



## **DEC 2019 END OF MONTH FINANCIAL REPORTS**

Page 2 – EOM Membership and Revenue Charts and Graphs

Page 4 – EOM Financial Summary Reports

Page 5 - Statement of Operations Budget vs. Actual

Page 6 - 2019 v. 2017 Comparisons Statement of Operations

Page 7 - P&L Detail (w-Functional Allocation of Expenses) by Month

Page 10 – Balance Sheet Curr v. Prior Month Comparison

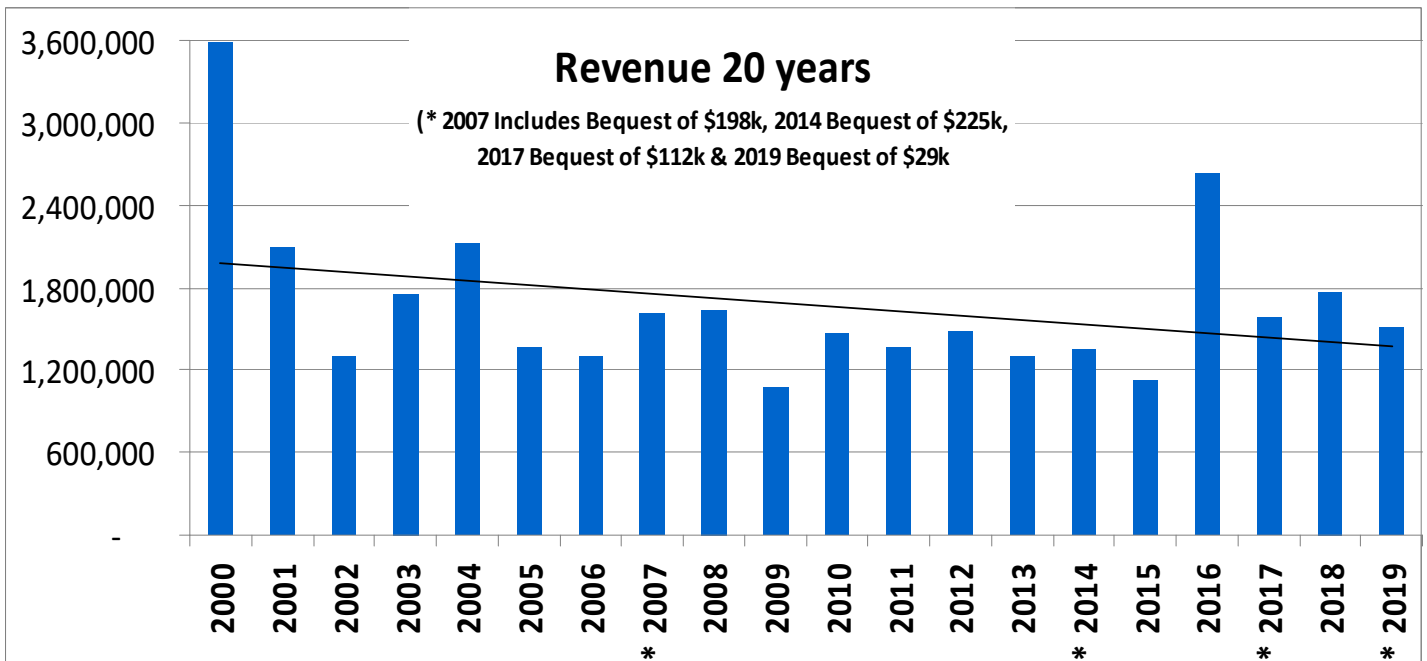
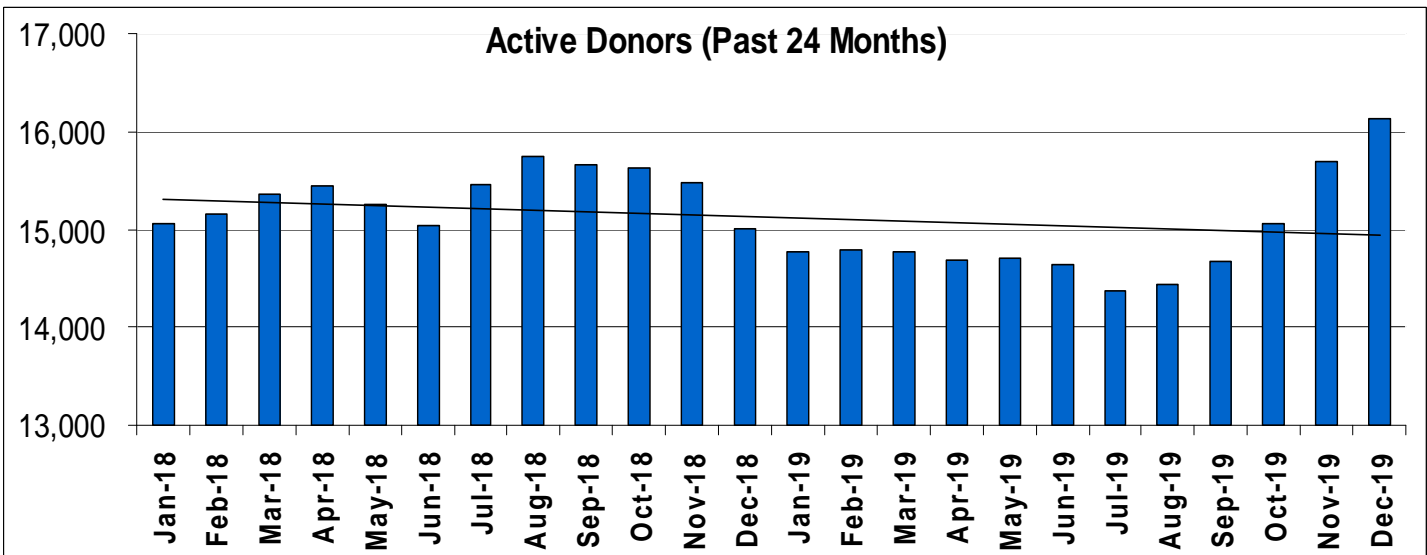
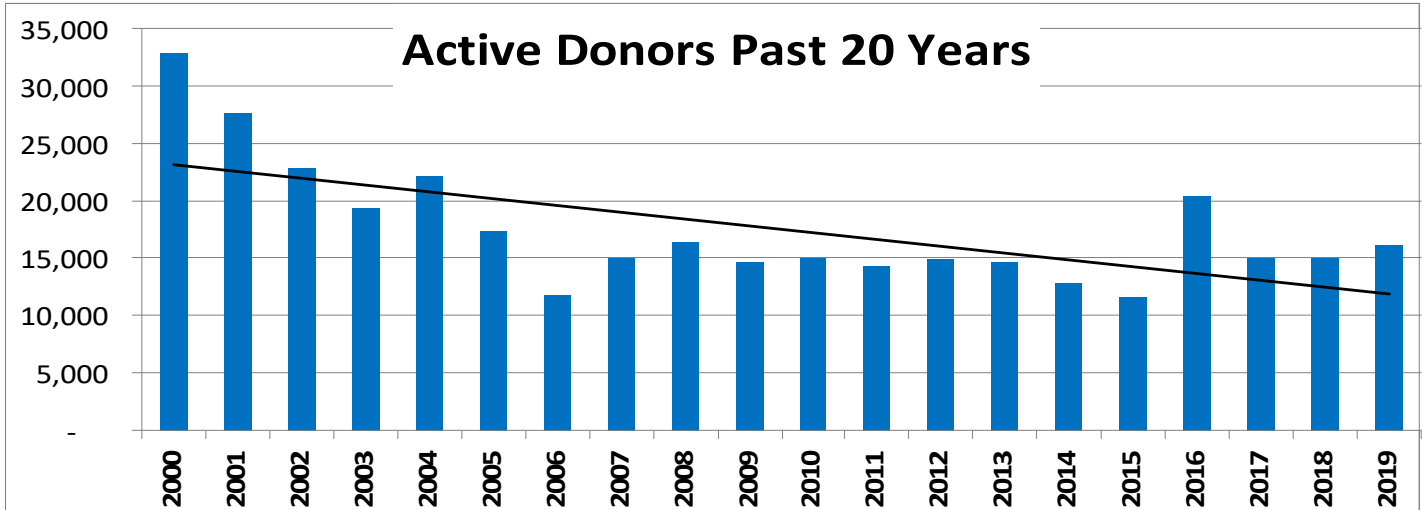
Page 12 - Cash Flow Report

