



## **FEB 2020 END OF MONTH FINANCIAL REPORTS**

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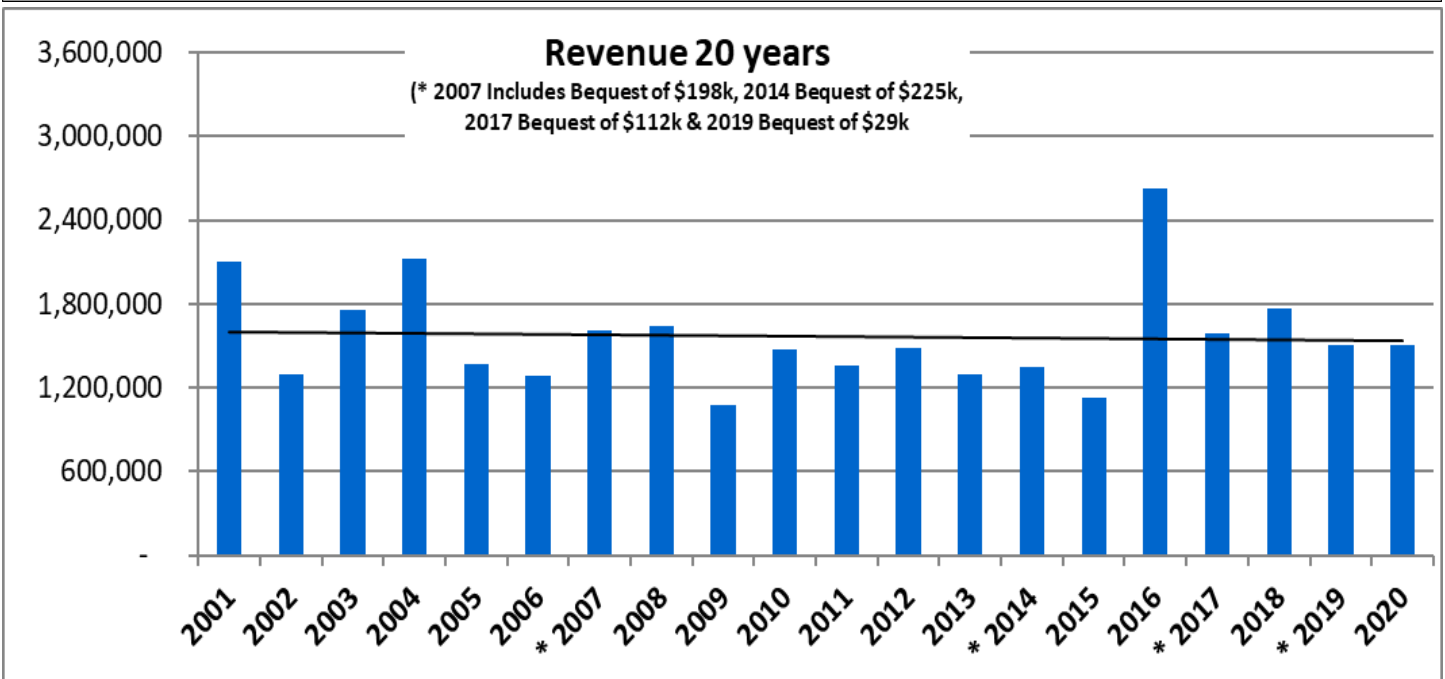
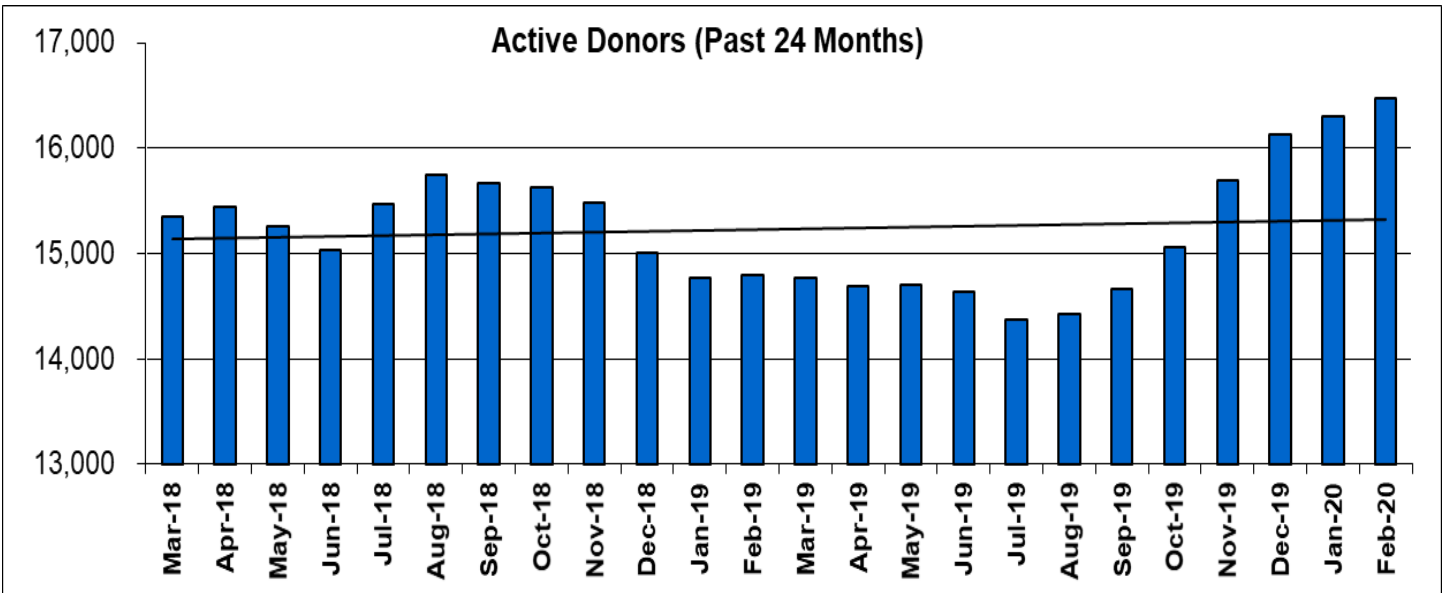
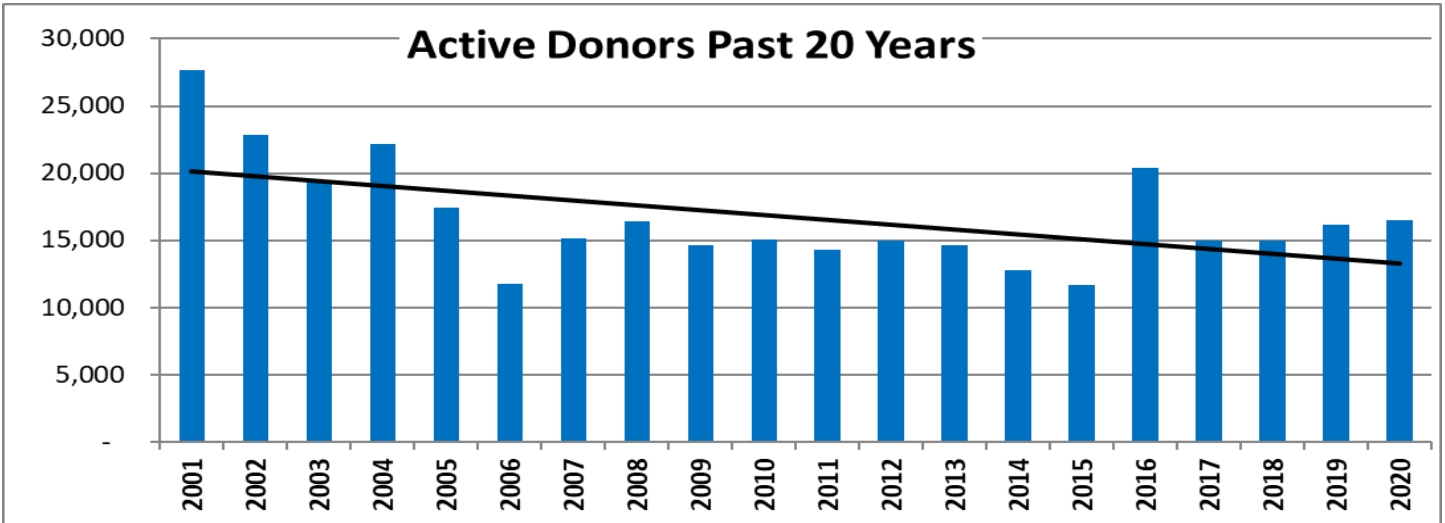
