To: Arizona Libertarian Party Board of Directors, State Committee, and Convention Auditor

From: Robert Allen Pepiton, Treasurer

Re: 2022 State Meeting Financials

Date: April 23, 2022

Below is the detailed report of the financials related to the 2022 Arizona Libertarian Party Convention held January 15 & 16 in Tucson Arizona.

Some receipts are not provided on the report to try to cut down on printing. Other Items and expenses can be had by asking for them from the Chair or Treasurer if they have not already been provided to you.

The AZLP board initially allocated $20,000 to the 2022 convention in hopes it would be a launching and coming out party for the Liberty movement in Arizona. An additional $1000 was allocated for an order of tee shirts. The site for the Convention was lobbied and presented by the Chair of the Convention committee to the Executive Committee of the Arizona Libertarian Party. No alternatives for Venue, Food, less expensive or cost-effective options was presented to the board. The claim made by the Convention Chair was that donations given to the party by that time where directly tied to the promise of the convention being held at the Omni Tucson International, a five-star resort located in northern Tucson, with a price tag to match.

The Original contract brought to the Board was for a $20,000 Food and Beverage minimum and many rooms required to be booked by the Parties Guest. Looking into the contract it was discovered that the $20,000 contract did not include Tax, Gratuity, or resort fees totaling an additional 30.1% ($6,020.00). The Chair and Treasurer relayed the displeasure of such high fees and taxes, and the failure to disclose them by the Committee chair. The Fee's alone would be higher than many prior conventions had required, even for a similar number of attendees. On top of that, it far exceeded the budget. Attempts where made by the Convention Chair to downplay the food and Beverage minimum by claiming that drinks purchased by Convention guest would be credited towards the food and beverage minimum. This was not the case, in fact associated fees to have a bartender present where an additional cost of nearly $200 with fees included that would not count towards the minimum either. These additional fees were also not mentioned by the Committee Chair during the meeting.

Though the remainder of that meeting it was determined that the Chair would attempt to negotiate a $15,000 Food and Beverage Minimum. The $15,000 contract would result in a $19,905.30 minimum bill. The Venue accepted the Chairs proposal and counter, and a contract was

signed shortly after as the board had voted for, despite some uneasiness from some members of the board given the anemic convention sales that had happened to that point.

At no time during the meeting where food options and prices mentioned or discussed. This would prove to be a large issue as will be shown shortly.

Tee Shirts where ordered which came to a total of $1093.23, over budget as it appears that taxes where not accounted for when making the purchase or the shirts by the Convention committee chair.

The detailed receipt from the Omni details the cost of each item.

$524.40 total for two nights for our Guest of honor Jo Jorgensen

$24,951.51 total for food and beverages as well as Sales tax of 6.3% and the 24% service charge.

A Detailed break down of the costs associated with each ticket type is included below.

A more detailed invoice titled “cost estimate sheet-AZLP 1-15-22” laying out the price for each meal not including taxes and fees has been provided to the Chair

OMNI HOTELS & RESORTS
tucson national

RECEIPT OF PAYMENT

2727 W Club Dr
Tucson, AZ 85742
Phone: 520-877-2327
Fax: 520-877-2323
Accounting Contact: Bethany Wedsworth

DATE: January 20, 2022
INVOICE # 011822AZLP

AZLP State Committee Meeting

DESCRIPTION			AMOUNT
(ROOM & TAX)			
Date			
Saturday, January 15, 2022	1 Room Night + $15 RSF - Jorgensen Jo		$234.00
Sunday, January 16, 2022	1 Room Night + $15 RSF - Jorgensen Jo		$234.00
		Tax 12.05%	$56.40
TOTAL ROOM AND TAX			$524.40
(FOOD AND BEVERAGE)			
Date	**BEO #**		
Saturday, January 15, 2022	75904 - Dinner & A Show		$5,491.80
Saturday, January 15, 2022	75905 - Bartender Fee		$150.00
Saturday, January 15, 2022	75902 - Beverage Service		$828.00
Saturday, January 15, 2022	75903 - Lunch		$4,407.60
Sunday, January 16, 2022	76020 - Breakfast Buffet		$630.00
Sunday, January 16, 2022	76025 - Lunch To-Go		$1,911.00
Sunday, January 16, 2022	76028 - Bartender Fee		$150.00
Sunday, January 16, 2022	76029 - Dinner		$5,397.00
		BEO Sales Tax 6.10%	$1,434.54
		BEO Service Charge 24.0%	$4,551.57
TOTAL FOOD & BEVERAGE			$24,951.51
SUBTOTAL			$25,475.91
(DEPOSITS)			
Friday, November 12, 2021	MC - 9787		-$7,500.00
Wednesday, December 22, 2021	MC - 9787		-$7,500.00
Wednesday, January 12, 2022	MC - 9787		-$2,999.00
Thursday, January 13, 2022	MC - 9787		-$2,999.00
Friday, January 14, 2022	MC - 9787		-$216.30
Saturday, January 15, 2022	MC - 9787		-$2,999.00
Sunday, January 16, 2022	MC - 9787		-$729.34
Sunday, January 16, 2022	MC - 9787		-$9.00
Thursday, January 20, 2022	MC - 9787		-$524.27
AMOUNT DUE			$0.00