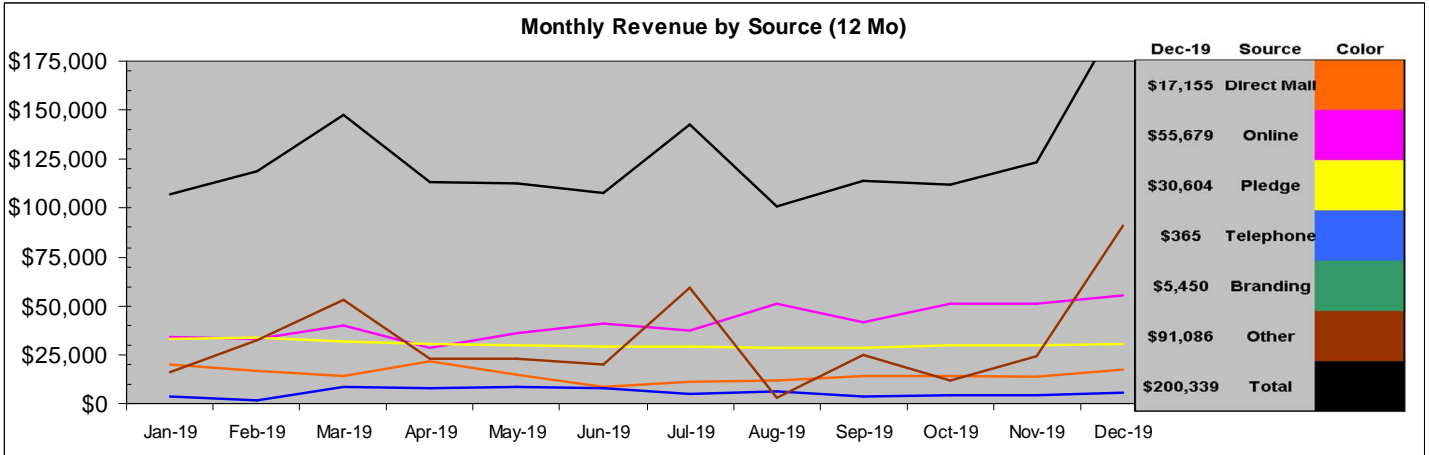
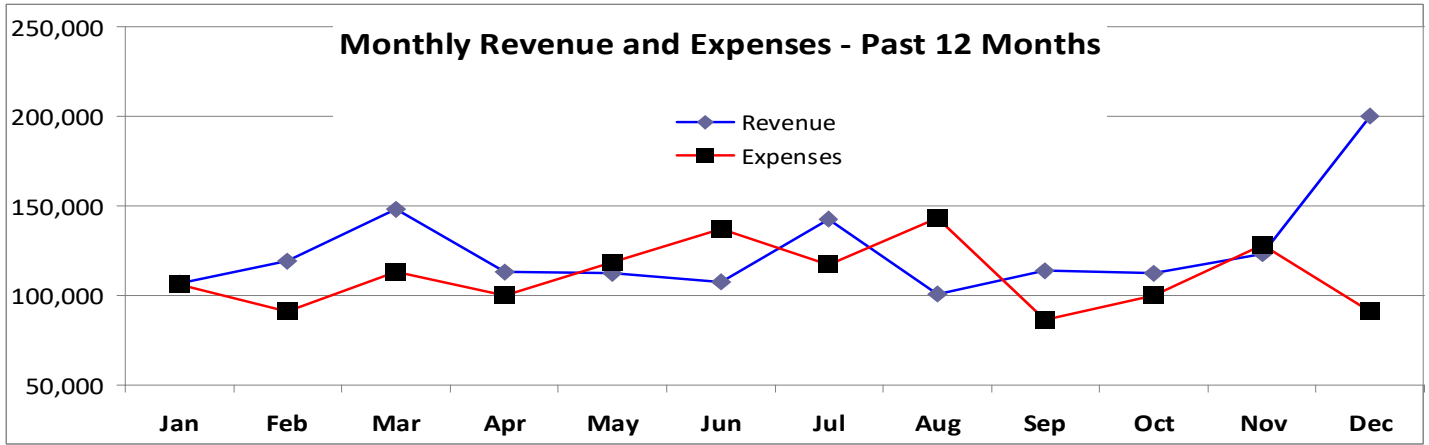
Page 12 – 2020 Convention Revenue & Liability Report