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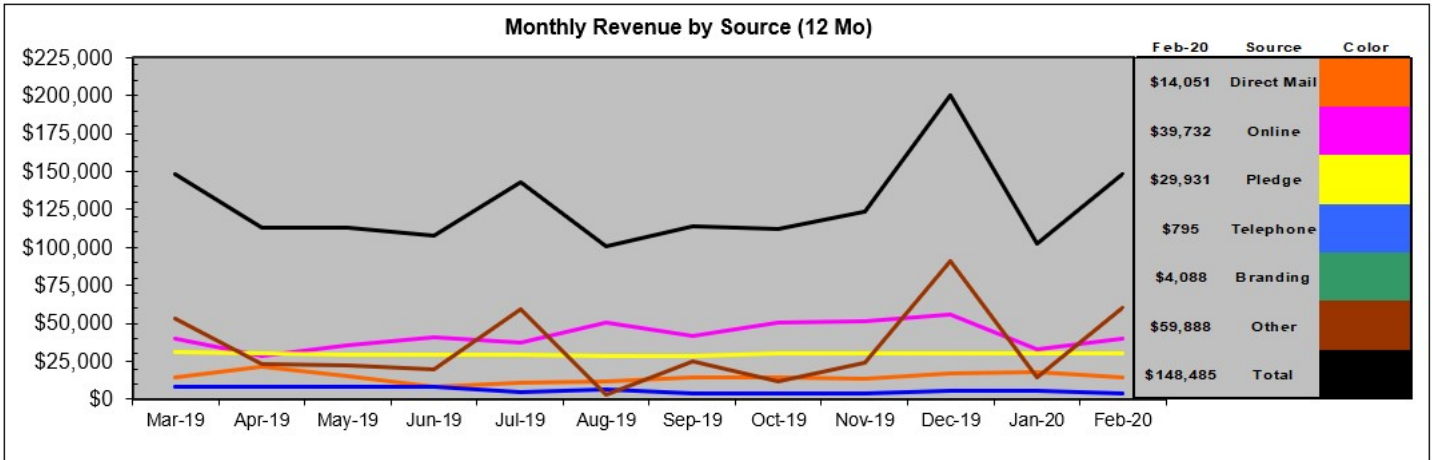
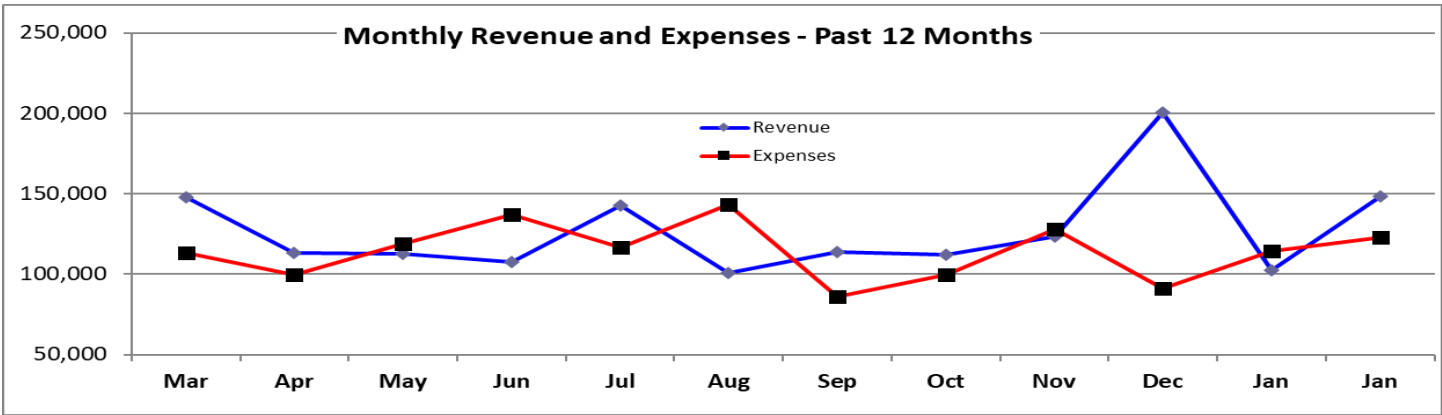
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## End of Month Reports – Charts

