



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

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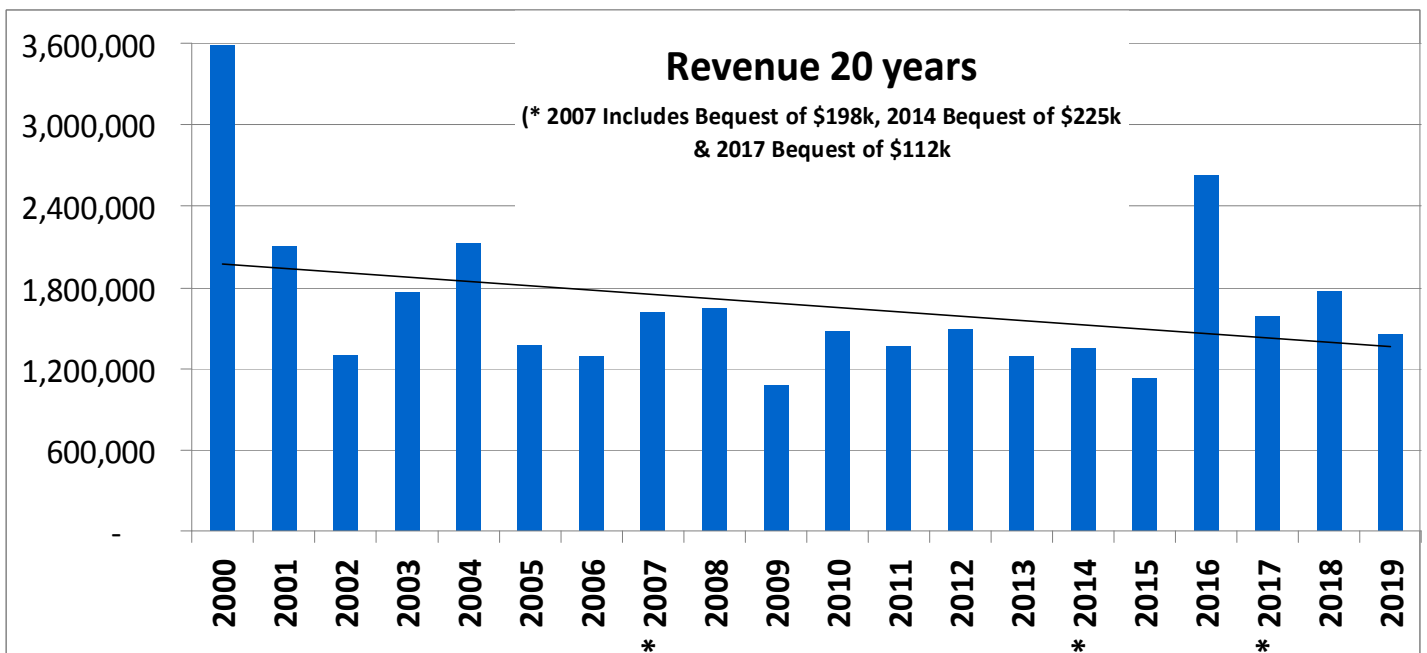