Page 13 – Related Party Contributions and Disbursements

Page 13 – Chair’s Discretionary Disbursements

## End of Month Reports – Charts





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

2019 Resv Target = \$57,225 - Curr Month Resv = -\$23,146 \*

\* Reflects definition change effective 11/19

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

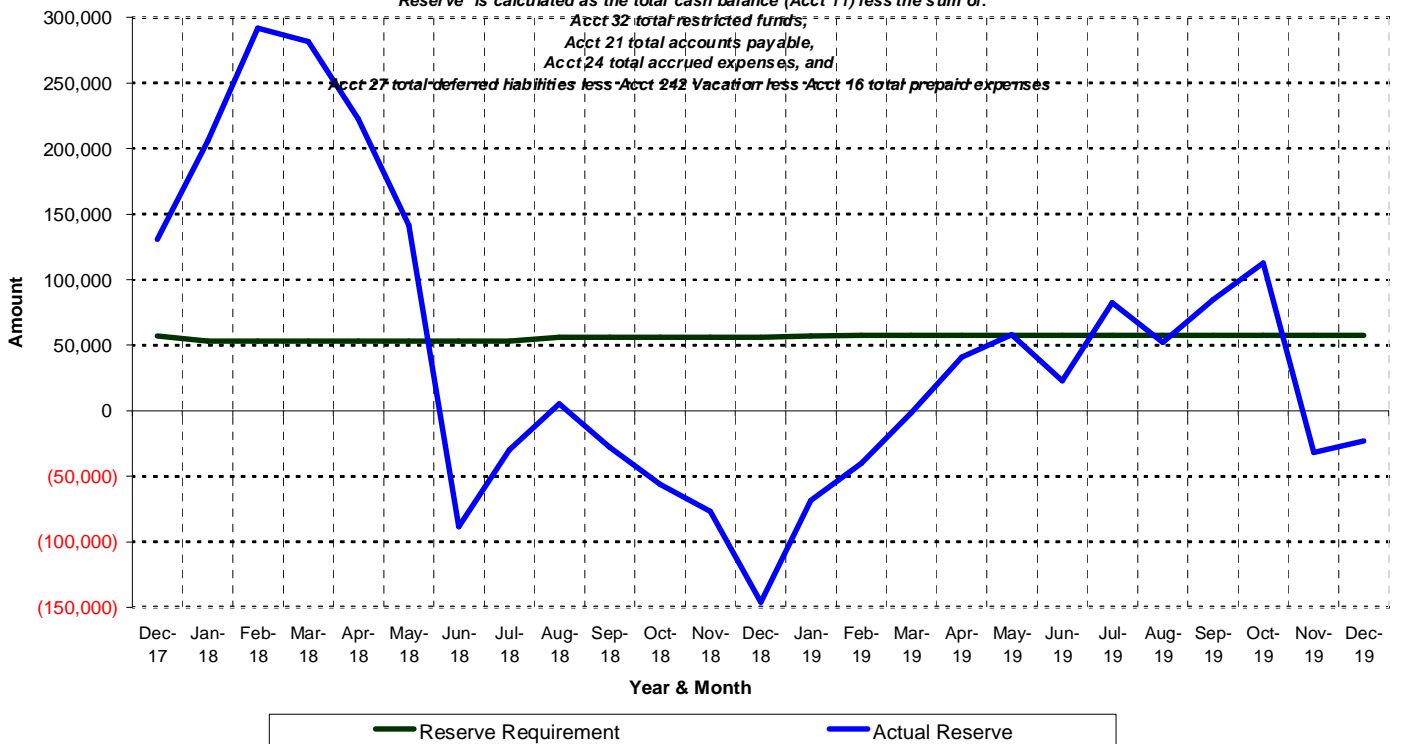
"Reserve" is calculated as the total cash balance (Acct 11) less the sum of:

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	622,486
% Total Non Conv Revenue	33%	35%	38%	39%	41%
General Fundraising	676,329	1,178,909	764,757	762,568	648,038
% Total Non Conv Revenue	61%	51%	52%	51%	43%
Project/Program/Other	68,339	346,495	156,261	145,456	230,807
% Total Non Conv Revenue	6%	15%	11%	10%	15%
<b>Total Non Convention Package Revenue</b>	<b>1,113,299</b>	<b>2,332,854</b>	<b>1,475,706</b>	<b>1,491,106</b>	<b>1,501,331</b>

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

January through December 2019

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	Aug 19	Sep 19	Oct 19	Nov 19	Dec 19	YTD TL
<b>Revenue</b>													
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	131,966	1,258,529
4100 - Project Revenue	8,225	3,527	4,095	9,792	273	4,821	885	1,460	4,200	303	14,433	61,398	113,412
4200 - Events and Conventions	3,734	13,177	9,025	8,930	607	59	3,910	(211)	164	693	594	293	40,975
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	6,725	89,045
4600 - Refunds of Contributions	0	0	(500)	(1,000)	0	0	(35)	0	0	0	(100)	(121)	(1,756)
4700 - Other Receipts	7	16	393	2	2	314	2	2	306	2	2	78	1,126
<b>Total Revenue</b>	<b>106,921</b>	<b>118,849</b>	<b>148,897</b>	<b>113,290</b>	<b>112,585</b>	<b>107,557</b>	<b>142,520</b>	<b>100,687</b>	<b>113,890</b>	<b>112,234</b>	<b>123,552</b>	<b>200,339</b>	<b>1,501,331</b>
<b>Expense</b>													
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	34,319	292,953
7100 - Project-Related Expense	156	0	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	723	23,588
7300 - Program-Related Expense	31,078	34,004	52,653	31,171	45,155	61,446	42,370	42,874	33,540	34,893	51,813	22,840	483,837
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	14,182	201,598
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	10,150	186,121
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	6,782	106,778
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	2,374	28,488
<b>Total Expense</b>	<b>100,142</b>	<b>90,831</b>	<b>113,176</b>	<b>99,900</b>	<b>118,683</b>	<b>136,900</b>	<b>116,821</b>	<b>143,398</b>	<b>86,125</b>	<b>98,197</b>	<b>127,976</b>	<b>91,370</b>	<b>1,323,519</b>
<b>Net Revenue (Loss)</b>	<b>6,779</b>	<b>28,018</b>	<b>35,721</b>	<b>13,390</b>	<b>(6,098)</b>	<b>(29,343)</b>	<b>25,699</b>	<b>(42,711)</b>	<b>27,765</b>	<b>14,037</b>	<b>(4,424)</b>	<b>108,969</b>	<b>177,812</b>

### Balance Sheet Summary - Current vs Prior Month

	31-Dec-19	30-Nov-19	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
Total Checking/Savings	217,236.43	187,237.22	29,999.21	16.00%
Total Other Current Assets	62,130.53	69,543.17	(7,412.64)	-10.70%
<b>Total Current Assets</b>	<b>279,366.96</b>	<b>258,280.39</b>	<b>21,086.57</b>	<b>8.20%</b>
<b>Total Fixed Assets</b>	<b>860,722.87</b>	<b>820,047.59</b>	<b>40,675.28</b>	<b>5.00%</b>
<b>Total Non Current - Other</b>	<b>25,229.93</b>	<b>25,481.56</b>	<b>(251.63)</b>	<b>-1.00%</b>
<b>TOTAL ASSETS</b>	<b>1,165,319.76</b>	<b>1,103,809.54</b>	<b>61,510.22</b>	<b>5.60%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
Total Current Liabilities	255,591.71	242,033.14	13,558.57	5.60%
Total Long Term Liabilities	103,105.02	164,122.03	(61,017.01)	-37.20%
<b>Total Liabilities</b>	<b>358,696.73</b>	<b>406,155.17</b>	<b>(47,458.44)</b>	<b>-11.70%</b>
<b>Total Equity</b>	<b>806,623.03</b>	<b>697,654.37</b>	<b>108,968.66</b>	<b>15.60%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,165,319.76</b>	<b>1,103,809.54</b>	<b>61,510.22</b>	<b>5.60%</b>