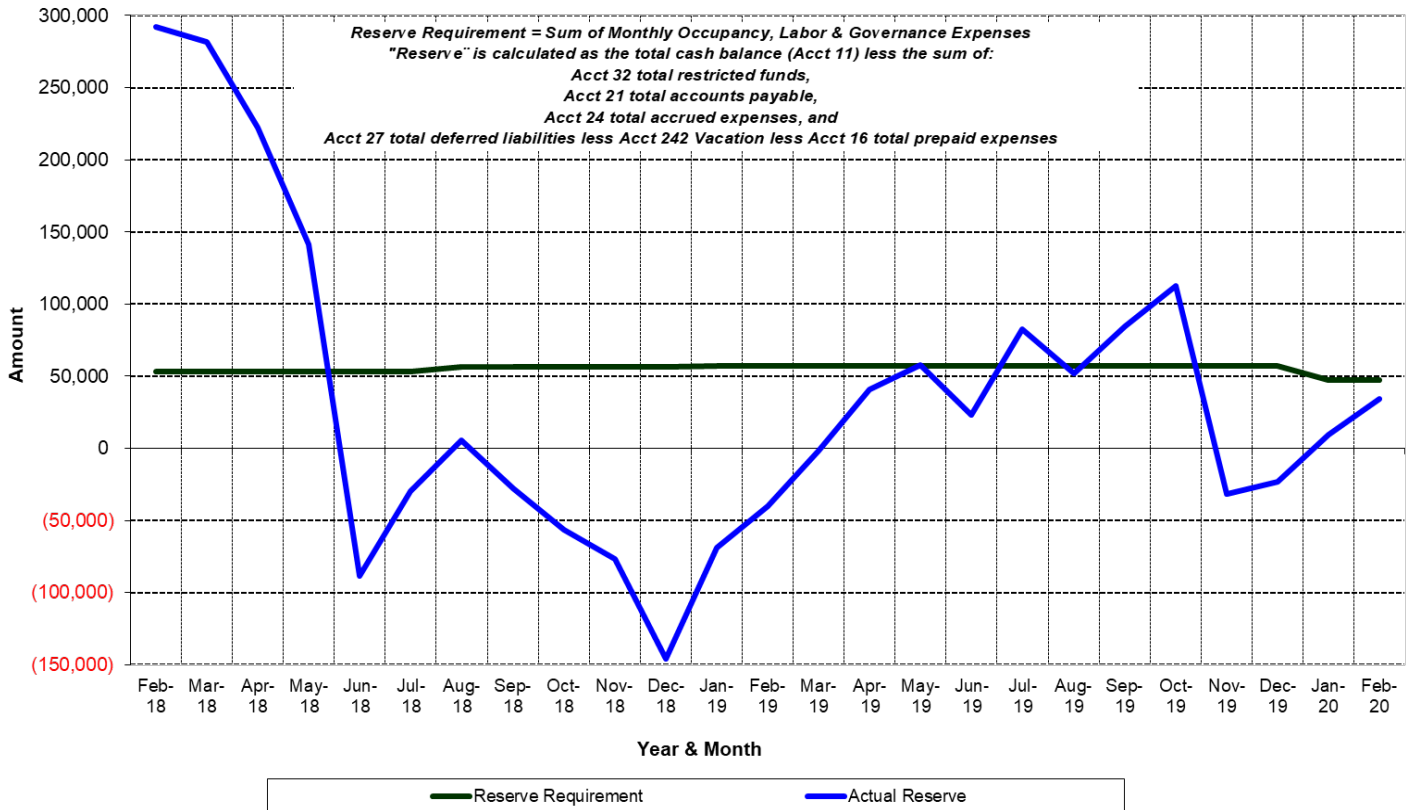




### Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2020 Resv Target = \$47,458 - **Curr Month Resv = \$34,463\***

\* Reflects definition change effective 11/19



## End of Month Reports – Financial Summary

### Revenue - by Function as % of Total

2016 thru 2020

	2016	2017	2018	2019	2020
Membership Revenue	807,450	554,688	583,082	622,486	99,639
% Total Non Conv Revenue	35%	38%	39%	41%	40%
General Fundraising	1,178,909	764,757	762,568	648,038	131,336
% Total Non Conv Revenue	51%	52%	51%	43%	52%
Project/Program/Other	346,495	156,261	145,456	230,807	19,969
% Total Non Conv Revenue	15%	11%	10%	15%	8%
<b>Total Non Convention Package Revenue</b>	<b>2,332,854</b>	<b>1,475,706</b>	<b>1,491,106</b>	<b>1,501,331</b>	<b>250,944</b>

### P&L Acct Summary Last Month Plus YTD

January through February 2020

	Jan 20	Feb 20	TOTAL
<b>Revenue</b>			
4000 · General Fundraising	88,014	141,867	229,881
4100 · Project Revenue	6,193	1,000	7,193
4200 · Events and Conventions	813	281	1,094
4300 · Program Revenue	7,439	5,362	12,801
4600 · Refunds of Contributions	0	(25)	(25)
4700 · Other Receipts	0	0	0
<b>Total Revenue</b>	<b>102,459</b>	<b>148,485</b>	<b>250,944</b>
<b>Gross Profit</b>	<b>102,459</b>	<b>148,485</b>	<b>250,944</b>
<b>Expense</b>			
7000 · General Fundraising Expense	33,779	29,716	63,495
7100 · Project-Related Expenses	257	208	465
7200 · Events and Conventions Exp	1,133	2,071	3,204
7300 · Program-Related Expenses	34,160	41,615	75,775
8000 · Salary & Related Expense	19,490	15,042	34,532
8100 · Admin & Overhead Expense	14,500	26,384	40,884
8200 · Professional Services	7,957	4,802	12,759
8300 · Depreciation Expense	2,999	2,999	5,998
<b>Total Expense</b>	<b>114,275</b>	<b>122,837</b>	<b>237,112</b>
<b>Net Revenue</b>	<b>(11,816)</b>	<b>25,648</b>	<b>13,832</b>

### Balance Sheet Summary - Current vs Prior Month

	Feb 29, 20	Jan 31, 20	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
Total Checking/Savings	305,939.30	274,572.10	31,367.20	11.42%
Total Other Current Assets	104,201.89	66,856.73	37,345.16	55.86%
<b>Total Current Assets</b>	<b>410,141.19</b>	<b>341,428.83</b>	<b>68,712.36</b>	<b>20.13%</b>
<b>Total Fixed Assets</b>	<b>854,724.61</b>	<b>857,723.74</b>	<b>(2,999.13)</b>	<b>-0.35%</b>
<b>Total Non Current - Other</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00</b>	<b>0.00%</b>
<b>TOTAL ASSETS</b>	<b>1,264,865.80</b>	<b>1,199,152.57</b>	<b>33,832.81</b>	<b>2.90%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
Total Current Liabilities	346,270.82	303,724.76	42,546.06	14.01%
Total Long Term Liabilities	98,140.62	100,620.60	(2,479.98)	-2.47%
<b>Total Liabilities</b>	<b>444,411.44</b>	<b>404,345.36</b>	<b>40,066.08</b>	<b>9.91%</b>
<b>Total Equity</b>	<b>820,454.36</b>	<b>794,807.21</b>	<b>25,647.15</b>	<b>3.23%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,264,865.80</b>	<b>1,199,152.57</b>	<b>65,713.23</b>	<b>5.48%</b>