Make all checks payable to Omni Tucson National Resort
2727 W Club Dr
Tucson, AZ 85742

THANK YOU FOR YOUR BUSINESS!

if desired, however not included here because when inserted it appeared very pixilated and unreadable.

The cost of each individual meal with tax and fees is as follows:

Saturday Business Lunch - $77.49

Saturday Dinner - $103.55

Sunday Breakfast - $58.55

Sunday Lunch - $49.72

Sunday Dinner - $117.03

Business meeting lunch only:

Email	Quantity	Ticket Type	Order Type	Total Paid	Fees	Net Payment
boyd.trolinger@gmail.com	2	State Committee Meeting Lunch	Eventbrite Completed	$ 56.86	$ 6.86	$ 50.00
jasongraun@icloud.com	1	State Committee Meeting Lunch	Eventbrite Completed	$ 28.43	$ 3.43	$ 25.00
BILLHOPKINS.PHOENIX@GMAIL.COM	1	State Committee Meeting Lunch	Eventbrite Completed	$ 28.43	$ 3.43	$ 25.00
info@freedomlibrary.org	1	State Committee Meeting Lunch	Eventbrite Completed	$ 28.43	$ 3.43	$ 25.00
sgsutton@me.com	2	State Committee Meeting Lunch	Eventbrite Completed	$ 56.86	$ 6.86	$ 50.00
mrshelland@yahoo.com	1	State Committee Meeting Lunch	Eventbrite Completed	$ 28.43	$ 3.43	$ 25.00
rohockey09@gmail.com	2	State Committee Meeting Lunch	Eventbrite Completed	$ 56.86	$ 6.86	$ 50.00
	10				Total sales	$ 250.00
					Average	$ 25.00
					Cost of Business Lunch	$ 77.49
					Total Cost	$ 774.90
					Net per lunch	$ (52.49)
					Net total	$ 524.90

Business meeting lunch only was offered by the COC to attendees of the business meeting. Meals were sold for $25 each, however the food cost with the included Tax and Service charge was $77.49. A loss of $52.49 for each ticket sold. Resulting in a Net loss of $524.90 for this Category.

Sunday Breakfast:

Email	Quantity	Ticket Type	Order Type	Total Paid	Fees	Net Payment
bthomson1261@gmail.com	1	Breakfast	Eventbrite Partially Refunded	33.76	3.76	30.00
mrivka7777@comcast.net	2	Breakfast	Eventbrite Refunded	55.09	5.09	50.00
	3	* VIP's and Gold level donors not included			Total sales	$ 80.00
					Average	$ 26.67
					Cost of Breakfast	$ 58.55
					Total Cost	$ 819.63
					Net per lunch	$ (31.78)
					Net total	$ 739.63

1-Day Ticket Sales:

Email	Quantity	Ticket Type	Order Type	Total Paid	Fees	Net Payment
marc@ohio.usa.com	1	1-Day Registration	Eventbrite Completed	$ 150.00	$ 11.50	$ 138.50
tbreland93@gmail.com	1	1-Day Registration	Eventbrite Completed	$ 150.00	$ 11.50	$ 138.50
jcniedfeldt@gmail.com	1	1-Day Registration	Eventbrite Completed	$ 100.00	$ 8.25	$ 91.75
bthomson1261@gmail.com	1	1-Day Registration	Eventbrite Partially Refunded	$ 150.00	$ 11.50	$ 138.50
vijil619@gmail.com	1	1-Day Registration	Eventbrite Completed	$ 75.00	$ 6.62	$ 68.38
dsawtamietti@msn.com	1	1-Day Registration	Eventbrite Completed	$ 75.00	$ 6.62	$ 68.38
johnpaulplante@hotmail.com	1	1-Day Registration	Eventbrite Completed	$ 150.00	$ 11.50	$ 138.50
etwilleynolan@gmail.com	1	1-Day Registration	Eventbrite Completed	$ 150.00	$ 11.50	$ 138.50
ladydesol@yahoo.com	2	1-Day Registration	Eventbrite Completed	$ 150.00	$ 13.24	$ 136.76
kenwdelong@protonmail.com	1	1-Day Registration	Eventbrite Completed	$ 150.00	$ 11.50	$ 138.50
henri.rmclane@gmail.com	1	1-Day Registration	Eventbrite Completed	$ 150.00	$ 11.50	$ 138.50
thayne@cullimore.org	1	1-Day Registration	Eventbrite Completed	$ 150.00	$ 11.50	$ 138.50
SheriffDavidHathaway@gmail.com	3	1-Day Registration	Eventbrite Completed	$ 450.00	$ 34.50	$ 138.50
voteforreese@gmail.com	1	1-Day Registration	Eventbrite Completed	$ 150.00	$ 11.50	$ 138.50