**Standard Statement of Operations - 2019**  
**Budget vs. Actual**

	Un- restricted Dec-19	Temp. Restricted	Total Dec- 19	2019 YTD	Budget Year to Date	Actual vs. Budget YTD	Annual Budget 2019 *	2019 Budget Remaining
<b>Support and Revenue</b>								
20-Membership Dues	63,471		63,471	622,486	573,600	48,886	573,600	(48,886)
21-Donations	33,428		33,428	135,938	214,600	(78,662)	214,600	78,662
22-Recurring Gifts	30,604		30,604	366,141	320,100	46,041	320,100	(46,041)
23-Board/ED Solicitation MajorGifts	4,000		4,000	136,640	165,500	(28,860)	165,500	28,860
24-Convention Revenue	0		0	0	0	0	0	0
25-Project Program Revenue	135	61,398	61,533	131,753	87,700	44,053	87,700	(44,053)
26-Brand Dev / Political Materials	5,450		5,450	68,660	66,772	1,888	66,772	(1,888)
27-Ballot Access & Related Donations	635		635	36,543	75,000	(38,457)	75,000	38,457
28-Membership Communication	1,140		1,140	2,045	200	1,845	200	(1,845)
29-Other Revenue	78		78	1,127	0	1,127	0	(1,127)
<b>Total Support and Revenue</b>	<b>138,941</b>	<b>61,398</b>	<b>200,339</b>	<b>1,501,331</b>	<b>1,503,472</b>	<b>(2,141)</b>	<b>1,503,472</b>	<b>2,141</b>
<b>Cost of Support and Revenue</b>								
32-Fundraising Costs	23,084		23,084	141,446	160,200	(18,754)	160,200	18,754
33-Membership Fundraising Costs	10,331		10,331	121,796	165,210	(43,414)	165,210	43,414
35-Convention	0		0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0		0	1,468	12,000	(10,532)	12,000	10,532
37-Building Fundraising Exp	0	0	0	3,734	0	3,734	0	(3,734)
<b>Total Cost of Support and Revenue</b>	<b>33,415</b>	<b>0</b>	<b>33,415</b>	<b>268,442</b>	<b>337,410</b>	<b>(68,968)</b>	<b>337,410</b>	<b>68,968</b>
<b>Net Support Available for Programs</b>	<b>105,525</b>	<b>61,398</b>	<b>166,924</b>	<b>1,232,889</b>	<b>1,166,062</b>	<b>66,827</b>	<b>1,166,062</b>	<b>(66,827)</b>
<b>Program Expense</b>								
40-Administrative Costs	18,529	777	19,306.12	305,262.69	298,700	6,563	298,700	(6,563)
45-Compensation	33,293		33,292.65	483,192.42	531,800	(48,608)	531,800	48,608
50-Affiliate Support	(18,817)		(18,816.65)	59,842.53	90,000	(30,157)	90,000	30,157
55-Brand Dev / Political Materials	7,456		7,455.61	46,725.23	57,300	(10,575)	57,300	10,575
58-Campus Outreach	0		0.00	75.02	9,000	(8,925)	9,000	8,925
60-Candidate, Campaign & Initiatives	13,796		13,795.62	87,310.00	74,400	12,910	74,400	(12,910)
70-Ballot Access VR & Related Exp	0		0.00	0.00	22,000	(22,000)	22,000	22,000
75-Litigation **	(1,000)	1,000	0.00	19,782.95	26,000	(6,217)	26,000	7,217
80-Media **	15		15.00	13,242.03	13,740	(498)	13,740	1,498
85-Member Communication	0		0.00	29,744.87	39,400	(9,655)	39,400	9,655
88-Outreach	750		750.00	7,154.80	10,000	(2,845)	10,000	2,845
90-Project Program Other	2,157	0	2,156.61	2,742.87	2,500	243	2,500	(243)
<b>Total Program Expense</b>	<b>56,178</b>	<b>1,777</b>	<b>57,955</b>	<b>1,055,075</b>	<b>1,174,840</b>	<b>(119,765)</b>	<b>1,174,840</b>	<b>121,765</b>
<b>Total Net Operating Surplus (or Deficit)</b>	<b>49,347</b>	<b>59,621</b>	<b>108,969</b>	<b>177,813</b>	<b>(8,778)</b>	<b>186,591</b>	<b>(8,778)</b>	<b>(188,591)</b>
<b>Unrestricted Net Operating Surplus (or Deficit)</b>			<b>49,347</b>	<b>72,694</b>			<b>(27,278)</b>	

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

## Statement of Operations - 2019 v. 2017 Comparision

	<u>Total Dec-19</u>	<u>Dec-17</u>	<u>Diff 19 v 17</u>	<u>2019 YTD</u>	<u>Jan - Dec 17</u>	<u>Diff 19 v 17</u>
<b>Support and Revenue</b>						
20-Membership Dues	63,471	53,338	10,133	622,486	554,406	68,080
21-Donations	33,428	47,814	-14,386	135,938	330,670	-194,732
22-Recurring Gifts	30,604	28,995	1,609	366,141	360,045	6,096
23-BoardSolicitation MajorGifts	4,000	0	4,000	136,640	53,613	83,027
24-Convention Revenue	0	0	0	0	0	0
25-Project Program Revenue	61,533	3,275	58,258	131,753	87,913	43,840
26-Brand Dev / Pol Materials Rev	5,450	3,564	1,886	68,660	61,902	6,758
27-BallotAccess Donations	635	500	135	36,543	130,474	-93,931
28-Publications Materials Other	1,140	0	1,140	2,045	6,344	-4,299
29-Other Revenue	78	218	-140	1,127	627	499
<b>Total Support and Revenue</b>	<u>200,339</u>	<u>137,703</u>	<u>62,636</u>	<u>1,501,331</u>	<u>1,585,994</u>	<u>-84,663</u>
<b>Cost of Support and Revenue</b>						
32-Fundraising Costs	23,084	18,708	4,375	141,446	182,755	-41,310
33-Membership Fundraising Costs	10,331	34,728	-24,397	121,796	207,376	-85,580
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	3,734	101	3,633
<b>Total Cost of Support and Revenue</b>	<u>33,415</u>	<u>53,437</u>	<u>-20,022</u>	<u>268,442</u>	<u>399,965</u>	<u>-131,522</u>
<b>Net Support Available for Programs</b>	166,924	84,266	82,657	1,232,889	1,186,029	46,859
<b>Program Expense</b>						
40-Adminstrative Costs	19,306	38,907	-19,601	305,263	362,598	-57,335
45-Compensation	33,293	43,273	-9,980	483,192	502,458	-19,265
50-Affiliate Support	-18,817	5,774	-24,591	59,843	55,356	4,487
55-Brand Dev / Pol Materials	7,456	3,850	3,606	46,725	73,924	-27,198
58-Campus Outreach	0	0	0	75	750	-675
60-Candidate, Campaign & Initiatives	13,796	8,513	5,282	87,310	18,513	68,797
70-BallotAccess Petitioning Related Exp	0	6,415	-6,415	0	130,818	-130,818
75-Litigation	0	0	0	19,783	486	19,297
80-Media	15	6,516	-6,501	13,242	10,313	2,929
85-Member Communication	0	8,937	-8,937	29,745	61,035	-31,290
88-Outreach	750	0	750	7,155	6,027	1,127
90-Project Program Other	2,157	158	1,998	2,743	9,409	-6,666
<b>Total Program Expense</b>	<u>57,955</u>	<u>122,343</u>	<u>-64,388</u>	<u>1,055,075</u>	<u>1,231,686</u>	<u>-176,611</u>
<b>Net Operating Surplus (or Deficit)</b>	<u>108,969</u>	<u>-38,077</u>	<u>147,045</u>	<u>177,813</u>	<u>-45,657</u>	<u>223,470</u>