**Standard Statement of Operations - 2020**  
**Budget vs. Actual**

	Un- restricted Feb-20	Temp. Restricted	Total Feb- 20	2020 YTD	Budget Year to Date	Actual vs. Budget YTD	Annual Budget 2020	2020 Budget Remaining
<b>Support and Revenue</b>								
20-Membership Dues	52,081		52,081	99,639	121,250	(21,611)	727,500	627,861
21-Donations	2,753		2,753	7,747	68,900	(61,153)	413,400	405,653
22-Recurring Gifts	29,931		29,931	60,496	61,183	(687)	367,100	306,604
23-Board/ED Solicitation MajorGifts	35,500		35,500	37,000	23,117	13,883	138,700	101,700
24-Convention Revenue	0		0	0	0	0	352,000	352,000
25-Project Program Revenue	1,113	1,000	2,113	8,631	7,483	1,148	44,900	36,269
26-Brand Dev / Political Materials	4,088		4,088	9,378	32,000	(22,622)	192,000	182,622
27-Ballot Access & Related Donations	21,858		21,858	26,067	24,967	1,101	149,800	123,733
28-Membership Communication	160		160	1,985	0	1,985	0	(1,985)
29-Other Revenue	0		0	0	0	0	0	(0)
<b>Total Support and Revenue</b>	<b>147,485</b>	<b>1,000</b>	<b>148,485</b>	<b>250,944</b>	<b>338,900</b>	<b>(87,956)</b>	<b>2,385,400</b>	<b>2,134,456</b>
<b>Cost of Support and Revenue</b>								
32-Fundraising Costs	21,782		21,782	40,839	55,567	(14,728)	333,400	292,561
33-Membership Fundraising Costs	3,719		3,719	17,366	26,900	(9,534)	161,400	144,034
35-Convention	0		0	0	0	0	352,000	352,000
36-Ballot Access Fundraising Exp	4,579		4,579	4,624	1,667	2,958	10,000	5,376
37-Building Fundraising Exp	0	0	0	0	0	0	0	0
<b>Total Cost of Support and Revenue</b>	<b>30,080</b>	<b>0</b>	<b>30,080</b>	<b>62,829</b>	<b>84,133</b>	<b>(21,304)</b>	<b>856,800</b>	<b>793,971</b>
<b>Net Support Available for Programs</b>	<b>117,405</b>	<b>1,000</b>	<b>118,405</b>	<b>188,115</b>	<b>254,767</b>	<b>(66,651)</b>	<b>1,528,600</b>	<b>1,340,485</b>
<b>Program Expense</b>								
40-Administrative Costs	33,977	0	33,976.73	59,175.60	54,367	4,809	326,200	267,024
45-Compensation	32,945		32,944.94	74,474.37	69,667	4,808	418,000	343,526
50-Affiliate Support	2,398		2,397.80	6,153.50	13,833	(7,680)	83,000	76,847
55-Brand Dev / Political Materials	1,422		1,422.21	4,120.06	32,000	(27,880)	192,000	187,880
58-Campus Outreach	0		0.00	0.00	0	0	0	0
60-Candidate, Campaign & Initiatives	5,161		5,160.60	10,025.96	30,533	(20,507)	183,200	173,174
70-Ballot Access VR & Related Exp	5,920		5,920.29	9,027.66	39,167	(30,139)	235,000	225,972
75-Litigation	2,332	0	2,331.60	2,331.60	2,650	(318)	15,900	13,568
80-Media	0		0.00	0.00	3,033	(3,033)	18,200	18,200
85-Member Communication	8,603		8,603.36	8,975.36	7,667	1,309	46,000	37,025
88-Outreach	0		0.00	0.00	1,417	(1,417)	8,500	8,500
90-Project Program Other	0	0	0.00	0.00	417	(417)	2,500	2,500
<b>Total Program Expense</b>	<b>92,758</b>	<b>0</b>	<b>92,758</b>	<b>174,284</b>	<b>254,750</b>	<b>(80,466)</b>	<b>1,528,500</b>	<b>1,354,216</b>
<b>Total Net Operating Surplus (or Deficit)</b>	<b>24,647</b>	<b>1,000</b>	<b>25,647</b>	<b>13,831</b>	<b>17</b>	<b>13,815</b>	<b>100</b>	<b>(13,731)</b>
<b>Unrestricted Net Operating Surplus (or Deficit)</b>			<b>24,647</b>	<b>6,638</b>			<b>(24,900)</b>	

## Statement of Operations - 2020 v. 2018 Comparision

	<u>Total Feb-20</u>	<u>Feb-18</u>	<u>Diff 20 v 18</u>	<u>2020 YTD</u>	<u>2018 YTD</u>	<u>Diff 19 v 17</u>
<b>Support and Revenue</b>						
20-Membership Dues	52,081	43,647	8,434	99,639	109,235	-9,596
21-Donations	2,753	98,966	-96,213	7,747	103,277	-95,530
22-Recurring Gifts	29,931	28,607	1,324	60,496	57,039	3,457
23-BoardSolicitation MajorGifts	35,500	0	35,500	37,000	0	37,000
24-Convention Revenue	0	0	0	0	0	0
25-Project Program Revenue	2,113	845	1,268	8,631	1,755	6,876
26-Brand Dev / Pol Materials Rev	4,088	3,010	1,078	9,378	5,904	3,474
27-BallotAccess Donations	21,858	550	21,308	26,067	10,033	16,034
28-Publications Materials Other	160	0	160	1,985	0	1,985
29-Other Revenue	0	0	0	0	0	0
<b>Total Support and Revenue</b>	<u>148,485</u>	<u>175,626</u>	<u>-27,140</u>	<u>250,944</u>	<u>287,243</u>	<u>-36,299</u>
<b>Cost of Support and Revenue</b>						
32-Fundraising Costs	21,782	11,620	10,162	40,839	23,946	16,893
33-Membership Fundraising Costs	3,719	18,340	-14,621	17,366	35,158	-17,792
35-Convention	0	0	0	0	0	0
36-Ballot Access Fundraising Exp	4,579	100	4,479	4,624	1,346	3,278
37-Building Fundraising Exp	0	0	0	0	60	-60
<b>Total Cost of Support and Revenue</b>	<u>30,080</u>	<u>30,061</u>	<u>20</u>	<u>62,829</u>	<u>60,511</u>	<u>2,319</u>
<b>Net Support Available for Programs</b>	118,405	145,565	-27,160	188,115	226,733	-38,618
<b>Program Expense</b>						
40-Administrative Costs	33,977	24,211	9,766	59,176	45,654	13,522
45-Compensation	32,945	36,478	-3,533	74,474	76,327	-1,853
50-Affiliate Support	2,398	2,174	224	6,154	6,014	140
55-Brand Dev / Pol Materials	1,422	4,217	-2,795	4,120	10,233	-6,113
58-Campus Outreach	0	0	0	0	0	0
60-Candidate, Campaign & Initiatives	5,161	1,208	3,953	10,026	5,708	4,318
70-BallotAccess Petitioning Related Exp	5,920	7,930	-2,010	9,028	22,828	-13,800
75-Litigation	2,332	5,000	-2,668	2,332	5,000	-2,668
80-Media	0	1,611	-1,611	0	3,647	-3,647
85-Member Communication	8,603	2,547	6,056	8,975	2,547	6,428
88-Outreach	0	0	0	0	900	-900
90-Project Program Other	0	422	-422	0	422	-422
<b>Total Program Expense</b>	<u>92,758</u>	<u>85,798</u>	<u>6,960</u>	<u>174,284</u>	<u>179,278</u>	<u>-4,996</u>
<b>Net Operating Surplus (or Deficit)</b>	<u>25,647</u>	<u>59,768</u>	<u>-34,120</u>	<u>13,831</u>	<u>47,455</u>	<u>-33,622</u>

