



NOV 2019 END OF MONTH FINANCIAL REPORTS

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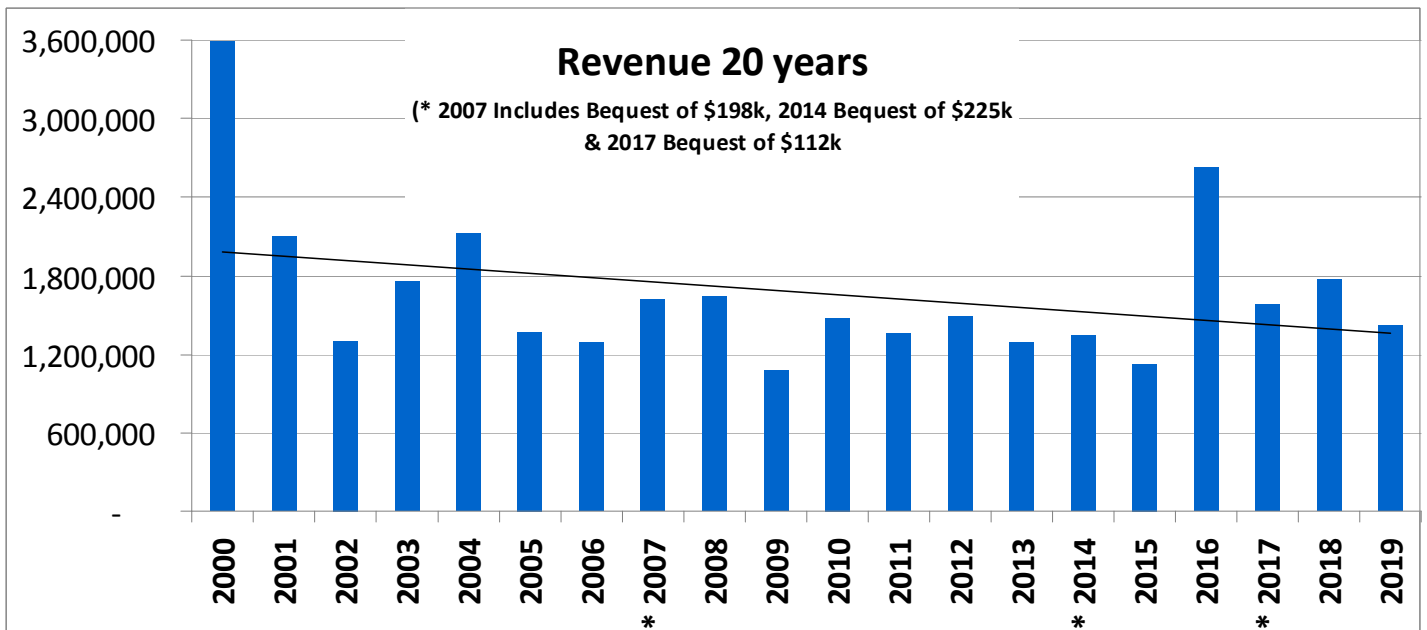
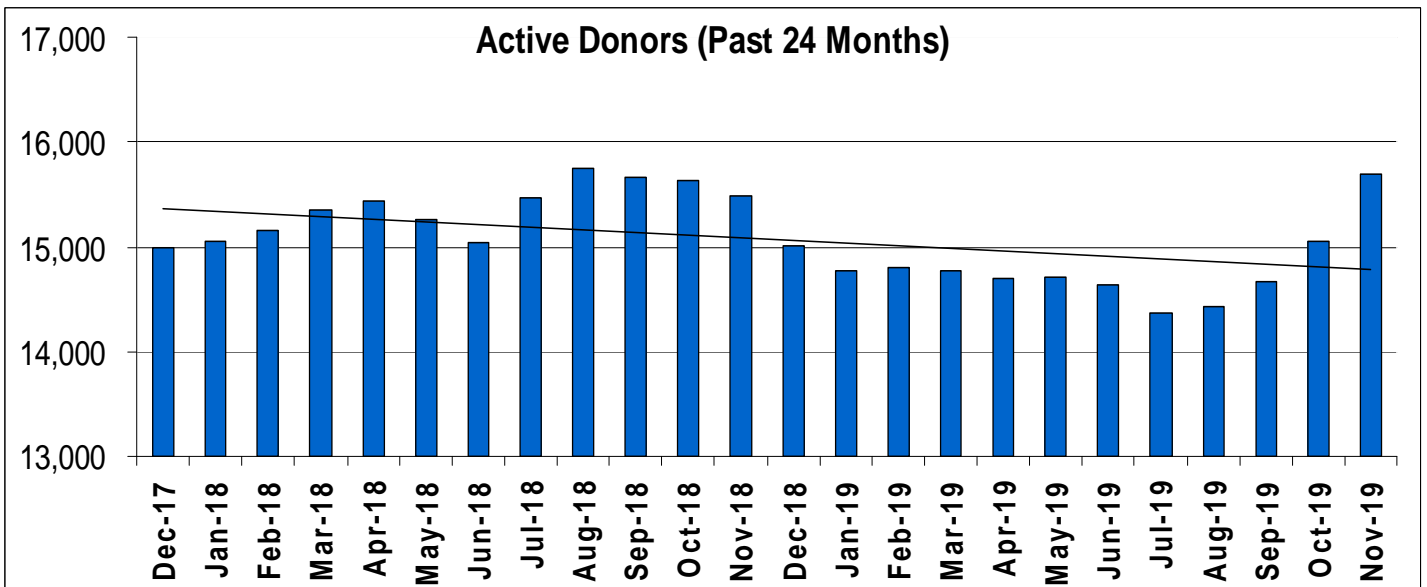
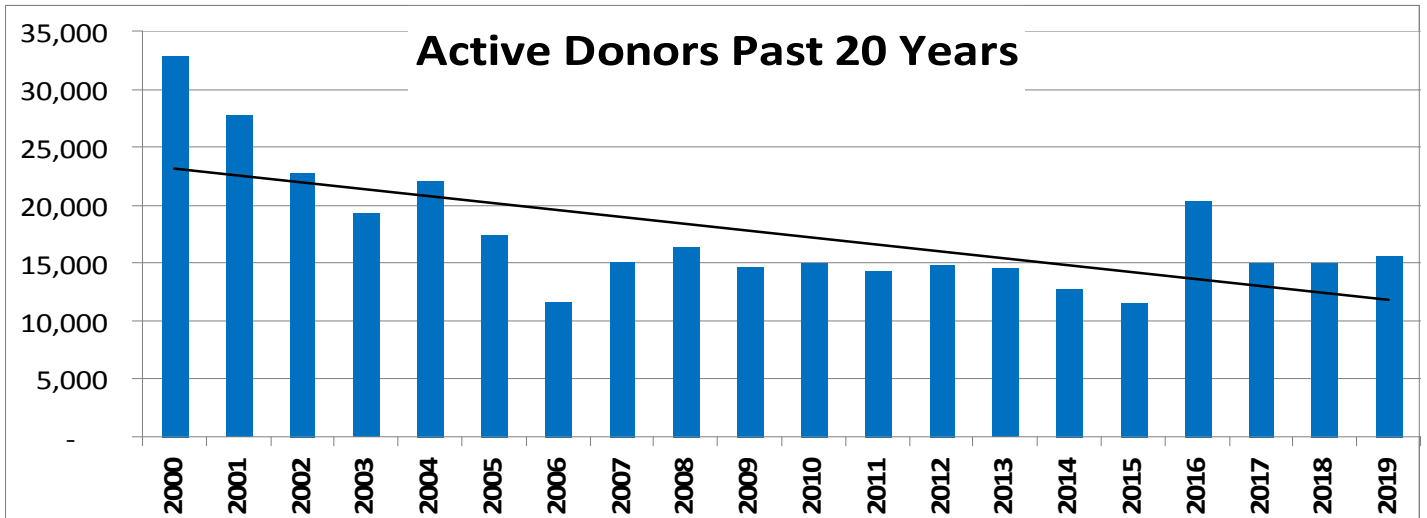