fastjoe93@gmail.com	1	1-Day Registration	Eventbrite Completed	$	150.00	$	11.50	$ 138.50
hroo772@gmail.com	1	1-Day Registration	Eventbrite Completed	$	150.00	$	11.50	$ 138.50
mjgardiner9@gmail.com	1	1-Day Registration	Eventbrite Completed	$	150.00	$	11.50	$ 138.50
	20					Total Net sales		$ 2,165.77
						Average sale		$ 127.40
						Cost of Ticket		$ 181.04
						Total Cost		$ 3,620.80
						Net per ticket		$ (53.64)
						Net total		$ 1,455.03

The story is much the same for 1 day ticket sales. Its important to note that no distinction was made by the COC though the ticket portal if the ticket was for Saturday or Sunday. When trying to give final numbers to the Omni the week prior to the event, after the COC chair resigned, it was assumed that all 1-day tickets were for Saturday. The average loss from a 1-day ticket sale was $53.64 a total los of $1072.84 for this category of ticket.

2-Day Tickets Sales:

Email	Quantity	Ticket Type	Order Type	Total Paid	Fees	Net Payment
ngineer2003@hotmail.com	1	2-Day Registration	Eventbrite Partially Refunded	$ 250.00	$ 18.02	$ 231.98
sk8nfelon@yahoo.com	1	2-Day Registration	Eventbrite Completed	$ 250.00	$ 18.02	$ 231.98
jasongraun@icloud.com	1	2-Day Registration	Eventbrite Completed	$ 250.00	$ 18.02	$ 231.98
oosheilann1@aol.com	1	2-Day Registration	Eventbrite Refunded	$ 250.00	$ 18.02	$ 231.98
oosheilann1@aol.com	1	2-Day Registration	Eventbrite Completed	$ 125.00	$ 9.88	$ 115.12
realhustlebunny@gmail.com	1	2-Day Registration	Eventbrite Completed	$ 250.00	$ 18.02	$ 231.98
nmadden1998@gmail.com	1	2-Day Registration	Eventbrite Completed	$ 200.00	$ 14.76	$ 185.24
JoeCobb@cox.net	1	2-Day Registration	Eventbrite Completed	$ 250.00	$ 18.02	$ 231.98
tangelo100@protonmail.com	1	2-Day Registration	Eventbrite Refunded	$ 200.00	$ 14.76	$ 185.24
dirksheffer@gmail.com	1	2-Day Registration	Eventbrite Partially Refunded	$ 250.00	$ 18.02	$ 231.98
MK@USazLaw.com	1	2-Day Registration	Eventbrite Completed	$ 125.00	$ 9.88	$ 115.12
emilysgoldbergacp@gmail.com	1	2-Day Registration	Eventbrite Completed	$ 125.00	$ 9.88	$ 115.12