**P&L Acct Detail w-Funct Alloc of Exps Last Month Plus YTD**  
**January through February 2020**

	<u>Feb 20</u>	<u>TOTAL</u>
<b>Revenue</b>		
<b>4000 · General Fundraising</b>		
<b>4010 · Direct Mail Fundraising</b>		
4010-10 · DM - House Fundraising General	345.00	3,513.00
4010-11 · DM - House Fundraising Renewal	105.00	1,030.00
4010-12 · DM - House Fundraising NewDonor	20.00	20.00
4010-20 · DM - Donor Renewal	12,860.99	26,543.99
4010-30 · DM - New Donor Prospecting	720.00	1,290.00
<b>Total 4010 · Direct Mail Fundraising</b>	<u>14,050.99</u>	<u>32,396.99</u>
<b>4020 · Direct Solicitation Major Donor</b>		
4020-20 · Chair Solicitation	35,500.00	35,500.00
4020-30 · ED Solicitation	0.00	1,500.00
<b>Total 4020 · Direct Solicitation Major Donor</b>	<u>35,500.00</u>	<u>37,000.00</u>
<b>4030 · Online Contributions - Web</b>		
4030-10 · Online Cont - General	1,881.55	2,875.63
4030-20 · Online Cont - Donor Renewal	25,135.00	42,785.00
4030-30 · Online Cont - New Donor Prosp	12,715.00	27,160.00
<b>Total 4030 · Online Contributions - Web</b>	<u>39,731.55</u>	<u>72,820.63</u>
<b>4040 · Tele Fundraising - Phone Bank</b>		
4040-10 · Tele Fund - General	270.00	290.00
4040-20 · Tele Fund - Donor Renewal	525.00	810.00
<b>Total 4040 · Tele Fundraising - Phone Bank</b>	<u>795.00</u>	<u>1,100.00</u>
4080 · Recurring Contrib - Pledge	29,931.26	60,496.26
4090 · Ballot Access / Voter Reg	21,858.30	26,067.30
<b>Total 4000 · General Fundraising</b>	<u>141,867.10</u>	<u>229,881.18</u>
<b>4100 · Project Revenue</b>		
4108 · Building Fund	1,000.00	7,193.00
<b>Total 4100 · Project Revenue</b>	<u>1,000.00</u>	<u>7,193.00</u>
<b>4200 · Events and Conventions</b>		
4200-20 · Conv Fundraising - Unrestricted	281.08	1,093.85
<b>Total 4200 · Events and Conventions</b>	<u>281.08</u>	<u>1,093.85</u>
<b>4300 · Program Revenue</b>		
4310 · Affiliate Development	488.40	638.40
4330 · Media Relations	500.00	500.00
4340 · LP News	160.00	1,985.00
<b>4360 · Campaign Support &amp; Initiatives</b>		
4360-40 · Campaign/Candidate Support	100.00	200.00
<b>Total 4360 · Campaign Support &amp; Initiatives</b>	<u>100.00</u>	<u>200.00</u>
4375 · Brand / Political Materials	4,088.21	9,377.59
4395 · LPedia Historical Preservation	25.00	100.00
<b>Total 4300 · Program Revenue</b>	<u>5,361.61</u>	<u>12,800.99</u>
4600 · Refunds of Contributions	(25.00)	(25.00)
<b>4700 · Other Receipts</b>		
4710 · Interest & Dividends	0.00	0.36
<b>Total 4700 · Other Receipts</b>	<u>0.00</u>	<u>0.36</u>
<b>Total Revenue</b>	<u>148,484.79</u>	<u>250,944.38</u>

Expense	<u>Feb 20</u>	<u>TOTAL</u>
<b>7000 · General Fundraising Expense</b>		
<b>7010 · Direct Mail Fundraising Exp</b>		
7010-10 · DM - House General Expense	12,935.62	27,420.98
7010-20 · DM - Donor Renewal Expense	2,842.58	6,179.26
7010-30 · DM - New Donor Prospecting Exp	579.29	7,529.31
<b>Total 7010 · Direct Mail Fundraising Exp</b>	<u>16,357.49</u>	<u>41,129.55</u>
<b>7030 · Online Contributions Exp - Web</b>		
7030-20 · Online Cont Exp - Donor Renewal	0.00	1,495.20
7030-30 · Online Cont Exp - New Donor	108.42	1,676.10
<b>Total 7030 · Online Contributions Exp - Web</b>	<u>108.42</u>	<u>3,171.30</u>
<b>7040 · Tele Fundraising Expense</b>		
7040-20 · Tele Fund Exp - Donor Renewal	189.00	486.00
<b>Total 7040 · Tele Fundraising Expense</b>	<u>189.00</u>	<u>486.00</u>
7080 · Recurring Contrib - Pledge	2,108.94	3,565.44
7090 · Ballot Access Fundraising Exp	4,579.20	4,624.20
7095 · Credit Card Prc Fees	5,415.26	8,530.65
7099 · Gen Fundraising Staff Salary	957.60	1,987.49
<b>Total 7000 · General Fundraising Expense</b>	<u>29,715.91</u>	<u>63,494.63</u>
<b>7100 · Project-Related Expenses</b>		
<b>7106 · Campus Outreach Project</b>		
7106-20 · Campus Outreach Staff Salary	208.17	465.64
<b>Total 7106 · Campus Outreach Project</b>	<u>208.17</u>	<u>465.64</u>
<b>Total 7100 · Project-Related Expenses</b>	<u>208.17</u>	<u>465.64</u>
<b>7200 · Events and Conventions Exp</b>		
7200-20 · Convention Fundraising Expense	1,321.80	1,321.80
7200-40 · Events & Conv Staff Salary	749.43	1,882.31
<b>Total 7200 · Events and Conventions Exp</b>	<u>2,071.23</u>	<u>3,204.11</u>
<b>7300 · Program-Related Expenses</b>		
<b>7310 · Affiliate Support</b>		
7310-10 · Affiliate Development & Support	2,397.80	6,153.50
7310-20 · Affiliate Support Staff Salary	874.33	1,852.72
<b>Total 7310 · Affiliate Support</b>	<u>3,272.13</u>	<u>8,006.22</u>
<b>7320 · Outreach &amp; Marketing</b>		
7320-20 · Outreach & Marketing Staff Sala	915.96	2,512.28
<b>Total 7320 · Outreach &amp; Marketing</b>	<u>915.96</u>	<u>2,512.28</u>
<b>7330 · Media Relations</b>		
7330-20 · Media Relations Staff Salary	83.27	443.73
<b>Total 7330 · Media Relations</b>	<u>83.27</u>	<u>443.73</u>
<b>7340 · Membership Communications</b>		
7340-10 · LP News	8,603.36	8,975.36
7340-20 · Mem Comm & Support Staff Salary	11,407.92	25,620.36
<b>Total 7340 · Membership Communications</b>	<u>20,011.28</u>	<u>34,595.72</u>
<b>7360 · Campaign Support &amp; Initiatives</b>		
7360-40 · Campaign/Candidate Support	5,160.60	10,025.96
7360-60 · Camp/Cand Support -Staff Salary	749.43	1,109.89
<b>Total 7360 · Campaign Support &amp; Initiatives</b>	<u>5,910.03</u>	<u>11,135.85</u>