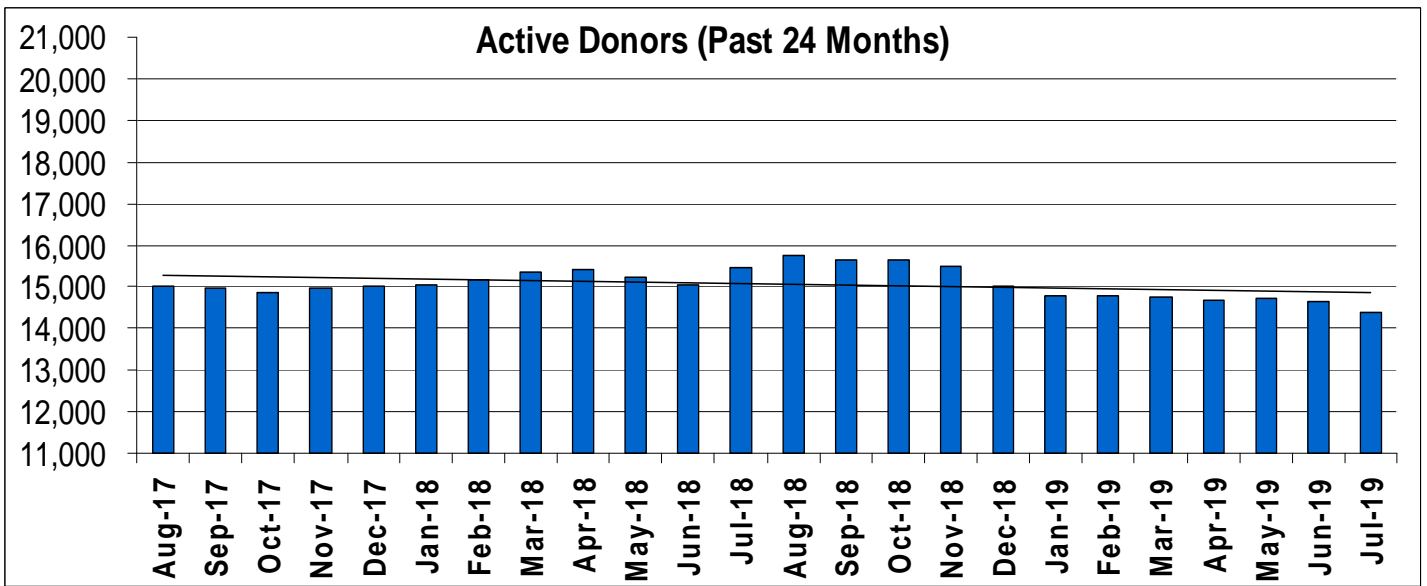
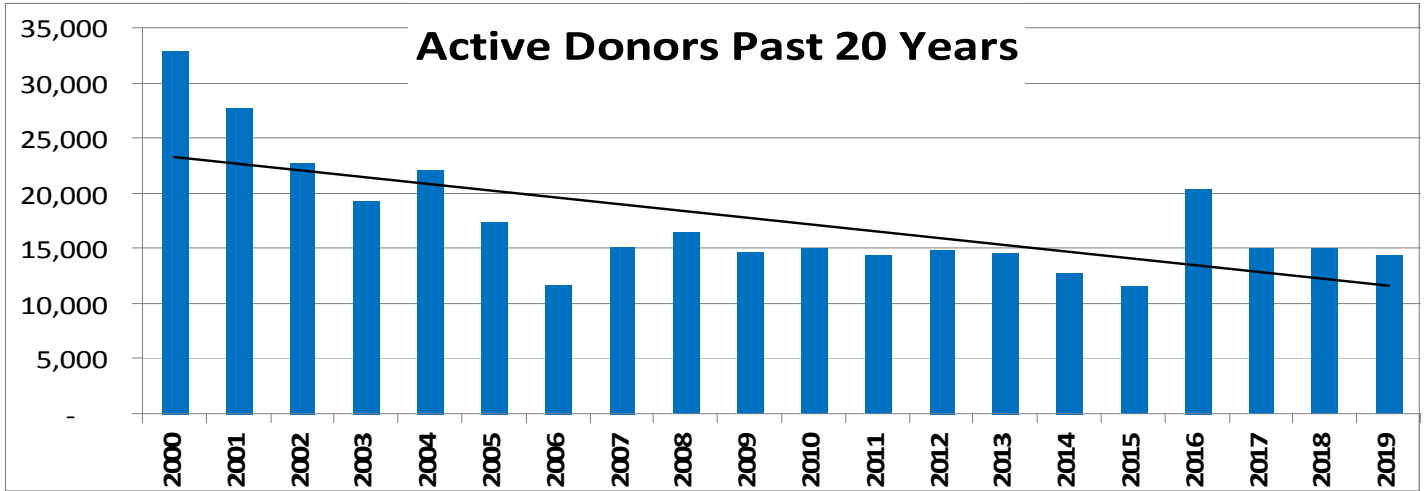
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