# P&L Acct Detail w-Funct Alloc of Exps Last Month Plus YTD

January through December 2019

	Dec19	YTD TOTAL
<b>Revenue</b>		
<b>4000 · General Fundraising</b>		
<b>4010 · Direct Mail Fundraising</b>		
4010-10 · DM - House Fundraising General	3,368.50	27,154.46
4010-11 · DM - House Fundraising Renewal	1,630.00	4,335.00
4010-12 · DM - House Fundraising NewDonor	0.00	425.00
4010-20 · DM - Donor Renewal	12,006.00	143,107.79
4010-30 · DM - New Donor Prospecting	150.00	3,310.00
<b>Total 4010 · Direct Mail Fundraising</b>	17,154.50	178,332.25
<b>4020 · Direct Solicitation Major Donor</b>		
4020-10 · Board Soliicitation	1,500.00	3,010.00
4020-20 · Chair Solicitation	0.00	26,500.00
4020-30 · ED Solicitation	2,500.00	107,130.00
<b>Total 4020 · Direct Solicitation Major Donor</b>	4,005.00	132,640.00
<b>4030 · Online Contributions - Web</b>		
4030-10 · Online Cont - General	6,279.05	39,855.16
4030-20 · Online Cont - Donor Renewal	22,445.00	300,632.57
4030-30 · Online Cont - New Donor Prosp	26,955.00	166,150.24
<b>Total 4030 · Online Contributions - Web</b>	51,001.67	450,958.92
<b>4040 · Tele Fundraising - Phone Bank</b>		
4040-10 · Tele Fund - General	80.00	731.10
4040-20 · Tele Fund - Donor Renewal	285.00	4,525.00
<b>Total 4040 · Tele Fundraising - Phone Bank</b>	365.00	5,256.10
4080 · Recurring Contrib - Pledge	30,603.60	366,140.53
4085 · Bequests	23,529.00	28,979.29
4090 · Ballot Access / Voter Reg	635.00	36,543.05
<b>Total 4000 · General Fundraising</b>	131,966.15	1,258,529.19
<b>4100 · Project Revenue</b>		
4108 · Building Fund	60,768.00	105,223.09
4111 · Legal Action Fund	630.24	8,189.00
<b>Total 4100 · Project Revenue</b>	61,398.24	113,412.09
<b>4200 · Events and Conventions</b>		
4200-20 · Conv Fundraising - Unrestricted	292.50	29,753.77
4200-30 · Other Events	0.00	11,220.19
<b>Total 4200 · Events and Conventions</b>	292.50	40,973.96
<b>4300 · Program Revenue</b>		
4310 · Affiliate Development	100.00	5,578.49
4320 · Outreach & Marketing	0.00	105.00
4340 · LP News	1,140.00	2,045.00
4360 · Campaign Support & Initiatives		
4360-40 · Campaign/Candidate Support	0.00	9,932.00
<b>Total 4360 · Campaign Support &amp; Initiatives</b>	0.00	9,932.00
4375 · Brand / Political Materials	5,449.78	68,659.85
4395 · LPedia Historical Preservation	35.00	2,725.00
<b>Total 4300 · Program Revenue</b>	6,724.78	89,045.34
4600 · Refunds of Contributions	(121.17)	(1,756.17)
<b>4700 · Other Receipts</b>		
4710 · Interest & Dividends	78.43	1,126.65
<b>Total 4700 · Other Receipts</b>	78.43	1,126.65
<b>Total Revenue</b>	200,338.93	1,501,331.06

Expense	<u>Dec19</u>	<u>YTD TOTAL</u>
<b>7000 · General Fundraising Expense</b>		
<b>7010 · Direct Mail Fundraising Exp</b>		
7010-10 · DM - House General Expense	14,453.26	48,867.24
7010-20 · DM - Donor Renewal Expense	3,615.21	63,756.92
7010-30 · DM - New Donor Prospecting Exp	2,446.78	20,867.22
<b>Total 7010 · Direct Mail Fundraising Exp</b>	<u>20,515.25</u>	<u>133,491.38</u>
<b>7030 · Online Contributions Exp - Web</b>		
7030-20 · Online Cont Exp - Donor Renewal	1,548.65	4,632.58
7030-30 · Online Cont Exp - New Donor	2,585.85	12,585.88
<b>Total 7030 · Online Contributions Exp - Web</b>	<u>4,134.50</u>	<u>17,218.46</u>
<b>7040 · Tele Fundraising Expense</b>		
7040-20 · Tele Fund Exp - Donor Renewal	135.00	19,953.00
<b>Total 7040 · Tele Fundraising Expense</b>	<u>135.00</u>	<u>19,953.00</u>
<b>7080 · Recurring Contrib - Pledge</b>	3,455.38	25,003.84
7085 · Building Fund Fundraising Exp	0.00	3,733.50
7090 · Ballot Access Fundraising Exp	0.00	1,467.80
7095 · Credit Card Prc Fees	5,175.18	53,201.21
7099 · Gen Fundraising Staff Salary	903.57	38,883.40
<b>Total 7000 · General Fundraising Expense</b>	<u>34,318.88</u>	<u>292,952.59</u>
<b>7100 · Project-Related Expenses</b>		
<b>7106 · Campus Outreach Project</b>		
7106-10 · Campus Outreach General	0.00	75.02
7106-20 · Campus Outreach Staff Salary	0.00	80.58
<b>Total 7106 · Campus Outreach Project</b>	<u>0.00</u>	<u>155.60</u>
<b>Total 7100 · Project-Related Expenses</b>	<u>0.00</u>	<u>155.60</u>
<b>7200 · Events and Conventions Exp</b>		
7200-30 · Other Events	0.00	14,373.30
7200-40 · Events & Conv Staff Salary	722.86	9,213.58
<b>Total 7200 · Events and Conventions Exp</b>	<u>722.86</u>	<u>23,586.88</u>
<b>7300 · Program-Related Expenses</b>		
<b>7310 · Affiliate Support</b>		
7310-10 · Affiliate Development & Support	(18,816.65)	59,842.53
7310-20 · Affiliate Support Staff Salary	1,084.28	8,232.16
<b>Total 7310 · Affiliate Support</b>	<u>(17,732.37)</u>	<u>68,074.69</u>
<b>7320 · Outreach &amp; Marketing</b>		
7320-10 · Outreach & Marketing General	750.00	7,154.80
7320-20 · Outreach & Marketing Staff Sala	1,174.64	23,517.78
<b>Total 7320 · Outreach &amp; Marketing</b>	<u>1,924.64</u>	<u>30,672.58</u>
<b>7330 · Media Relations</b>		
7330-10 · Media Relations General	15.00	13,242.03
7330-20 · Media Relations Staff Salary	316.25	5,047.18
<b>Total 7330 · Media Relations</b>	<u>331.25</u>	<u>18,289.21</u>
<b>7340 · Membership Communications</b>		
7340-10 · LP News	0.00	29,744.87
7340-20 · Mem Comm & Support Staff Salary	13,282.49	165,671.09
<b>Total 7340 · Membership Communications</b>	<u>13,282.49</u>	<u>195,415.96</u>
<b>7360 · Campaign Support &amp; Initiatives</b>		
7360-40 · Campaign/Candidate Support	13,795.62	87,310.00
7360-60 · Camp/Cand Support -Staff Salary	542.14	9,968.33
<b>Total 7360 · Campaign Support &amp; Initiatives</b>	<u>14,337.76</u>	<u>97,278.33</u>