	<b>Feb 20</b>	<b>TOTAL</b>
<b>7375 · Brand Development</b>		
7375-10 · Brand / Political Materials	1,422.21	4,120.06
7375-20 · Brand Development Staff Salary	791.06	1,717.96
<b>Total 7375 · Brand Development</b>	<b>2,213.27</b>	<b>5,838.02</b>
<b>7380 · Ballot Access - Other Related</b>		
7380-10 · Ballot Access Petitioning Exp.	8,250.00	8,250.00
7380-20 · Ballot Access Travel/Other Exp	(2,329.71)	777.66
7380-30 · Ballot Access Legal	2,331.60	2,331.60
7380-60 · B/A & Petitioning Staff Salary	957.60	1,884.50
<b>Total 7380 · Ballot Access - Other Related</b>	<b>9,209.49</b>	<b>13,243.76</b>
<b>Total 7300 · Program-Related Expenses</b>	<b>41,615.43</b>	<b>75,775.58</b>
<b>8000 · Salary &amp; Related Expense</b>		
8005 · Salary Bonus Sick & Vac (Admn)	5,210.32	12,288.42
8010 · Hourly Wages (Admin Portion)	1,867.59	3,646.51
8015 · Contract & Paid Internships	3,351.90	7,839.40
8020 · Employer Cont to P/R Tax	1,960.68	3,856.83
8030 · Employer Cont to 401K & Adm	755.60	2,299.69
8040 · Fed & State Unemployment	83.40	340.97
8060 · Health Insurance	1,654.51	3,865.80
8080 · Payroll Service Fees	158.00	394.23
<b>Total 8000 · Salary &amp; Related Expense</b>	<b>15,042.00</b>	<b>34,531.85</b>
<b>8100 · Admin &amp; Overhead Expense</b>		
8110 · Ofc Supplies & Non Cap Equipt	627.68	1,177.85
8120 · Telephone & Data Services	4,238.44	5,674.43
8130 · Postage & Shipping	1,120.02	1,632.17
8140 · Travel, Meeting, & Meals Exp	6,014.95	7,721.20
8170 · Occupancy Expenses		
8170-10 · Mortgage Interest Expense	420.23	836.02
8170-20 · Utilities Expense	472.49	957.54
8170-30 · Property Taxes, Fees & Permits	787.68	1,575.36
8170-40 · Maintenance, Cleaning & Repairs	517.59	989.64
8170-60 · Assc Fees, Rent & Storage	520.00	1,040.00
<b>Total 8170 · Occupancy Expenses</b>	<b>2,717.99</b>	<b>5,398.56</b>
8180 · Printing & Copying	3,368.33	3,965.77
8190 · Software, Hardware & Other IT	7,997.28	14,687.30
8195 · Other Expenses & Bank Fees	298.91	626.06
<b>Total 8100 · Admin &amp; Overhead Expense</b>	<b>26,383.60</b>	<b>40,883.34</b>
<b>8200 · Professional Services</b>		
8210 · Legal		
8210-10 · Legal - General	4,594.00	9,094.00
8210-30 · Litigation-Lobbing Staff Salary	208.17	465.64
<b>Total 8210 · Legal</b>	<b>4,802.17</b>	<b>9,559.64</b>
8230 · FEC Filing & Consulting	0.00	3,200.00
<b>Total 8200 · Professional Services</b>	<b>4,802.17</b>	<b>12,759.64</b>
<b>8300 · Depreciation Expense</b>	<b>2,999.13</b>	<b>5,998.26</b>
<b>Total Expense</b>	<b>122,837.64</b>	<b>237,113.05</b>
<b>Net Revenue</b>	<b>25,647.15</b>	<b>13,831.33</b>