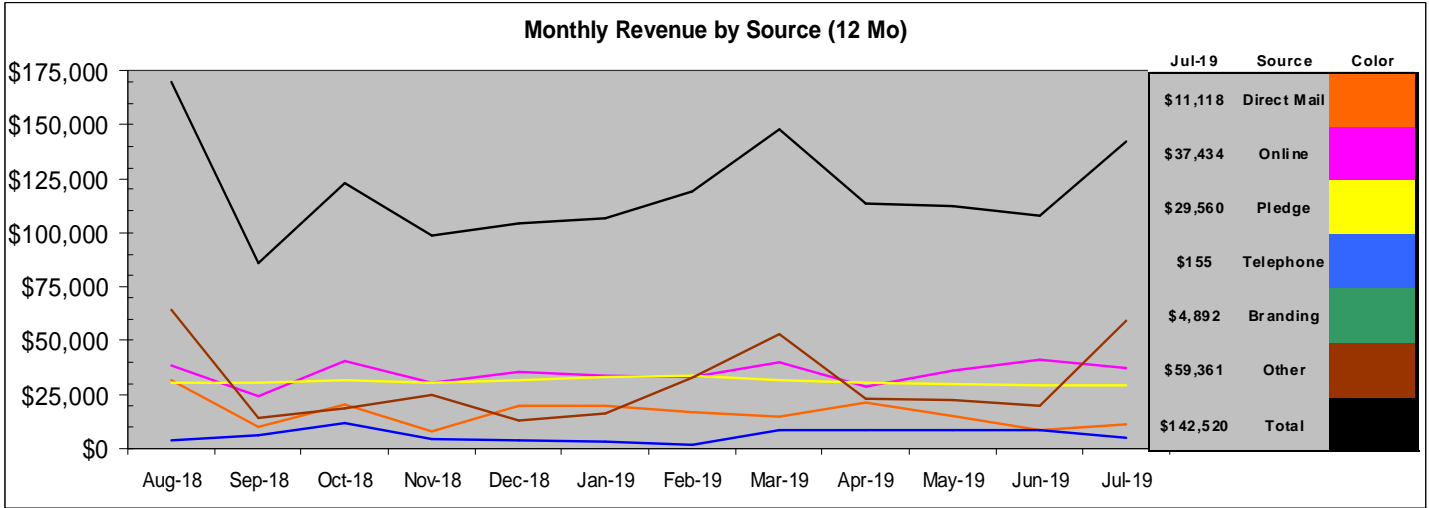
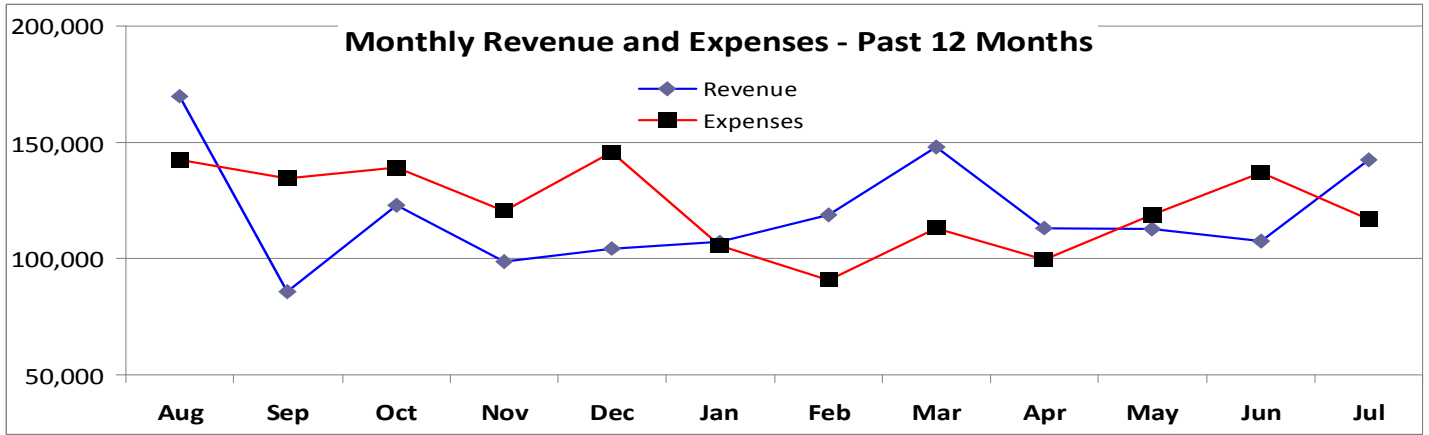
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## End of Month Reports – Charts