	<b>Dec19</b>	<b>YTD TOTAL</b>
<b>7375 - Brand Development</b>		
7375-10 - Brand / Political Materials	7,455.61	46,725.23
7375-20 - Brand Development Staff Salary	813.21	14,234.76
<b>Total 7375 - Brand Development</b>	<b>8,268.82</b>	<b>60,959.99</b>
<b>7380 - Ballot Access - Other Related</b>		
7380-30 - Ballot Access Legal	0.00	5,092.78
7380-60 - B/A & Petitioning Staff Salary	271.07	5,310.29
<b>Total 7380 - Ballot Access - Other Related</b>	<b>271.07</b>	<b>10,403.07</b>
<b>7395 - LPedia Historical Preservation</b>	<b>2,156.61</b>	<b>2,742.87</b>
<b>Total 7300 - Program-Related Expenses</b>	<b>22,840.27</b>	<b>483,836.70</b>
<b>8000 - Salary &amp; Related Expense</b>		
8005 - Salary Bonus Sick & Vac (Admn)	5,993.18	85,426.87
8010 - Hourly Wages (Admin Portion)	2,003.41	21,229.44
8015 - Contract & Paid Internships	2,906.00	23,194.26
8020 - Employer Cont to P/R Tax	1,862.28	28,195.60
8030 - Employer Cont to 401K & Adm	793.27	12,874.99
8040 - Fed & State Unemployment	6.59	539.69
8060 - Health Insurance	503.43	26,349.48
8065 - Workers Comp Insurance	(34.00)	798.00
8070 - Other Bens, Gdwill & Training	0.00	781.92
8080 - Payroll Service Fees	147.98	2,207.10
<b>Total 8000 - Salary &amp; Related Expense</b>	<b>14,182.14</b>	<b>201,597.35</b>
<b>8100 - Admin &amp; Overhead Expense</b>		
8110 - Ofc Supplies & Non Cap Equipt	351.41	7,730.09
8120 - Telephone & Data Services	1,696.48	14,774.92
8125 - Equipment Leases & Maint.	(3,777.34)	1,951.41
8130 - Postage & Shipping	715.89	9,030.42
8140 - Travel, Meeting, & Meals Exp	1,237.40	20,229.12
8160 - Insurance - D/O Cyber - Other	0.00	8,658.00
8170 - Occupancy Expenses		
8170-10 - Mortgage Interest Expense	648.11	8,750.37
8170-20 - Utilities Expense	472.49	5,763.74
8170-30 - Property Taxes, Fees & Permits	787.69	9,452.18
8170-40 - Maintenance, Cleaning & Repairs	1,986.92	15,440.27
8170-50 - Property / GL Insurance	0.00	1,376.00
8170-60 - Assc Fees, Rent & Storage	524.55	6,157.65
<b>Total 8170 - Occupancy Expenses</b>	<b>4,419.76</b>	<b>46,940.21</b>
8180 - Printing & Copying	653.09	10,752.41
8190 - Software, Hardware & Other IT	4,051.41	59,258.55
8195 - Other Expenses & Bank Fees	801.94	6,796.29
<b>Total 8100 - Admin &amp; Overhead Expense</b>	<b>10,150.04</b>	<b>186,121.42</b>
<b>8200 - Professional Services</b>		
8210 - Legal		
8210-10 - Legal - General	5,282.00	55,852.00
8210-20 - Legal - Proactive	0.00	14,690.17
8210-30 - Litigation-Lobbing Staff Salary	0.00	1,435.92
<b>Total 8210 - Legal</b>	<b>5,282.00</b>	<b>71,978.09</b>
8220 - Accounting	0.00	16,800.00
8230 - FEC Filing & Consulting	1,500.00	18,000.00
<b>Total 8200 - Professional Services</b>	<b>6,782.00</b>	<b>106,778.09</b>
<b>8300 - Depreciation Expense</b>	<b>2,374.08</b>	<b>28,489.27</b>
<b>Total Expense</b>	<b>91,370.27</b>	<b>1,323,517.90</b>
<b>Net Revenue (Loss)</b>	<b>108,968.66</b>	<b>177,813.16</b>