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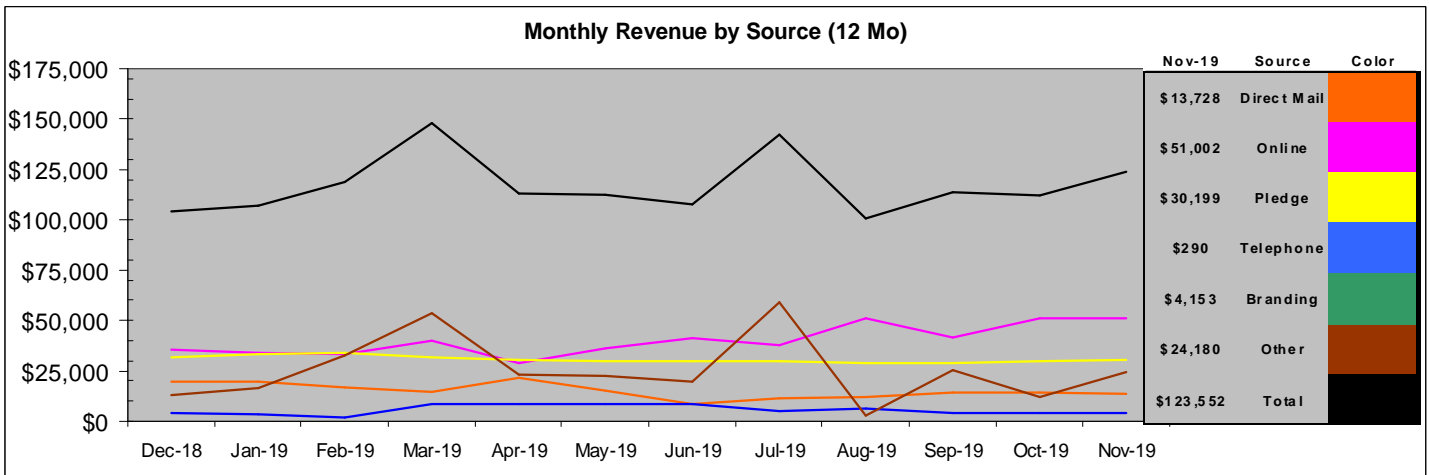
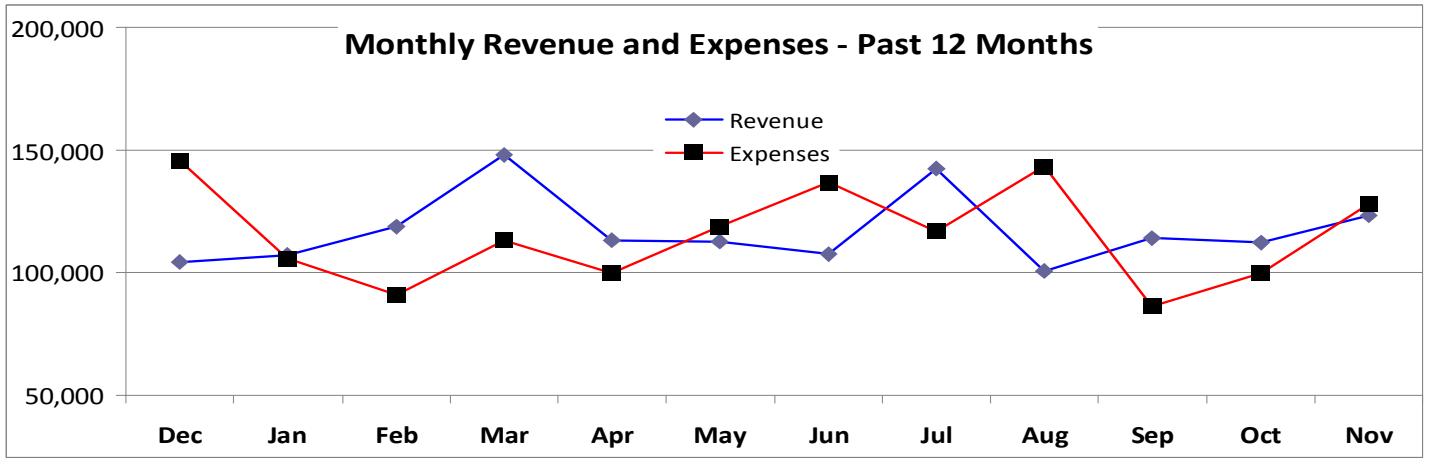
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End of Month Reports – Charts





Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2019 Resv Target = \$57,225 - Curr Month Resv = -\$31,889 *

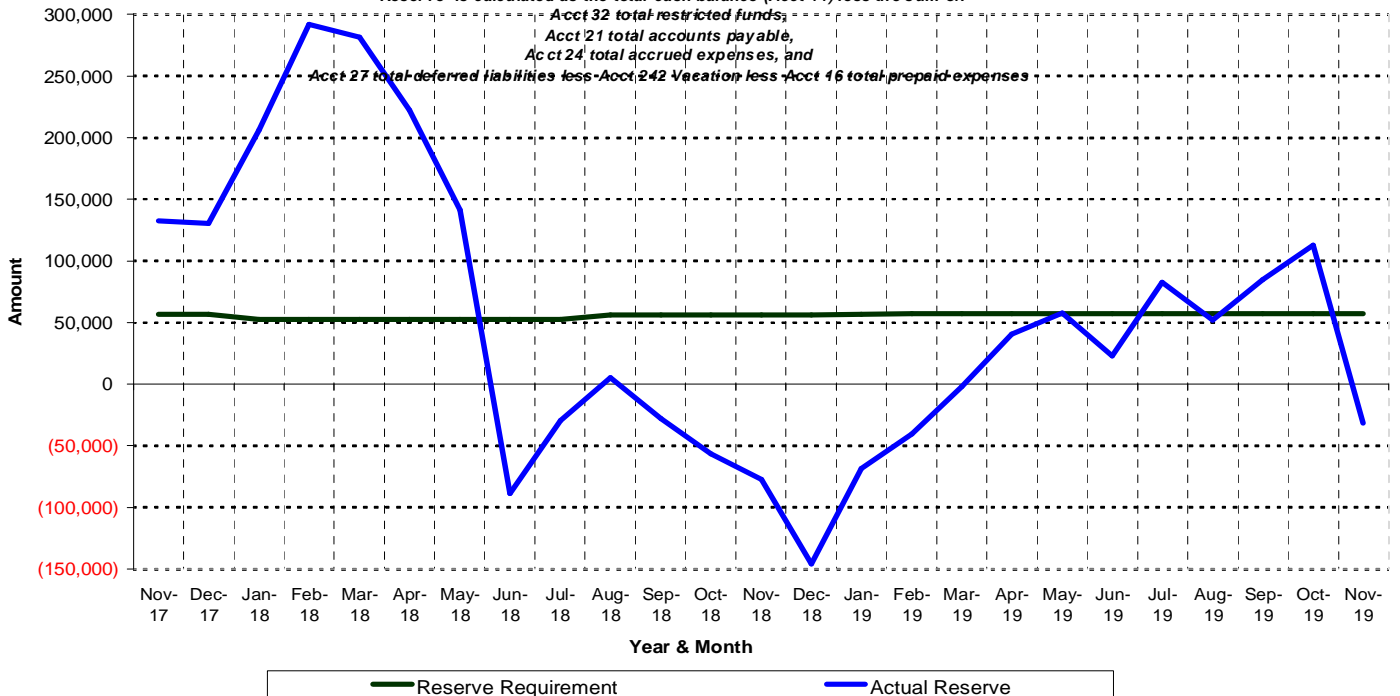
* Reflects definition change effective 11/19

Reserve Requirement = Sum of Monthly Occupancy, Labor & Governance Expenses

"Reserve" is calculated as the total cash balance (Acct 11) less the sum of:

Acct 32 total restricted funds,
Acct 21 total accounts payable,
Acct 24 total accrued expenses, and

Acct 27 total deferred liabilities less Acct 242 Vacation less Acct 16 total prepaid expenses



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	559,014
% Total Non Conv Revenue	33%	35%	38%	39%	43%
General Fundraising	676,329	1,178,909	764,757	762,568	602,780
% Total Non Conv Revenue	61%	51%	52%	51%	46%
Project/Program/Other	68,339	346,495	156,261	145,456	139,198
% Total Non Conv Revenue	6%	15%	11%	10%	11%
Total Non Convention Package Revenue	1,113,299	2,332,854	1,475,706	1,491,106	1,300,992

P&L Acct Summary Last Month Plus YTD

January through November 2019

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	YTD TL
Revenue												
4000 · General Fundraising	87,767	98,289	126,020	85,404	98,875	93,833	130,214	92,333	105,466	106,345	102,017	1,126,563
4100 · Project Revenue	8,225	3,527	4,095	9,792	273	4,821	885	1,460	4,200	303	14,433	52,014
4200 · Events and Conventions	3,734	13,177	9,025	8,930	607	59	3,910	(211)	164	693	594	40,682
4300 · Program Revenue	7,188	3,840	9,864	10,162	12,838	8,530	7,544	7,103	3,754	4,891	6,606	82,320
4600 · Refunds of Contributions	0	0	(500)	(1,000)	0	0	(35)	0	0	0	(100)	(1,635)
4700 · Other Receipts	7	16	393	2	2	314	2	2	306	2	2	1,048
Total Revenue	106,921	118,849	148,897	113,290	112,595	107,557	142,520	100,687	113,890	112,234	123,552	1,300,992
Expense												
7000 · General Fundraising Exp	20,216	19,169	14,558	20,734	24,434	31,556	22,731	26,165	20,540	22,057	36,474	258,634
7100 · Project-Related Expenses	156	0	0	0	0	0	0	0	0	0	0	156
7200 · Events and Conventions	3,733	1,234	4,105	1,665	3,028	841	2,267	3,974	360	926	732	22,865
7300 · Program-Related Expenses	31,078	34,004	52,653	31,171	45,155	61,446	42,370	42,874	33,540	34,893	51,813	460,997
8000 · Salary & Related Expense	16,917	15,218	15,784	19,064	19,971	16,911	20,194	18,148	14,935	15,379	14,895	187,416
8100 · Admin & Overhead Expense	14,995	13,080	17,986	19,086	17,692	15,627	20,525	18,967	8,376	15,168	14,469	175,971
8200 · Professional Services	11,000	6,079	6,043	6,133	6,356	6,510	6,360	30,896	6,000	7,400	7,219	99,996
8300 · Depreciation Expense	2,047	2,047	2,047	2,047	2,047	4,009	2,374	2,374	2,374	2,374	2,374	26,114
Total Expense	100,142	90,831	113,176	99,900	118,683	136,900	116,821	143,398	86,125	98,197	127,976	1,232,149
Net Revenue (Loss)	6,779	28,018	35,721	13,390	(6,088)	(29,343)	25,699	(42,711)	27,765	14,037	(4,424)	68,843