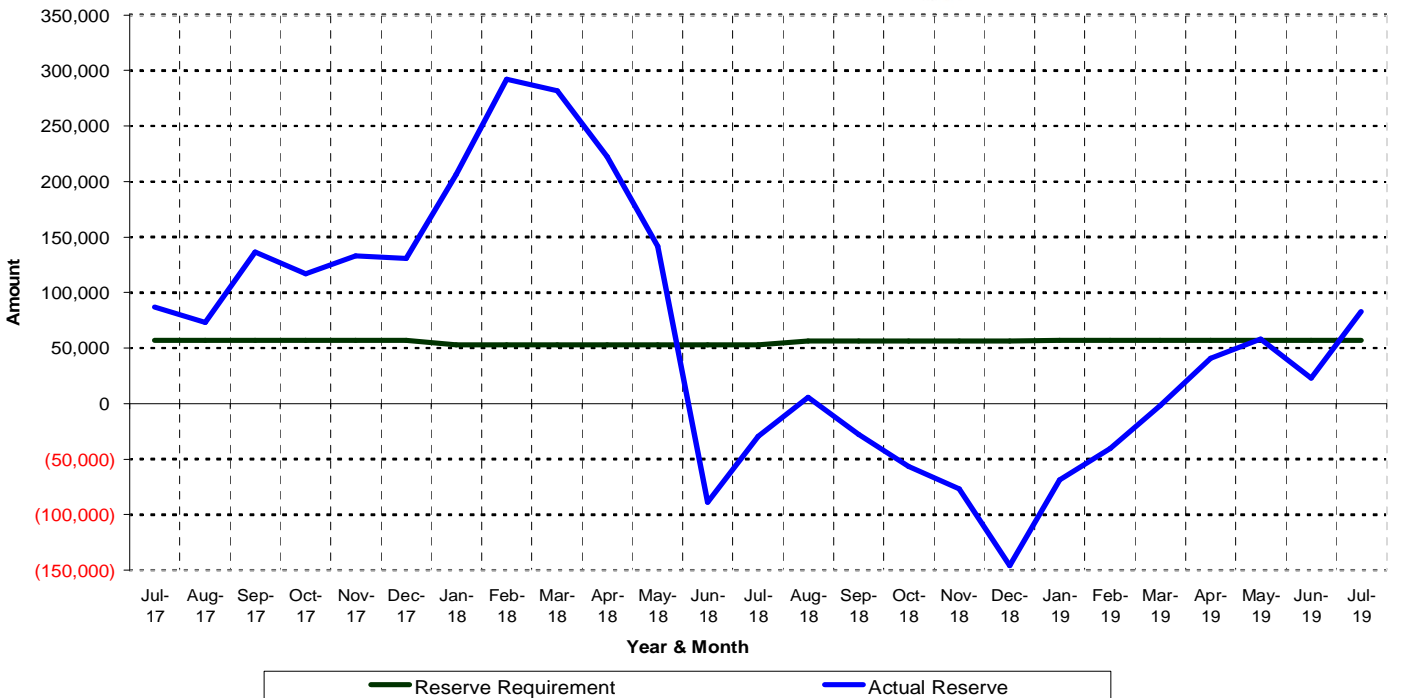




### Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2019 Resv Target = \$57,225 - Curr Month Resv = \$82,593

*Reserve Requirement = sum of monthly occupancy, labor, & governance expenses*  
*Actual Reserve = total cash less the sum of restricted funds & accounts payable at month end*



## End of Month Reports – Financial Summary

### Revenue - by Function as % of Total

2015 thru 2019

	2015	2016	2017	2018	2019 YTD
Membership Revenue	368,631	807,450	554,688	583,082	322,770
% Total Non Conv Revenue	33%	35%	38%	39%	38%
General Fundraising	676,329	1,178,909	764,757	762,568	437,075
% Total Non Conv Revenue	61%	51%	52%	51%	51%
Project/Program/Other	68,339	346,495	156,261	145,456	90,786
% Total Non Conv Revenue	6%	15%	11%	10%	11%
<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>850,631</b>