## Balance Sheet Current vs Prior Month

As of December 31, 2019

	31-Dec-19	30-Nov-19	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>11 - Cash</b>				
111U - PNC Check Acct 1 (Unrestricted)	32,766.44	24,601.13	8,165.31	33.2%
112U - BBT Check Acct 1 (Unrestricted)	13,336.61	13,511.21	(174.60)	(1.3%)
113R - PNC Check Acct 2 (Restricted)	160,739.15	136,389.15	24,350.00	17.9%
114R - BBT Chck Acct 2 (Restricted BF)	10,394.23	12,735.73	(2,341.50)	(18.4%)
<b>Total 11 - Cash</b>	<b>217,236.43</b>	<b>187,237.22</b>	<b>29,999.21</b>	<b>16.0%</b>
<b>Total Checking/Savings</b>	<b>217,236.43</b>	<b>187,237.22</b>	<b>29,999.21</b>	<b>16.0%</b>
<b>Accounts Receivable</b>				
12 - Accounts Receivable	0.00	1,500.00	(1,500.00)	(100.0%)
<b>Total Accounts Receivable</b>	<b>0.00</b>	<b>1,500.00</b>	<b>(1,500.00)</b>	<b>(100.0%)</b>
<b>Other Current Assets</b>				
<b>13 - Other Current Collectables</b>				
<b>130 - Bequests Expected - Current</b>				
130-10 - Shaber - 1st International Ba	35,500.00	35,500.00	0.00	0.0%
130-20 - Clinard - Merch Bank of MI	13,064.65	13,062.36	2.29	0.0%
<b>Total 130 - Bequests Expected - Current</b>	<b>48,564.65</b>	<b>48,562.36</b>	<b>2.29</b>	<b>0.0%</b>
<b>Total 13 - Other Current Collectables</b>	<b>48,564.65</b>	<b>48,562.36</b>	<b>2.29</b>	<b>0.0%</b>
<b>16 - Prepaid Expenses</b>				
<b>161 - Bulk Mail Account</b>				
161-10 - Prepaid Bulk Mail VA	626.50	1,179.14	(552.64)	(46.9%)
<b>Total 161 - Bulk Mail Account</b>	<b>626.50</b>	<b>1,179.14</b>	<b>(552.64)</b>	<b>(46.9%)</b>
165 - Prepaid Licenses	0.00	2,303.33	(2,303.33)	(100.0%)
166 - Prepaid Insurance	3,428.34	3,428.34	0.00	0.0%
<b>167 - Prepaid Convention</b>				
167-10 - Prepaid Convention General	8,049.00	8,049.00	0.00	0.0%
<b>Total 167 - Prepaid Convention</b>	<b>8,049.00</b>	<b>8,049.00</b>	<b>0.00</b>	<b>0.0%</b>
169 - Other Prepaid Expense	1,462.04	6,021.00	(4,558.96)	(75.7%)
<b>Total 16 - Prepaid Expenses</b>	<b>13,565.88</b>	<b>20,980.81</b>	<b>(7,414.93)</b>	<b>(35.3%)</b>
<b>Total Other Current Assets</b>	<b>62,130.53</b>	<b>69,543.17</b>	<b>(7,412.64)</b>	<b>(10.7%)</b>
<b>Total Current Assets</b>	<b>279,366.96</b>	<b>258,280.39</b>	<b>21,086.57</b>	<b>8.2%</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	11,671.50	5,125.11	43.9%
174 - Computer Hardware	22,801.27	22,801.27	0.00	0.0%
175 - Computer Software	134,876.40	109,770.15	25,106.25	22.9%
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	51,451.11	12,818.00	24.9%
179 - Accumulated Depreciation	(261,860.86)	(259,486.78)	(2,374.08)	(0.9%)
<b>Total 17 - Fixed Assets</b>	<b>860,722.87</b>	<b>820,047.59</b>	<b>40,675.28</b>	<b>5.0%</b>
<b>Total Fixed Assets</b>	<b>860,722.87</b>	<b>820,047.59</b>	<b>40,675.28</b>	<b>5.0%</b>
<b>Other Assets</b>				
<b>18 - Non Current Collectables</b>				
<b>180 - Bequests Expected - Non Current</b>				
180-10 - Shaber - 1st International Bank	25,229.93	25,481.56	(251.63)	(1.0%)
<b>Total 180 - Bequests Expected - Non Current</b>	<b>25,229.93</b>	<b>25,481.56</b>	<b>(251.63)</b>	<b>(1.0%)</b>
<b>Total 18 - Non Current Collectables</b>	<b>25,229.93</b>	<b>25,481.56</b>	<b>(251.63)</b>	<b>(1.0%)</b>
<b>Total Other Assets</b>	<b>25,229.93</b>	<b>25,481.56</b>	<b>(251.63)</b>	<b>(1.0%)</b>
<b>TOTAL ASSETS</b>	<b>1,165,319.76</b>	<b>1,103,809.54</b>	<b>61,510.22</b>	<b>5.6%</b>

LIABILITIES & EQUITY	31-Dec-19	30-Nov-19	\$ Change	% Change
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
21 · Accounts Payable	14,222.01	26,896.94	(12,674.93)	(47.1%)
<b>Total Accounts Payable</b>	14,222.01	26,896.94	(12,674.93)	(47.1%)
<b>Other Current Liabilities</b>				
24 · Accrued Expenses				
241 · Accrued Payroll	9,614.70	7,299.59	2,315.11	31.7%
242 · Accrued Vacation	13,768.00	13,598.00	170.00	1.3%
245 · Accrued Real Estate Tax	0.00	(787.69)	787.69	100.0%
<b>Total 24 · Accrued Expenses</b>	23,382.70	20,109.90	3,272.80	16.3%
25 · Accrued Payroll Taxes				
252 · 401(k) Liability	0.00	1,254.30	(1,254.30)	(100.0%)
<b>Total 25 · Accrued Payroll Taxes</b>	0.00	1,254.30	(1,254.30)	(100.0%)
27 · Deferred Liabilities				
272 · Deferred Convention Revenue	217,987.00	193,772.00	24,215.00	12.5%
<b>Total 27 · Deferred Liabilities</b>	217,987.00	193,772.00	24,215.00	12.5%
<b>Total Other Current Liabilities</b>	241,369.70	215,136.20	26,233.50	12.2%
<b>Total Current Liabilities</b>	255,591.71	242,033.14	13,558.57	5.6%
<b>Long Term Liabilities</b>				
28 · Long Term Liabilities				
281 · Capital Lease - Postage Machine	0.00	741.00	(741.00)	(100.0%)
282 · Capital Lease - Copier	0.00	3,023.91	(3,023.91)	(100.0%)
<b>Total 28 · Long Term Liabilities</b>	0.00	3,764.91	(3,764.91)	(100.0%)
29 · Loans & Mortgages (Principal)	103,105.02	160,357.12	(57,252.10)	(35.7%)
<b>Total Long Term Liabilities</b>	103,105.02	164,122.03	(61,017.01)	(37.2%)
<b>Total Liabilities</b>	358,696.73	406,155.17	(47,458.44)	(11.7%)
<b>Equity</b>				
31 · General Operating	616,685.25	615,883.92	801.33	0.1%
32 · Temp. Restricted Balances				
3204 · Fund - Campus	1,730.39	1,730.39	0.00	0.0%
3210 · Fund - Building	10,394.23	12,735.73	(2,341.50)	(18.4%)
3213 · Fund - Legal Action Fund	0.00	(1,540.17)	1,540.17	100.0%
<b>Total 32 · Temp. Restricted Balances</b>	12,124.62	12,925.95	(801.33)	(6.2%)
<b>Net Revenue (Loss)</b>	177,813.16	68,844.50	108,968.66	158.3%
<b>Total Equity</b>	806,623.03	697,654.37	108,968.66	15.6%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,165,319.76</b>	<b>1,103,809.54</b>	<b>61,510.22</b>	<b>5.6%</b>