Balance Sheet Summary - Current vs Prior Month

	Nov 30, 19	Oct 31, 19	\$ Change	% Change
ASSETS				
Current Assets				
Total Checking/Savings	187,237.22	142,657.98	44,579.24	31.25%
Total Other Current Assets	69,543.17	67,224.22	2,318.95	3.45%
Total Current Assets	258,280.39	212,132.20	46,148.19	21.75%
Total Fixed Assets	820,047.59	822,421.70	(2,374.11)	-0.29%
Total Non Current- Other	25,481.56	25,481.56	0.00	0.00%
TOTAL ASSETS	1,103,809.54	1,060,035.46	43,774.08	4.13%
LIABILITIES & EQUITY				
Liabilities				
Total Current Liabilities	242,033.14	191,613.72	50,419.42	26.31%
Total Long Term Liabilities	164,122.03	166,343.25	(2,221.22)	-1.34%
Total Liabilities	406,155.17	357,956.97	48,198.20	13.47%
Total Equity	697,654.37	702,078.49	(4,424.12)	-0.63%
TOTAL LIABILITIES & EQUITY	1,103,809.54	1,060,035.46	43,774.08	4.13%

Standard Statement of Operations - 2019

Budget vs. Actual

	Un- restricted Nov-19	Temp. Restricted	Total Nov- 19	2019 YTD	Budget Year to Date	Actual vs. Budget YTD	Annual Budget 2019 *	2019 Budget Remaining
Support and Revenue								
20-Membership Dues	58,322		58,322	559,015	525,800	33,215	573,600	14,585
21-Donations	7,192		7,192	102,510	196,717	(94,207)	214,600	112,090
22-Recurring Gifts	30,199		30,199	335,537	293,425	42,112	320,100	(15,437)
23-Board/ED Solicitation Major Gifts	4,005		4,005	132,640	151,708	(19,068)	165,500	32,860
24-Convention Revenue	0		0	0	0	0	0	0
25-Project Program Revenue	2,000	14,433	16,433	70,219	80,392	(10,172)	87,700	17,481
26-Brand Dev / Political Materials	4,153		4,153	63,210	61,208	2,002	66,772	3,562
27-Ballot Access & Related Donations	2,793		2,793	35,908	68,750	(32,842)	75,000	39,092
28-Membership Communication	453		453	905	183	722	200	(705)
29-Other Revenue	2		2	1,048	0	1,048	0	(1,048)
Total Support and Revenue	109,119	14,433	123,552	1,300,992	1,378,183	(77,191)	1,503,472	202,480
Cost of Support and Revenue								
32-Fundraising Costs	24,254		24,254	118,362	146,850	(28,488)	160,200	41,838
33-Membership Fundraising Costs	7,914		7,914	111,464	151,443	(39,978)	165,210	53,746
35-Convention	0		0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0		0	1,468	11,000	(9,532)	12,000	10,532
37-Building Fundraising Exp	0	2,478	2,478	3,734	0	3,734	0	(3,734)
Total Cost of Support and Revenue	32,168	2,478	34,645	235,027	309,293	(74,265)	337,410	102,383
Net Support Available for Programs	76,951	11,956	88,907	1,065,965	1,068,890	(2,925)	1,166,062	100,097
Program Expense								
40-Administrative Costs	22,367	777	23,143.55	285,956.57	273,808	12,148	298,700	12,743
45-Compensation	34,874		34,873.96	449,899.77	487,483	(37,584)	531,800	81,900
50-Affiliate Support	8,781		8,781.00	78,659.18	82,500	(3,841)	90,000	11,341
55-Brand Dev / Political Materials	2,294		2,293.66	39,269.62	52,525	(13,255)	57,300	18,030
58-Campus Outreach	0		0.00	75.02	8,250	(8,175)	9,000	8,925
60-Candidate, Campaign & Initiatives	8,890		8,889.52	73,514.38	68,200	5,314	74,400	886
70-Ballot Access VR & Related Exp	0		0.00	0.00	20,167	(20,167)	22,000	22,000
75-Litigation	0	1,019	1,018.97	19,782.95	23,833	(4,050)	26,000	6,217
80-Media **	100		100.00	13,227.03	12,595	632	13,740	1,513
85-Member Communication	14,180		14,180.07	29,744.87	36,117	(6,372)	39,400	9,655
88-Outreach	0		0.00	6,404.80	9,167	(2,762)	10,000	3,595
90-Project Program Other	50	0	50.00	586.26	2,292	(1,705)	2,500	1,914
Total Program Expense	91,535	1,796	93,331	997,120	1,076,937	(79,816)	1,174,840	178,720
Total Net Operating Surplus (or Deficit)	(14,584)	10,160	(4,424)	68,845	(8,047)	76,891	(8,778)	(78,623)
Unrestricted Net Operating Surplus (or Deficit)			(14,584)	23,346			(27,278)	

* As Amended LNC Meeting 03/19, 07/19 & 11/19 - ** Media Budget Remaining Includes \$1k credit for Chair's Disc Spending