## Balance Sheet Current vs Prior Month

As of February 29, 2020

	Feb 29, 20	Jan 31, 20	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>11 · Cash</b>				
111U · PNC Check Acct 1 (Unrestricted)	55,197.23	36,849.40	18,347.83	49.79%
112U · BBT Check Acct 1 (Unrestricted)	39,165.69	25,276.32	13,889.37	54.95%
113R · PNC Check Acct 2 (Restricted)	193,989.15	195,839.15	(1,850.00)	(0.95%)
114R · BBT Chck Acct 2 (Restricted BF)	17,587.23	16,607.23	980.00	5.9%
<b>Total 11 · Cash</b>	<b>305,939.30</b>	<b>274,572.10</b>	<b>31,367.20</b>	<b>11.42%</b>
<b>Total Checking/Savings</b>	<b>305,939.30</b>	<b>274,572.10</b>	<b>31,367.20</b>	<b>11.42%</b>
<b>Other Current Assets</b>				
<b>13 · Other Current Collectables</b>				
<b>130 · Bequests Expected - Current</b>				
130-10 · Shaber - 1st International Bank	25,229.93	25,229.93	0.00	0.0%
<b>Total 130 · Bequests Expected - Current</b>	<b>25,229.93</b>	<b>25,229.93</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total 13 · Other Current Collectables</b>	<b>25,229.93</b>	<b>25,229.93</b>	<b>0.00</b>	<b>0.0%</b>
<b>16 · Prepaid Expenses</b>				
<b>161 · Bulk Mail Account</b>				
161-10 · Prepaid Bulk Mail VA	1,337.77	1,337.77	0.00	0.0%
<b>Total 161 · Bulk Mail Account</b>	<b>1,337.77</b>	<b>1,337.77</b>	<b>0.00</b>	<b>0.0%</b>
165 · Prepaid Licenses	22,481.69	24,729.69	(2,248.00)	(9.09%)
166 · Prepaid Insurance	3,428.34	3,428.34	0.00	0.0%
<b>167 · Prepaid Convention</b>				
167-10 · Prepaid Convention General Exp	48,224.16	8,631.00	39,593.16	458.73%
167-15 · Prepaid Convention Travel F&B	3,500.00	3,500.00	0.00	0.0%
<b>Total 167 · Prepaid Convention</b>	<b>51,724.16</b>	<b>12,131.00</b>	<b>39,593.16</b>	<b>326.38%</b>
<b>Total 16 · Prepaid Expenses</b>	<b>78,971.96</b>	<b>41,626.80</b>	<b>37,345.16</b>	<b>89.71%</b>
<b>Total Other Current Assets</b>	<b>104,201.89</b>	<b>66,856.73</b>	<b>37,345.16</b>	<b>55.86%</b>
<b>Total Current Assets</b>	<b>410,141.19</b>	<b>341,428.83</b>	<b>68,712.36</b>	<b>20.13%</b>
<b>Fixed Assets</b>				
<b>17 · Fixed Assets</b>				
172 · Furniture & Fixtures	25,878.73	25,878.73	0.00	0.0%
173 · Office Equipment	16,796.61	16,796.61	0.00	0.0%
174 · Computer Hardware	22,801.27	22,801.27	0.00	0.0%
175 · Computer Software	134,876.40	134,876.40	0.00	0.0%
176 · Capital Lease Assets	32,961.61	32,961.61	0.00	0.0%
<b>177 · Office Building</b>				
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%
<b>Total 177 · Office Building</b>	<b>825,000.00</b>	<b>825,000.00</b>	<b>0.00</b>	<b>0.0%</b>
178 · Ofc Imprmnt Acq & Capt Expense	64,269.11	64,269.11	0.00	0.0%
179 · Accumulated Depreciation	(267,859.12)	(264,859.99)	(2,999.13)	(1.13%)
<b>Total 17 · Fixed Assets</b>	<b>854,724.61</b>	<b>857,723.74</b>	<b>(2,999.13)</b>	<b>(0.35%)</b>
<b>Total Fixed Assets</b>	<b>854,724.61</b>	<b>857,723.74</b>	<b>(2,999.13)</b>	<b>(0.35%)</b>
<b>TOTAL ASSETS</b>	<b>1,264,865.80</b>	<b>1,199,152.57</b>	<b>65,713.23</b>	<b>5.48%</b>

LIABILITIES & EQUITY	Feb 29, 20	Jan 31, 20	\$ Change	% Change
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
21 · Accounts Payable	25,125.42	15,372.08	9,753.34	63.45%
<b>Total Accounts Payable</b>	25,125.42	15,372.08	9,753.34	63.45%
<b>Other Current Liabilities</b>				
<b>24 · Accrued Expenses</b>				
241 · Accrued Payroll	13,704.00	14,353.00	(649.00)	(4.52%)
242 · Accrued Vacation	15,140.00	15,140.00	0.00	0.0%
245 · Accrued Real Estate Tax	1,575.36	787.68	787.68	100.0%
<b>Total 24 · Accrued Expenses</b>	30,419.36	30,280.68	138.68	0.46%
<b>25 · Accrued Payroll Taxes</b>				
251 · Payroll Tax Liabilities	0.04	0.00	0.04	100.0%
<b>Total 25 · Accrued Payroll Taxes</b>	0.04	0.00	0.04	100.0%
<b>27 · Deferred Liabilities</b>				
272 · Deferred Convention Revenue	290,726.00	258,072.00	32,654.00	12.65%
<b>Total 27 · Deferred Liabilities</b>	290,726.00	258,072.00	32,654.00	12.65%
<b>Total Other Current Liabilities</b>	321,145.40	288,352.68	32,792.72	11.37%
<b>Total Current Liabilities</b>	346,270.82	303,724.76	42,546.06	14.01%
<b>Long Term Liabilities</b>				
29 · Loans & Mortgages (Principal)	98,140.62	100,620.60	(2,479.98)	(2.47%)
<b>Total Long Term Liabilities</b>	98,140.62	100,620.60	(2,479.98)	(2.47%)
<b>Total Liabilities</b>	444,411.44	404,345.36	40,066.08	9.91%
<b>Equity</b>				
31 · General Operating	787,305.41	788,285.41	(980.00)	(0.12%)
<b>32 · Temp. Restricted Balances</b>				
3204 · Fund - Campus	1,730.39	1,730.39	0.00	0.0%
3210 · Fund - Building	17,587.23	16,607.23	980.00	5.9%
<b>Total 32 · Temp. Restricted Balances</b>	19,317.62	18,337.62	980.00	5.34%
<b>Net Revenue</b>	13,831.33	(11,815.82)	25,647.15	217.06%
<b>Total Equity</b>	820,454.36	794,807.21	25,647.15	3.23%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,264,865.80</b>	<b>1,199,152.57</b>	<b>65,713.23</b>	<b>5.48%</b>

# Statement of Cash Flows

February 2020

	Feb 20	Jan - Feb 20
<b>OPERATING ACTIVITIES</b>		
Net Revenue	25,647.15	13,831.33
Adjustments to reconcile Net Income to net cash provided by operations:		
130-10 · Shaber - 1st International Bank	0.00	10,270.07
130-20 · Clinard - Merch Bank of MI	0.00	13,064.65
161-10 · Prepaid Bulk Mail VA	0.00	(711.27)
165 · Prepaid Licenses	2,248.00	(22,481.69)
167-10 · Prepaid Convention General Exp	(39,593.16)	(40,175.16)
167-15 · Prepaid Convention Travel F&B	0.00	(3,500.00)
169 · Other Prepaid Expense	0.00	1,462.04
21 · Accounts Payable	9,753.34	10,903.41
241 · Accrued Payroll	(649.00)	4,089.30
242 · Accrued Vacation	0.00	1,372.00
245 · Accrued Real Estate Tax	787.68	1,575.36
251 · Payroll Tax Liabilities	0.04	0.04
272 · Deferred Convention Revenue	32,654.00	72,739.00
<b>Net cash provided by Operating Activities</b>	<b>30,848.05</b>	<b>62,439.08</b>
<b>INVESTING ACTIVITIES</b>		
179 · Accumulated Depreciation	2,999.13	5,998.26
180-10 · Shaber - 1st International Bank	0.00	25,229.93
<b>Net cash provided by Investing Activities</b>	<b>2,999.13</b>	<b>31,228.19</b>
<b>FINANCING ACTIVITIES</b>		
29 · Loans & Mortgages (Principal)	(2,479.98)	(4,964.40)
31 · General Operating	(980.00)	(7,193.00)
3210 · Fund - Building	980.00	7,193.00
<b>Net cash provided by Financing Activities</b>	<b>(2,479.98)</b>	<b>(4,964.40)</b>
<b>Net cash increase for period</b>	<b>31,367.20</b>	<b>88,702.87</b>
<b>Cash at beginning of period</b>	<b>274,572.10</b>	<b>217,236.43</b>
<b>Cash at end of period</b>	<b>305,939.30</b>	<b>305,939.30</b>