tangelo100@protonmail.com	1	2-Day Registration	Eventbrite Completed	$	125.00	$	9.88	$	115.12
brandon.j@blacksuitindustries.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
tbdunamis@gmail.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
e.rex.arsenal@gmail.com	1	2-Day Registration	Eventbrite Completed	$	200.00	$	14.76	$	185.24
nmadden1998@gmail.com	1	2-Day Registration	Eventbrite Refunded	$	250.00	$	18.02	$	231.98
andrew.w.lei@gmail.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
e.petersen.physics@gmail.com	1	2-Day Registration	Eventbrite Partially Refunded	$	250.00	$	18.02	$	231.98
thorulee@gmail.com	2	2-Day Registration	Eventbrite Completed	$	250.00	$	19.76	$	230.24
norquesp@u.arizona.edu	1	2-Day Registration	Eventbrite Completed	$	125.00	$	9.88	$	115.12
derbe.dike@outlook.com	1	2-Day Registration	Eventbrite Completed	$	125.00	$	9.88	$	115.12
ckalabus@gmail.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
dsawtamietti@msn.com	1	2-Day Registration	Eventbrite Completed	$	125.00	$	9.88	$	115.12
jfenske.realestate@gmail.com	1	2-Day Registration	Eventbrite Completed	$	125.00	$	9.88	$	115.12
richwnuk85@gmail.com	1	2-Day Registration	Eventbrite Completed	$	125.00	$	9.88	$	115.12
dereth_wanderer@yahoo.com	2	2-Day Registration	Eventbrite Partially Refunded	$	250.00	$	19.76	$	230.24
madness1983666@gmail.com	1	2-Day Registration	Eventbrite Partially Refunded	$	125.00	$	9.88	$	115.12
arthur.kerschen@cox.net	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
pmcm67@hotmail.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
a.rose@snc.care	2	2-Day Registration	Eventbrite Completed	$	400.00	$	29.52	$	370.48
brunoberto1616@gmail.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
sastewart@aol.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
jacob.uselton@gmail.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
sean.stinson@azlp.org	1	2-Day Registration	Eventbrite Partially Refunded	$	125.00	$	9.88	$	115.12
oneworldfamily@protonmail.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
pendleton177@gmail.com	1	2-Day Registration	Eventbrite Completed	$	112.50	$	9.06	$	103.44
sueann5455@yahoo.com	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
mrivka7777@comcast.net	1	2-Day Registration	Eventbrite Completed	$	250.00	$	18.02	$	231.98
allymunsell@gmail.com	2	BOGO 2-Day (Select 2)	Eventbrite Completed	$	375.00	$	27.88	$	347.12
SheriffDavidHathaway@gmail.com	1	VIP 2-Day Registration	Eventbrite Completed	$	75.00	$	6.62	$	68.38
	45						Total Net sales	$	8,043.52
							Average sale	$	178.74
							Cost of Ticket	$	347.79
							Total Cost	$	15,650.55
							Net per ticket	$	(169.05)
							Net total	$	7,607.03

By now a theme should be developing, as once again ticket sales did not come close to covering the expenses related to the event. This was unfortunate because it was later discovered that numbers where short for Sundays lunch and dinner additional meals had to be ordered to satisfy guest, but they came with a penalty fee or $3.00 each. Losses of $169.05 per ticket totaling $7,607.03.

Overall, an event given a total budget of $21,000
Expenses totaled $27,436.95
Total revenues for the event totaled $33,469.86 ($14,106.53 stripe donations, $13018.82* Ticket sales, $6,700 Cash/Checks)
Refunded Donations from Stripe $10,000.00 for overbilling to Wehner Realty
Net revenue $23,469.86

Some Expenses for breakfast ($300) and the whiskey tasting event ($210) where offset by donations made by the Chair and Treasurer, other undisclosed in-kind donations may have also happened without the knowledge of the AZLP Chair or Treasurer. The convention parliamentarian cost $700 (not featured in these numbers).

Resulting in immediate direct loss for the Party of $3,611.60.

Another Issue I believe needs to be raised. It was discovered that an adjacent event was created by the Convention Chair. This Separate event was created only to sell tickets for the Dave Smith Comedy event on Sunday evening. Total Sales for this event where $2333.16 with a net amount of $2135. Of this $355.49 was deposited to the AZLP's account. The remaining $1779.51 of ticket sales was deposited directly into the Account of Jeremy Todd. This Allocation of funds was not approved in any way by the AZLP, the ticket sales and deposit information were under the control of the convention Chair at the time. It is assumed that the change in the deposit information for those ticket sales were deliberately made.

Bank Account Nickname	Payout ID	Expected sent date	Expected arrival date	Gross online sales	Fees	Net ticket sales	Payout amount
Jeremy	LPO25542069	2022-01-21	2022-01-27	2333.16	198.16	2135	1068.18
Jeremy	LPO25128729	2022-01-12	2022-01-19	1490.88	125.88	1365	601.89
Jeremy	LPO24904269	2022-01-05	2022-01-11	650.37	55.37	595	109.44
AZLP Account	LPO24654049	2021-12-29	2022-01-04	497.55	42.55	455	355.49

The total losses related to the direct loss and funds transmitted to Jeremy Todd, plus parliamentarian, total at $6,091.11.