Statement of Operations - 2019 v. 2017 Comparison

	Total Nov-19	Nov-17	Diff 19 v 17	2019 YTD	2017 YTD	Diff 19 v 17
Support and Revenue						
20-Membership Dues	58,322	41,921	16,401	559,015	501,068	57,947
21-Donations	7,192	9,486	-2,295	102,510	282,857	-180,347
22-Recurring Gifts	30,199	28,806	1,393	335,537	331,050	4,487
23-BoardSolicitation MajorGifts	4,005	0	4,005	132,640	53,613	79,027
24-Convention Revenue	0	0	0	0	0	0
25-Project Program Revenue	16,433	2,250	14,183	70,219	84,638	-14,418
26-Brand Dev / Pol Materials Rev	4,153	5,049	-896	63,210	58,339	4,872
27-BallotAccess Donations	2,793	2,288	505	35,908	129,974	-94,066
28-Publications Materials Other	453	125	328	905	6,344	-5,439
29-Other Revenue	2	0	2	1,048	409	639
Total Support and Revenue	123,552	89,926	33,626	1,300,992	1,448,291	-147,299
Cost of Support and Revenue						
32-Fundraising Costs	24,254	10,870	13,384	118,362	164,047	-45,685
33-Membership Fundraising Costs	7,914	23,394	-15,479	111,464	172,648	-61,183
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	2,478	0	2,478	3,734	101	3,633
Total Cost of Support and Revenue	34,645	34,264	382	235,027	346,528	-111,501
Net Support Available for Programs	88,907	55,662	33,244	1,065,965	1,101,763	-35,798
Program Expense						
40-Administrative Costs	23,144	29,354	-6,211	285,957	323,690	-37,734
45-Compensation	34,874	43,987	-9,114	449,900	459,185	-9,285
50-Affiliate Support	8,781	3,999	4,782	78,659	49,582	29,078
55-Brand Dev / Pol Materials	2,294	4,477	-2,183	39,270	70,074	-30,804
58-Campus Outreach	0	0	0	75	750	-675
60-Candidate, Campaign & Initiatives	8,890	0	8,890	73,514	10,000	63,514
70-BallotAccess Petitioning Related Exp	0	1,485	-1,485	0	124,403	-124,403
75-Litigation	1,019	253	766	19,783	486	19,297
80-Media	100	1,882	-1,782	13,227	3,798	9,429
85-Member Communication	14,180	1,134	13,046	29,745	52,098	-22,353
88-Outreach	0	0	0	6,405	6,027	377
90-Project Program Other	50	170	-120	586	9,250	-8,664
Total Program Expense	93,331	86,741	6,590	997,120	1,109,343	-112,223
Net Operating Surplus (or Deficit)	-4,424	-31,078	26,654	68,845	-7,580	76,425

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

	<u>Nov 19</u>	<u>YTD TOTAL</u>
Revenue		
4000 · General Fundraising		
4010 · Direct Mail Fundraising		
4010-10 · DM - House Fundraising General	4,103.00	23,785.96
4010-11 · DM - House Fundraising Renewal	625.00	2,705.00
4010-12 · DM - House Fundraising NewDonor	150.00	425.00
4010-20 · DM - Donor Renewal	8,775.00	131,101.79
4010-30 · DM - New Donor Prospecting	75.00	3,160.00
Total 4010 · Direct Mail Fundraising	<u>13,728.00</u>	<u>161,177.75</u>
4020 · Direct Solicitation Major Donor		
4020-10 · Board Solicitation	1,005.00	1,510.00
4020-20 · Chair Solicitation	0.00	26,500.00
4020-30 · ED Solicitation	3,000.00	104,630.00
Total 4020 · Direct Solicitation Major Donor	<u>4,005.00</u>	<u>132,640.00</u>
4030 · Online Contributions - Web		
4030-10 · Online Cont - General	2,594.67	33,576.11
4030-20 · Online Cont - Donor Renewal	20,657.00	278,187.57
4030-30 · Online Cont - New Donor Prosp	27,750.00	139,195.24
Total 4030 · Online Contributions - Web	<u>51,001.67</u>	<u>450,958.92</u>
4040 · Tele Fundraising - Phone Bank		
4040-10 · Tele Fund - General	0.00	651.10
4040-20 · Tele Fund - Donor Renewal	290.00	4,240.00
Total 4040 · Tele Fundraising - Phone Bank	<u>290.00</u>	<u>4,891.10</u>
4080 · Recurring Contrib - Pledge	30,199.16	335,536.93
4085 · Bequests	0.00	5,450.29
4090 · Ballot Access / Voter Reg	2,793.25	35,908.05
Total 4000 · General Fundraising	<u>102,017.08</u>	<u>1,126,563.04</u>
4100 · Project Revenue		
4108 · Building Fund	13,803.00	44,455.09
4111 · Legal Action Fund	630.00	7,558.76
Total 4100 · Project Revenue	<u>14,433.00</u>	<u>52,013.85</u>
4200 · Events and Conventions		
4200-20 · Conv Fundraising - Unrestricted	593.87	29,461.27
4200-30 · Other Events	0.00	11,220.19
Total 4200 · Events and Conventions	<u>593.87</u>	<u>40,681.46</u>
4300 · Program Revenue		
4310 · Affiliate Development	1,000.00	5,478.49
4320 · Outreach & Marketing	0.00	105.00
4340 · LP News	453.00	905.00
4360 · Campaign Support & Initiatives		
4360-40 · Campaign/Candidate Support	975.00	9,932.00
Total 4360 · Campaign Support & Initiatives	<u>975.00</u>	<u>9,932.00</u>
4375 · Brand / Political Materials	4,152.86	63,210.07
4395 · LPedia Historical Preservation	25.00	2,690.00
Total 4300 · Program Revenue	<u>6,605.86</u>	<u>82,320.56</u>
4600 · Refunds of Contributions	(100.00)	(1,635.00)
4700 · Other Receipts		
4710 · Interest & Dividends	2.07	1,048.22
Total 4700 · Other Receipts	<u>2.07</u>	<u>1,048.22</u>
Total Revenue	<u>123,551.88</u>	<u>1,300,992.13</u>