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

January through July 2019

	Jan 19	Feb 19	Mar 19	Apr 19	May 19	Jun 19	Jul 19	TOTAL
<b>Revenue</b>								
4000 • General Fundraising	87,767	98,289	126,020	85,404	98,875	93,833	130,214	720,402
4100 • Project Revenue	8,225	3,527	4,095	9,792	273	4,821	885	31,618
4200 • Events and Conventions	3,734	13,177	9,025	8,930	607	59	3,910	39,442
4300 • Program Revenue	7,188	3,840	9,864	10,162	12,838	8,530	7,544	59,966
4600 • Refunds of Contributions	0	0	(500)	(1,000)	0	0	(35)	(1,535)
4700 • Other Receipts	7	16	393	2	2	314	2	736
<b>Total Revenue</b>	<b>106,921</b>	<b>118,849</b>	<b>148,897</b>	<b>113,290</b>	<b>112,595</b>	<b>107,557</b>	<b>142,520</b>	<b>850,629</b>
<b>Expense</b>								
7000 • General Fundraising Expense	20,216	19,169	14,558	20,734	24,434	31,556	22,731	153,398
7100 • Project-Related Expenses	156	0	0	0	0	0	0	156
7200 • Events and Conventions Exp	3,733	1,234	4,105	1,665	3,028	841	2,267	16,873
7300 • Program-Related Expenses	31,078	34,004	52,653	31,171	45,155	61,446	42,370	297,877
8000 • Salary & Related Expense	16,917	15,218	15,784	19,064	19,971	16,911	20,194	124,059
8100 • Admin & Overhead Expense	14,995	13,080	17,986	19,086	17,692	15,627	20,525	118,991
8200 • Professional Services	11,000	6,079	6,043	6,133	6,356	6,510	6,360	48,481
8300 • Depreciation Expense	2,047	2,047	2,047	2,047	2,047	4,009	2,374	16,618
<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>776,453</b>
<b>Net Revenue</b>	<b>6,779</b>	<b>28,018</b>	<b>35,721</b>	<b>13,390</b>	<b>(6,088)</b>	<b>(29,343)</b>	<b>25,699</b>	<b>74,176</b>

### Balance Sheet Summary - Current vs Prior Month

	Jul 31, 19	Jun 30, 19	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
Total Checking/Savings	98,149.07	64,484.85	33,664.22	52.21%
Total Other Current Assets	66,791.99	69,098.59	(2,306.60)	-3.34%
<b>Total Current Assets</b>	<b>164,941.06</b>	<b>133,583.44</b>	<b>31,357.62</b>	<b>23.47%</b>
<b>Total Fixed Assets</b>	<b>829,544.03</b>	<b>831,918.14</b>	<b>(2,374.11)</b>	<b>-0.29%</b>
<b>Total Non Current- Other</b>	<b>25,523.52</b>	<b>25,523.52</b>	<b>0.00</b>	<b>0.00%</b>
<b>TOTAL ASSETS</b>	<b>1,020,008.61</b>	<b>991,025.10</b>	<b>28,983.51</b>	<b>2.93%</b>
<b>LIABILITIES &amp; EQUITY</b>				
<b>Liabilities</b>				
Total Current Liabilities	144,047.28	138,555.16	5,492.12	3.96%
Total Long Term Liabilities	172,973.56	175,180.96	(2,207.40)	-1.26%
<b>Total Liabilities</b>	<b>317,020.84</b>	<b>313,736.12</b>	<b>3,284.72</b>	<b>1.05%</b>
<b>Total Equity</b>	<b>702,987.77</b>	<b>677,288.98</b>	<b>25,698.79</b>	<b>3.79%</b>
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,020,008.61</b>	<b>991,025.10</b>	<b>28,983.51</b>	<b>2.93%</b>