## 2020 Convention Revenue & Liability Report As of 02/29/2020

Account:	# Packages	\$ Actual
272 · Deferred Convention Revenue	574	\$281,477.00
HQ-20Basic	177	
HQ-20Bronze	13	
HQ-20Silver	48	
HQ-20Gold	226	
HQ-20Welcome	44	
HQ-20Training	66	
167 · Prepaid Convention General Exp		(\$51,724.16)
<b>Net Deferred Convention Revenue</b>		<b><u>\$229,752.84</u></b>
113R · PNC Check Acct 2 (Net Conv Restricted)		\$192,258.76
<b>Net Convention Unfunded Liability</b>		<b><u>\$37,494.08</u></b>
4200-20 · Conv Fundraising - Unrestricted		\$30,995.45
<b>Total Net Conv Liability plus Unrestricted Revenue</b>		<b>\$68,489.53</b>

**RELATED PARTY TRANSACTIONS AS OF: 01/31/20**

Related Party Donations	Mem Expires / BSM Expires	MTD Contributions	YTD Contributions	Lifetime Giving (Since 1990)	Liberty Pledge Club
Erin Adams	Life Member	\$ -	\$ -	\$ 1,292.70	
Phillip Anderson	12/31/20 - 10/31/20	\$ -	\$ -	\$ 324.00	
Paul Bilyeu *	Life Member	\$ 100.00	\$ 100.00	\$ 7,840.00	Yes
Whitney Bilyeu	Life Member	\$ 208.00	\$ 208.00	\$ 6,386.00	Yes
Ethan Bishop-Henchman *	Life Member	\$ -	\$ -	\$ 1,545.00	
Joseph Bishop-Henchman	Life Member	\$ 15.00	\$ 15.00	\$ 14,828.50	
Christopher Campbell *	04/04/21 - 02/14/21	\$ 25.00	\$ 25.00	\$ 308.00	
Timothy Ferreira	Life Member	\$ -	\$ -	\$ 3,451.09	
Pat Ford	11/15/20 - 02/05/21	\$ 150.00	\$ 150.00	\$ 550.00	
Sam Goldstein	Life Member	\$ 100.00	\$ 100.00	\$ 8,137.45	Yes
Kevin Hagan *	10/12/20 - 03/04/21	\$ -	\$ -	\$ 773.00	
Timothy Hagan	Life Member	\$ 20.00	\$ 20.00	\$ 10,676.82	Yes
Caryn Ann Harlos	Life Member	\$ 20.00	\$ 20.00	\$ 6,275.09	Yes
Wayne Harlos *	01/14/20 - 08/02/20	\$ -	\$ -	\$ 1,363.00	
Daniel Hayes *	Life Member	\$ 100.00	\$ 100.00	\$ 35,508.00	
Jeffery Hewitt	Life Member	\$ 108.00	\$ 108.00	\$ 3,016.00	
Susan Hogarth	12/31/20 - 03/10/21	\$ 131.37	\$ 131.37	\$ 2,722.44	Yes
James Lark	Life Member	\$ 30.00	\$ 30.00	\$ 79,242.30	Yes
Richard Longstreth	Life Member	\$ 408.00	\$ 408.00	\$ 2,886.00	Yes
Alicia Mattson	Life Member	\$ -	\$ -	\$ 4,449.00	
Alex Merced	Life Member	\$ 138.00	\$ 138.00	\$ 3,854.15	Yes
Dustin Nanna	07/10/20 - 07/30/20	\$ -	\$ -	\$ 1,868.00	
Steven Nekhaila	Life Member	\$ 183.77	\$ 183.77	\$ 3,090.40	Yes
Justin O'Donnell	01/13/21 - 01/13/21	\$ -	\$ -	\$ 746.50	
<i>Kenneth B. Olsen **</i>	<i>10/31/20 - 01/15/21</i>	<i>\$ 108.00</i>	<i>\$ 108.00</i>	<i>\$ 1,150.00</i>	
John Phillips	Life Member	\$ -	\$ -	\$ 3,503.20	Yes
William Redpath	Life Member	\$ 17.00	\$ 17.00	\$ 118,700.00	Yes
Frank Sarwark *	10/31/17 - 10/31/17	\$ -	\$ -	\$ 3,436.00	
Nicholas Sarwark	Life Member	\$ 20.00	\$ 20.00	\$ 6,332.00	Yes
Valerie Sarwark *	12/31/20 - 03/01/21	\$ 10.00	\$ 10.00	\$ 564.00	Yes
Victoria Paige Sexton	01/29/21 - 01/13/21	\$ 50.00	\$ 50.00	\$ 610.50	
Joshua Smith	12/31/20 - 03/01/21	\$ 25.00	\$ 25.00	\$ 1,563.00	Yes
Aaron Starr *	Life Member	\$ 54.00	\$ 54.00	\$ 21,156.00	
Elizabeth Van Horn	Life Member	\$ -	\$ -	\$ 2,083.00	
Francis Wendt	02/05/21 - 02/05/21	\$ -	\$ -	\$ 604.00	
Total Contributions:		\$ 2,021.14	\$ 2,021.14	\$ 360,835.14	

\* Non LNC Member disclosed related party \*\*\* Thru 01/20 only

Related Party Disbursements	Memo	MTD Disbursements	YTD Disbursements
Libertarian Party California	Convention Fee	\$ 365.00	\$ 365.00
Libertarian Party Texas	Convention Fee	\$ -	\$ 190.00
Nicholas Sarwark	Reimbursed Expenses	\$ 736.55	\$ 736.55
Total Disbursements:		\$ 1,101.55	\$ 1,291.55

**CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 02/29/20**

Chair	Memo	MTD	YTD