Expense	<u>Nov 19</u>	<u>TOTAL</u>
7000 · General Fundraising Expense		
7010 · Direct Mail Fundraising Exp		
7010-10 · DM - House General Expense	16,188.12	34,413.98
7010-20 · DM - Donor Renewal Expense	2,082.58	60,141.71
7010-30 · DM - New Donor Prospecting Exp	830.36	18,420.44
Total 7010 · Direct Mail Fundraising Exp	<u>19,101.06</u>	<u>112,976.13</u>
7030 · Online Contributions Exp - Web		
7030-20 · Online Cont Exp - Donor Renewal	370.72	3,083.93
7030-30 · Online Cont Exp - New Donor	3,739.47	10,000.03
Total 7030 · Online Contributions Exp - Web	<u>4,110.19</u>	<u>13,083.96</u>
7040 · Tele Fundraising Expense		
7040-20 · Tele Fund Exp - Donor Renewal	891.00	19,818.00
Total 7040 · Tele Fundraising Expense	<u>891.00</u>	<u>19,818.00</u>
7080 · Recurring Contrib - Pledge	3,003.50	21,548.46
7085 · Building Fund Fundraising Exp	2,477.50	3,733.50
7090 · Ballot Access Fundraising Exp	0.00	1,467.80
7095 · Credit Card Prc Fees	5,062.02	48,026.03
7099 · Gen Fundraising Staff Salary	1,828.78	37,979.83
Total 7000 · General Fundraising Expense	<u>36,474.05</u>	<u>258,633.71</u>
7100 · Project-Related Expenses		
7106 · Campus Outreach Project		
7106-10 · Campus Outreach General	0.00	75.02
7106-20 · Campus Outreach Staff Salary	0.00	80.58
Total 7106 · Campus Outreach Project	<u>0.00</u>	<u>155.60</u>
Total 7100 · Project-Related Expenses	<u>0.00</u>	<u>155.60</u>
7200 · Events and Conventions Exp		
7200-30 · Other Events	0.00	14,373.30
7200-40 · Events & Conv Staff Salary	731.51	8,490.72
Total 7200 · Events and Conventions Exp	<u>731.51</u>	<u>22,864.02</u>
7300 · Program-Related Expenses		
7310 · Affiliate Support		
7310-10 · Affiliate Development & Support	8,781.00	78,659.18
7310-20 · Affiliate Support Staff Salary	731.51	7,147.88
Total 7310 · Affiliate Support	<u>9,512.51</u>	<u>85,807.06</u>
7320 · Outreach & Marketing		
7320-10 · Outreach & Marketing General	0.00	6,404.80
7320-20 · Outreach & Marketing Staff Sala	960.11	22,343.14
Total 7320 · Outreach & Marketing	<u>960.11</u>	<u>28,747.94</u>
7330 · Media Relations		
7330-10 · Media Relations General	100.00	13,227.03
7330-20 · Media Relations Staff Salary	320.04	4,730.93
Total 7330 · Media Relations	<u>420.04</u>	<u>17,957.96</u>
7340 · Membership Communications		
7340-10 · LP News	14,180.07	29,744.87
7340-20 · Mem Comm & Support Staff Salary	13,487.24	152,388.60
Total 7340 · Membership Communications	<u>27,667.31</u>	<u>182,133.47</u>
7360 · Campaign Support & Initiatives		
7360-40 · Campaign/Candidate Support	8,889.52	73,514.38
7360-60 · Camp/Cand Support -Staff Salary	457.19	9,426.19
Total 7360 · Campaign Support & Initiatives	<u>9,346.71</u>	<u>82,940.57</u>

	Nov 19	TOTAL
7375 · Brand Development		
7375-10 · Brand / Political Materials	2,293.66	39,269.62
7375-20 · Brand Development Staff Salary	868.67	13,421.55
Total 7375 · Brand Development	3,162.33	52,691.17
7380 · Ballot Access - Other Related		
7380-30 · Ballot Access Legal	100.00	5,092.78
7380-60 · B/A & Petitioning Staff Salary	594.35	5,039.22
Total 7380 · Ballot Access - Other Related	694.35	10,132.00
7395 · LPedia Historical Preservation	50.00	586.26
Total 7300 · Program-Related Expenses	51,813.36	460,996.43
8000 · Salary & Related Expense		
8005 · Salary Bonus Sick & Vac (Admn)	5,747.68	79,433.69
8010 · Hourly Wages (Admin Portion)	1,704.59	19,226.03
8015 · Contract & Paid Internships	2,081.00	20,288.26
8020 · Employer Cont to P/R Tax	2,069.22	26,333.32
8030 · Employer Cont to 401K & Adm	754.25	12,081.72
8040 · Fed & State Unemployment	1.19	533.10
8060 · Health Insurance	2,388.60	25,846.05
8065 · Workers Comp Insurance	0.00	832.00
8070 · Other Bens, Gdwill & Training	0.00	781.92
8080 · Payroll Service Fees	148.03	2,059.12
Total 8000 · Salary & Related Expense	14,894.56	187,415.21
8100 · Admin & Overhead Expense		
8110 · Ofc Supplies & Non Cap Equipt	117.64	7,378.68
8120 · Telephone & Data Services	2,165.99	13,078.44
8125 · Equipment Leases & Maint.	379.49	5,728.75
8130 · Postage & Shipping	538.51	8,314.53
8140 · Travel, Meeting, & Meals Exp	2,913.03	18,991.72
8160 · Insurance - D/O Cyber - Other	0.00	8,658.00
8170 · Occupancy Expenses		
8170-10 · Mortgage Interest Expense	678.99	8,102.26
8170-20 · Utilities Expense	484.97	5,291.25
8170-30 · Property Taxes, Fees & Permits	787.68	8,664.49
8170-40 · Maintenance, Cleaning & Repairs	1,174.05	13,453.35
8170-50 · Property / GL Insurance	0.00	1,376.00
8170-60 · Assc Fees, Rent & Storage	524.55	5,633.10
Total 8170 · Occupancy Expenses	3,650.24	42,520.45
8180 · Printing & Copying	309.95	10,099.32
8190 · Software, Hardware & Other IT	3,979.72	55,207.14
8195 · Other Expenses & Bank Fees	414.87	5,994.35
Total 8100 · Admin & Overhead Expense	14,469.44	175,971.38
8200 · Professional Services		
8210 · Legal		
8210-10 · Legal - General	4,500.00	50,570.00
8210-20 · Legal - Proactive	918.97	14,690.17
8210-30 · Litigation-Lobbing Staff Salary	0.00	1,435.92
Total 8210 · Legal	5,418.97	66,696.09
8220 · Accounting	300.00	16,800.00
8230 · FEC Filing & Consulting	1,500.00	16,500.00
Total 8200 · Professional Services	7,218.97	99,996.09
8300 · Depreciation Expense	2,374.11	26,115.19
Total Expense	127,976.00	1,232,147.63
Net Revenue (Loss)	(4,424.12)	68,844.50