**Statement of Cash Flows**  
**December 2019**

	<b>Dec 19</b>	<b>Jan - Dec 19</b>
<b>OPERATING ACTIVITIES</b>		
Net Revenue (Loss)	(4,424.12)	68,844.50
Adjustments to reconcile Net Income to net cash provided by operations:		
12 · Accounts Receivable	1,500.00	0.00
130-20 · Clinard - Merch Bank of MI	(2.29)	22,435.35
130-30 · Pratt Bequest - TBD	0.00	1,000.00
161-10 · Prepaid Bulk Mail VA	552.64	(194.07)
165 · Prepaid Licenses	2,303.33	0.00
167-10 · Prepaid Convention General Exp	0.00	(8,049.00)
169 · Other Prepaid Expense	4,558.96	(1,462.04)
21 · Accounts Payable	(12,674.93)	(105,524.04)
241 · Accrued Payroll	2,315.11	(1,516.93)
242 · Accrued Vacation	170.00	1,185.00
244 · Other Accrued Expenses	0.00	(4,303.33)
245 · Accrued Real Estate Tax	787.69	0.00
252 · 401(k) Liability	(1,254.30)	0.00
272 · Deferred Convention Revenue	24,215.00	207,737.00
<b>Net cash provided by Operating Activities</b>	<b>131,439.87</b>	<b>289,121.10</b>
<b>INVESTING ACTIVITIES</b>		
173 · Office Equipment	(5,125.11)	(12,430.63)
175 · Computer Software	(25,106.25)	(25,106.25)
178 · Ofc Imprmnt Acq & Capt Expense	(12,818.00)	(12,818.00)
179 · Accumulated Depreciation	2,374.08	28,489.27
180-10 · Shaber - 1st International Bank	251.63	33,727.79
180-20 · Clinard - Merch Bank of MI	0.00	10,202.97
<b>Net cash provided by Investing Activities</b>	<b>(40,423.65)</b>	<b>22,065.15</b>
<b>FINANCING ACTIVITIES</b>		
281 · Capital Lease - Postage Machine	(741.00)	(741.00)
282 · Capital Lease - Copier	(3,023.91)	(3,023.91)
29 · Loans & Mortgages (Principal)	(57,252.10)	(103,913.03)
31 · General Operating	801.33	(4,190.07)
3204 · Fund - Campus	0.00	(75.02)
3210 · Fund - Building	(2,341.50)	4,265.09
3213 · Fund - Legal Action Fund	1,540.17	0.00
<b>Net cash provided by Financing Activities</b>	<b>(61,017.01)</b>	<b>(107,677.94)</b>
<b>Net cash increase for period</b>	<b>29,999.21</b>	<b>203,508.31</b>
<b>Cash at beginning of period</b>	<b>187,237.22</b>	<b>13,728.12</b>
<b>Cash at end of period</b>	<b>217,236.43</b>	<b>217,236.43</b>

**2020 Convention Revenue & Liability Report**  
**As of 12/31/2019**

Account:	# Packages	\$ Actual
272 · Deferred Convention Revenue	384	\$204,987.00
HQ-20Basic	99	
HQ-20Bronze	9	
HQ-20Gold	186	
HQ-20Silver	32	
HQ-20Training	20	
HQ-20Welcome	38	
167-10 · Prepaid Convention General Exp		(\$8,049.00)
<b>Net Deffered Convention Revenue</b>		<b><u>\$196,938.00</u></b>
113R · PNC Check Acct 2 (Net Conv Restricted)		\$159,008.76
<b>Net Convention Unfunded Liability</b>		<b><u>\$37,929.24</u></b>
4200-20 · Conv Fundraising - Unrestricted		\$29,901.60
<b>Total Net Conv Liability plus Unrestricted Revenue</b>		<b>\$67,830.84</b>

**RELATED PARTY TRANSACTIONS AS OF: 12/31/19**

Related Party Donations	Mem Expires / BSM Expires	MTD Contributions	YTD Contributions	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	\$ 324.00	
Paul Bilyeu *	Life Member	\$ 50.00	\$ 2,575.00	\$ 7,740.00	Yes
Whitney Bilyeu	Life Member	\$ 100.00	\$ 2,395.00	\$ 6,178.00	Yes
Ethan Bishop-Henchman *	Life Member	\$ -	\$ 1,530.00	\$ 1,545.00	
Joseph Bishop-Henchman	Life Member	\$ 500.00	\$ 8,050.00	\$ 14,813.50	
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	\$ -	\$ 94.00	\$ 283.00	
Pat Ford	11/15/20 - 01/13/21	\$ -	\$ 150.00	\$ 400.00	
Sam Goldstein	Life Member	\$ 50.00	\$ 843.00	\$ 8,037.45	Yes
Kevin Hagan *	10/12/20 - 09/09/20	\$ -	\$ 440.00	\$ 773.00	
Timothy Hagan	Life Member	\$ 10.00	\$ 690.00	\$ 10,656.82	Yes
Caryn Ann Harlos	Life Member	\$ 10.00	\$ 2,052.00	\$ 6,255.09	Yes
Wayne Harlos *	01/14/20 - 08/02/20	\$ -	\$ 164.00	\$ 1,363.00	
Daniel Hayes *	Life Member	\$ 500.00	\$ 12,258.00	\$ 35,408.00	
Jeffery Hewitt	Life Member	\$ -	\$ 100.00	\$ 2,908.00	
Susan Hogarth	12/31/20 - 11/11/20	\$ -	\$ 350.00	\$ 2,591.07	Yes
James Lark	Life Member	\$ 15.00	\$ 220.00	\$ 79,212.30	Yes
Richard Longstreth	Life Member	\$ 15.00	\$ 1,804.00	\$ 2,478.00	Yes
Jeffrey Lyons ***	Life Member	\$ 40.00	\$ 90.00	\$ 1,794.00	
Alicia Mattson	Life Member	\$ -	\$ 139.00	\$ 4,449.00	
Alex Merced	Life Member	\$ 42.00	\$ 1,203.45	\$ 3,716.15	Yes
Dustin Nanna	07/10/20 - 07/30/20	\$ -	\$ 105.00	\$ 1,868.00	
Steven Nekhaila	Life Member	\$ 10.00	\$ 337.63	\$ 2,906.63	Yes
Justin O'Donnell	01/13/21 - 01/13/21	\$ -	\$ 390.00	\$ 746.50	
Kenneth B. Olsen	10/31/20 - 01/15/21	\$ -	\$ 494.00	\$ 1,042.00	
John Phillips	Life Member	\$ 75.00	\$ 2,835.00	\$ 3,503.20	Yes
William Redpath	Life Member	\$ 17.00	\$ 724.00	\$ 118,683.00	Yes
Frank Sarwark *	10/31/17 - 10/31/17	\$ -	\$ -	\$ 3,436.00	
Nicholas Sarwark	Life Member	\$ 20.00	\$ 240.00	\$ 6,312.00	Yes
Valerie Sarwark *	12/31/20 - 01/02/21	\$ 10.00	\$ 60.00	\$ 554.00	Yes
Victoria Paige Sexton	01/29/21 - 01/13/21	\$ -	\$ 105.00	\$ 560.50	
Joshua Smith	12/31/20 - 01/02/21	\$ 25.00	\$ 190.00	\$ 1,538.00	Yes
Aaron Starr *	Life Member	\$ -	\$ 139.00	\$ 21,102.00	
Elizabeth Van Horn	Life Member	\$ -	\$ 105.00	\$ 2,083.00	
Francis Wendt	06/28/20 - 06/28/20	\$ -	\$ 25.00	\$ 604.00	
Total Contributions:		\$ 1,489.00	\$ 41,076.08	\$ 358,291.91	

\* 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
Libertarian Party Georgia	Ballot Access Legal	\$ -	\$ 1,000.00
Ms. Caryn Ann Harlos	Reimbursed Expense	\$ 156.61	\$ 720.47
Mr. Nicholas Sarwark	Reimbursed Expense	\$ -	\$ 1,675.76
Total Disbursements:		\$ 156.61	\$ 3,396.23

**CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 12/31/19**

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