476.16
180-20 · Clinard - Merch Bank of MI	0.00	10,202.97
Net cash provided by Investing Activities	2,374.11	60,114.69
FINANCING ACTIVITIES		
29 · Loans & Mortgages (Principal)	(2,234.09)	(44,439.71)
31 · General Operating	1,470.00	(2,232.83)
3204 · Fund - Campus	0.00	(75.02)
3210 · Fund - Building	(1,473.00)	2,079.09
3213 · Fund - Legal Action Fund	3.00	228.76
Net cash provided by Financing Activities	(2,234.09)	(44,439.71)
Net cash increase for period	16,420.10	128,929.86
Cash at beginning of period	126,237.88	13,728.12
Cash at end of period	142,657.98	142,657.98

2020 Convention Revenue & Liability Report As of 11/14/2019

Account:	# Packages	\$ Actual
272 · Deferred Convention Revenue	347	\$186,191.00
HQ-20Basic	85	
HQ-20Bronze	7	
HQ-20Gold	171	
HQ-20Silver	31	
HQ-20Training	17	
HQ-20Welcome	36	
167-10 · Prepaid Convention General Exp		(\$7,899.00)
Net Deferred Convention Revenue		\$178,292.00
113R · PNC Check Acct 2 (Net Conv Restricted)		\$130,000.00
Net Convention Unfunded Liability		\$48,292.00
4200-20 · Conv Fundraising - Unrestricted		\$29,430.18
Total Net Conv Liability plus Unrestricted Revenue		\$77,722.18

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	12/31/20 - 10/31/20	\$ 25.00	\$ 25.00	\$ 324.00	
Paul Bilyeu *	Life Member	\$ 50.00	\$ 1,975.00	\$ 7,140.00	Yes
Whitney Bilyeu	Life Member	\$ 100.00	\$ 1,645.00	\$ 5,428.00	Yes
Joseph Bishop-Henchman	Life Member	\$ 1,500.00	\$ 1,530.00	\$ 1,545.00	
Ethan 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 - 11/06/20	\$ -	\$ 25.00	\$ 214.00	
Sam Goldstein	Life Member	\$ 98.00	\$ 698.00	\$ 7,892.45	Yes
Kevin Hagan *	10/12/20 - 09/09/20	\$ -	\$ 440.00	\$ 773.00	
Timothy Hagan	Life Member	\$ 10.00	\$ 620.00	\$ 10,586.82	Yes
Caryn Ann Harlos	Life Member	\$ 10.00	\$ 2,032.00	\$ 6,235.09	Yes
Wayne Harlos *	01/14/20 - 08/02/20	\$ -	\$ 164.00	\$ 1,363.00	
Daniel Hayes *	Life Member	\$ -	\$ 11,678.00	\$ 34,828.00	
Jeffery Hewitt	Life Member	\$ -	\$ 100.00	\$ 2,908.00	
Susan Hogarth	07/01/20 - 11/01/20	\$ 15.00	\$ 300.00	\$ 2,541.07	Yes
James Lark	Life Member	\$ 15.00	\$ 190.00	\$ 79,182.30	Yes
Richard Longstreth	12/31/19 - 11/06/20	\$ 15.00	\$ 135.00	\$ 809.00	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	\$ 1,119.45	\$ 3,632.15	Yes
Dustin Nanna	07/10/20 - 07/30/20	\$ -	\$ 105.00	\$ 1,868.00	
Steven Nekhaila	Life Member	\$ 10.00	\$ 317.63	\$ 2,886.63	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	Life Member	\$ 150.00	\$ 2,580.00	\$ 3,248.20	Yes
William Redpath	Life Member	\$ 117.00	\$ 690.00	\$ 118,649.00	Yes
Frank Sarwark *	10/31/17 - 10/31/17	\$ -	\$ -	\$ 3,436.00	
Nicholas Sarwark	Life Member	\$ 20.00	\$ 200.00	\$ 6,272.00	Yes
Valerie Sarwark *	10/01/20 - 11/01/20	\$ 10.00	\$ 40.00	\$ 534.00	Yes
Victoria Paige Sexton	01/29/20 - 07/11/20	\$ -	\$ 105.00	\$ 560.50	
Joshua Smith	12/31/19 - 11/01/20	\$ 25.00	\$ 140.00	\$ 1,488.00	Yes
Aaron Starr *	Life Member	\$ -	\$ -	\$ 20,963.00	
Elizabeth Van Horn	Life Member	\$ -	\$ 105.00	\$ 2,083.00	
Total Contributions:		\$ 2,252.00	\$ 35,702.08	\$ 352,088.91	

* 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	\$ -	\$ 393.86
Mr. Nicholas Sarwark	Reimbursed Expense	\$ -	\$ 1,675.76
Total Disbursements:		\$ -	\$ 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