Balance Sheet Current vs Prior Month

As of November 30, 2019

	Nov 30, 19	Oct 31, 19	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
11 - Cash				
111U - PNC Check Acct 1 (Unrestricted)	24,601.13	28,458.71	(3,857.58)	(13.56%)
112U - BBT Check Acct 1 (Unrestricted)	13,511.21	34,031.89	(20,520.68)	(60.3%)
113R - PNC Check Acct 2 (Restricted)	136,389.15	71,959.15	64,430.00	89.54%
114R - BBT Chck Acct 2 (Restricted BF)	12,735.73	8,208.23	4,527.50	55.16%
Total 11 - Cash	187,237.22	142,657.98	44,579.24	31.25%
Total Checking/Savings	187,237.22	142,657.98	44,579.24	31.25%
Accounts Receivable				
12 - Accounts Receivable	1,500.00	2,250.00	(750.00)	(33.33%)
Total Accounts Receivable	1,500.00	2,250.00	(750.00)	(33.33%)
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	13,062.36	13,060.29	2.07	0.02%
Total 130 - Bequests Expected - Current	48,562.36	48,560.29	2.07	0.0%
Total 13 - Other Current Collectables	48,562.36	48,560.29	2.07	0.0%
16 - Prepaid Expenses				
161 - Bulk Mail Account				
161-10 - Prepaid Bulk Mail VA	1,179.14	1,179.14	0.00	0.0%
Total 161 - Bulk Mail Account	1,179.14	1,179.14	0.00	0.0%
165 - Prepaid Licenses	2,303.33	4,612.33	(2,309.00)	(50.06%)
166 - Prepaid Insurance	3,428.34	3,428.34	0.00	0.0%
167 - Prepaid Convention				
167-10 - Prepaid Convention General	8,049.00	7,899.00	150.00	1.9%
Total 167 - Prepaid Convention	8,049.00	7,899.00	150.00	1.9%
169 - Other Prepaid Expense	6,021.00	1,545.12	4,475.88	289.68%
Total 16 - Prepaid Expenses	20,980.81	18,663.93	2,316.88	12.41%
Total Other Current Assets	69,543.17	67,224.22	2,318.95	3.45%
Total Current Assets	258,280.39	212,132.20	46,148.19	21.75%
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	(259,486.78)	(257,112.67)	(2,374.11)	(0.92%)
Total 17 - Fixed Assets	820,047.59	822,421.70	(2,374.11)	(0.29%)
Total Fixed Assets	820,047.59	822,421.70	(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	1,103,809.54	1,060,035.46	43,774.08	4.13%

LIABILITIES & EQUITY	Nov 30, 19	Oct 31, 19	\$ Change	% Change
Liabilities				
Current Liabilities				
Accounts Payable				
21 - Accounts Payable	26,896.94	19,953.46	6,943.48	34.8%
Total Accounts Payable	26,896.94	19,953.46	6,943.48	34.8%
Other Current Liabilities				
24 - Accrued Expenses				
241 - Accrued Payroll	7,299.59	7,739.24	(439.65)	(5.68%)
242 - Accrued Vacation	13,598.00	13,332.00	266.00	2.0%
245 - Accrued Real Estate Tax	(787.69)	(1,575.37)	787.68	50.0%
Total 24 - Accrued Expenses	20,109.90	19,495.87	614.03	3.15%
25 - Accrued Payroll Taxes				
252 - 401(k) Liability	1,254.30	910.39	343.91	37.78%
Total 25 - Accrued Payroll Taxes	1,254.30	910.39	343.91	37.78%
27 - Deferred Liabilities				
272 - Deferred Convention Revenue	193,772.00	151,254.00	42,518.00	28.11%
Total 27 - Deferred Liabilities	193,772.00	151,254.00	42,518.00	28.11%
Total Other Current Liabilities	215,136.20	171,660.26	43,475.94	25.33%
Total Current Liabilities	242,033.14	191,613.72	50,419.42	26.31%
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)	160,357.12	162,578.34	(2,221.22)	(1.37%)
Total Long Term Liabilities	164,122.03	166,343.25	(2,221.22)	(1.34%)
Total Liabilities	406,155.17	357,956.97	48,198.20	13.47%
Equity				
31 - General Operating	615,883.92	618,642.49	(2,758.57)	(0.45%)
32 - Temp. Restricted Balances				
3204 - Fund - Campus	1,730.39	1,730.39	0.00	0.0%
3210 - Fund - Building	12,735.73	8,208.23	4,527.50	55.16%
3213 - Fund - Legal Action Fund	(1,540.17)	228.76	(1,768.93)	(773.27%)
Total 32 - Temp. Restricted Balances	12,925.95	10,167.38	2,758.57	27.13%
Net Revenue (Loss)	68,844.50	73,268.62	(4,424.12)	(6.04%)
Total Equity	697,654.37	702,078.49	(4,424.12)	(0.63%)
TOTAL LIABILITIES & EQUITY	1,103,809.54	1,060,035.46	43,774.08	4.13%

Statement of Cash Flows
November 2019

	Nov 19	Jan - Nov 19
OPERATING ACTIVITIES		
Net Revenue (Loss)	(4,424.12)	68,844.50
Adjustments to reconcile Net Income to net cash provided by operations:		
12 · Accounts Receivable	750.00	(1,500.00)
130-20 · Clinard - Merch Bank of MI	(2.07)	22,437.64
130-30 · Pratt Bequest - TBD	0.00	1,000.00
161-10 · Prepaid Bulk Mail VA	0.00	(746.71)
165 · Prepaid Licenses	2,309.00	(2,303.33)
167-10 · Prepaid Convention General Exp	(150.00)	(8,049.00)
169 · Other Prepaid Expense	(4,475.88)	(6,021.00)
21 · Accounts Payable	6,943.48	(9,289.11)
241 · Accrued Payroll	(439.65)	(3,832.04)
242 · Accrued Vacation	266.00	1,015.00
244 · Other Accrued Expenses	0.00	(4,303.33)
245 · Accrued Real Estate Tax	787.68	(787.69)
252 · 401(k) Liability	343.91	1,254.30
272 · Deferred Convention Revenue	42,518.00	183,522.00
Net cash provided by Operating Activities	44,426.35	157,681.23
INVESTING ACTIVITIES		
173 · Office Equipment	0.00	(7,305.52)
179 · Accumulated Depreciation	2,374.11	26,115.19
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	62,488.80
FINANCING ACTIVITIES		
29 · Loans & Mortgages (Principal)	(2,221.22)	(46,660.93)
31 · General Operating	(2,758.57)	(4,991.40)
3204 · Fund - Campus	0.00	(75.02)
3210 · Fund - Building	4,527.50	6,606.59
3213 · Fund - Legal Action Fund	(1,768.93)	(1,540.17)
Net cash provided by Financing Activities	(2,221.22)	(46,660.93)
Net cash increase for period	44,579.24	173,509.10
Cash at beginning of period	142,657.98	13,728.12
Cash at end of period	187,237.22	187,237.22

2020 Convention Revenue & Liability Report
As of 11/30/2019

Account:	# Packages	\$ Actual
272 · Deferred Convention Revenue	355	\$193,772.00
HQ-20Basic	89	
HQ-20Bronze	7	
HQ-20Gold	176	
HQ-20Silver	31	
HQ-20Training	17	
HQ-20Welcome	35	
167-10 · Prepaid Convention General Exp		(\$8,049.00)
Net Deffered Convention Revenue		<u>\$185,723.00</u>
113R · PNC Check Acct 2 (Net Conv Restricted)		\$136,198.93
Net Convention Unfunded Liability		<u>\$49,524.07</u>
4200-20 · Conv Fundraising - Unrestricted		\$29,461.27
Total Net Conv Liability plus Unrestricted Revenue		\$78,985.34

RELATED PARTY TRANSACTIONS AS OF: 11/30/19

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	\$ -	\$ 144.00	\$ 244.00	
Phillip Anderson	12/31/20 - 10/31/20	\$ 25.00	\$ 25.00	\$ 324.00	
Paul Bilyeu *	Life Member	\$ 600.00	\$ 2,525.00	\$ 7,690.00	Yes
Whitney Bilyeu	Life Member	\$ 750.00	\$ 2,295.00	\$ 6,078.00	Yes
Ethan Bishop-Henchman *	Life Member	\$ 1,500.00	\$ 1,530.00	\$ 1,545.00	
Joseph Bishop-Henchman	Life Member	\$ 100.00	\$ 7,550.00	\$ 14,313.50	
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	\$ 69.00	\$ 94.00	\$ 283.00	
Sam Goldstein	Life Member	\$ 193.00	\$ 793.00	\$ 7,987.45	Yes
Kevin Hagan *	10/12/20 - 09/09/20	\$ -	\$ 440.00	\$ 773.00	
Timothy Hagan	Life Member	\$ 70.00	\$ 680.00	\$ 10,646.82	Yes
Caryn Ann Harlos	Life Member	\$ 20.00	\$ 2,042.00	\$ 6,245.09	Yes
Wayne Harlos *	01/14/20 - 08/02/20	\$ -	\$ 164.00	\$ 1,363.00	
Daniel Hayes *	Life Member	\$ 80.00	\$ 11,758.00	\$ 34,908.00	
Jeffery Hewitt	Life Member	\$ -	\$ 100.00	\$ 2,908.00	
Susan Hogarth	12/31/20 - 11/11/20	\$ 65.00	\$ 350.00	\$ 2,591.07	Yes
James Lark	Life Member	\$ 30.00	\$ 205.00	\$ 79,197.30	Yes
Richard Longstreth	Life Member	\$ 1,669.00	\$ 1,789.00	\$ 2,463.00	Yes
Jeffrey Lyons ***	Life Member	\$ 40.00	\$ 90.00	\$ 1,794.00	
Alicia Mattson	Life Member	\$ 139.00	\$ 139.00	\$ 4,449.00	
Alex Merced	Life Member	\$ 84.00	\$ 1,161.45	\$ 3,674.15	Yes
Dustin Nanna	07/10/20 - 07/30/20	\$ -	\$ 105.00	\$ 1,868.00	
Steven Nekhaila	Life Member	\$ 20.00	\$ 327.63	\$ 2,896.63	Yes
Justin O'Donnell	11/21/20 - 11/21/20	\$ 250.00	\$ 390.00	\$ 746.50	
Kenneth B. Olsen	10/31/20 - 07/08/20	\$ -	\$ 494.00	\$ 1,042.00	
John Phillips	Life Member	\$ 330.00	\$ 2,760.00	\$ 3,428.20	Yes
William Redpath	Life Member	\$ 134.00	\$ 707.00	\$ 118,666.00	Yes
Frank Sarwark *	10/31/17 - 10/31/17	\$ -	\$ -	\$ 3,436.00	
Nicholas Sarwark	Life Member	\$ 40.00	\$ 220.00	\$ 6,292.00	Yes
Valerie Sarwark *	12/31/20 - 12/01/20	\$ 20.00	\$ 50.00	\$ 544.00	Yes
Victoria Paige Sexton	01/29/20 - 07/11/20	\$ -	\$ 105.00	\$ 560.50	
Joshua Smith	12/31/20 - 12/01/20	\$ 50.00	\$ 165.00	\$ 1,513.00	Yes
Aaron Starr *	Life Member	\$ 139.00	\$ 139.00	\$ 21,102.00	
Elizabeth Van Horn	Life Member	\$ -	\$ 105.00	\$ 2,083.00	
Total Contributions:		\$ 6,417.00	\$ 39,452.08	\$ 355,838.91	

* Non LNC Member disclosed related party ** Thru 01/19 *** Thru 07/19 **** Thru 11/19

Related Party Disbursements	Memo	MTD Disbursements	YTD Disbursements
Libertarian Party Colorado	Joint Membership Program	\$ 475.00	\$ 475.00
Libertarian Party Georgia	Ballot Access Legal	\$ -	\$ 1,000.00
Ms. Caryn Ann Harlos	Reimbursed Expense	\$ 170.00	\$ 563.86
Mr. Nicholas Sarwark	Reimbursed Expense	\$ -	\$ 1,675.76
Total Disbursements:		\$ 170.00	\$ 3,239.62

CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 11/30/19

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