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

	Un- restricted Jul-19	Temp. Restricted	Total Jul-19	Jan - Dec 19	Budget Year to Date	Actual vs. Budget YTD	Annual Budget 2019 *	2019 Budget Remaining
<b>Support and Revenue</b>								
20-Membership Dues	42,887		42,887	322,770	334,600	(11,830)	573,600	250,830
21-Donations	9,695		9,695	75,637	125,183	(49,546)	214,600	138,963
22-Recurring Gifts	29,560		29,560	217,899	186,725	31,174	320,100	102,201
23-Board/ED Solicitation Major Gifts	44,705		44,705	111,530	96,542	14,988	165,500	53,970
24-Convention Revenue	0		0	0	0	0	0	0
25-Project Program Revenue	2,652	885	3,537	46,543	51,158	(4,615)	87,700	41,157
26-Brand Dev / Political Materials	4,892		4,892	45,039	38,950	6,089	66,772	21,733
27-Ballot Access & Related Donations	7,243		7,243	30,473	43,750	(13,277)	75,000	44,527
28-Membership Communication	0		0	2	117	(115)	200	198
29-Other Revenue	2		2	737	0	737	0	(737)
<b>Total Support and Revenue</b>	<b>141,635</b>	<b>885</b>	<b>142,520</b>	<b>850,631</b>	<b>877,025</b>	<b>(26,395)</b>	<b>1,503,472</b>	<b>652,841</b>
<b>Cost of Support and Revenue</b>								
32-Fundraising Costs	9,535		9,535	65,009	93,450	(28,441)	160,200	95,191
33-Membership Fundraising Costs	9,191		9,191	70,384	96,373	(25,989)	165,210	94,826
35-Convention	0		0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0		0	1,468	7,000	(5,532)	12,000	10,532
37-Building Fundraising Exp	0		0	1,256	0	1,256	0	(1,256)
<b>Total Cost of Support and Revenue</b>	<b>18,727</b>	<b>0</b>	<b>18,727</b>	<b>138,116</b>	<b>196,823</b>	<b>(58,706)</b>	<b>337,410</b>	<b>199,294</b>
<b>Net Support Available for Programs</b>	<b>122,908</b>	<b>885</b>	<b>123,793</b>	<b>712,515</b>	<b>680,203</b>	<b>32,312</b>	<b>1,166,062</b>	<b>453,547</b>
<b>Program Expense</b>								
40-Administrative Costs	26,920	1,980	28,899.60	177,779.61	174,242	3,538	298,700	120,920
45-Compensation	50,830		50,829.72	302,774.75	310,217	(7,442)	531,800	229,025
50-Affiliate Support	6,222		6,221.50	47,278.99	52,500	(5,221)	90,000	42,721
55-Brand Dev / Political Materials	4,485		4,485.15	29,716.12	33,425	(3,709)	57,300	27,584
58-Campus Outreach	0		0.00	75.02	5,250	(5,175)	9,000	8,925
60-Candidate, Campaign & Initiatives	7,659		7,658.73	40,515.74	43,400	(2,884)	74,400	33,884
70-Ballot Access VR & Related Exp	0		0.00	0.00	12,833	(12,833)	22,000	22,000
75-Litigation	0		0.00	9,992.78	10,792	(799)	18,500	8,507
80-Media **	0		0.00	11,760.51	8,015	3,746	13,740	2,979
85-Member Communication	0		0.00	14,814.80	22,983	(8,169)	39,400	24,585
88-Outreach	0		0.00	3,247.17	5,833	(2,586)	10,000	6,753
90-Project Program Other	0	0	0.00	381.26	1,458	(1,077)	2,500	2,119
<b>Total Program Expense</b>	<b>96,115</b>	<b>1,980</b>	<b>98,095</b>	<b>638,337</b>	<b>680,948</b>	<b>(42,612)</b>	<b>1,167,340</b>	<b>530,003</b>
<b>Total Net Operating Surplus (or Deficit)</b>	<b>26,794</b>	<b>(1,095)</b>	<b>25,699</b>	<b>74,178</b>	<b>(746)</b>	<b>74,923</b>	<b>(1,278)</b>	<b>(76,456)</b>
<b>Unrestricted Net Operating Surplus (or Deficit)</b>			<b>26,794</b>	<b>46,551</b>			<b>(27,278)</b>	

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

## Statement of Operations - 2019 v. 2017 Comparision

	<u>Total Jul-19</u>	<u>Jul-17</u>	<u>Diff 19 v 17</u>	<u>Jan - Dec 19</u>	<u>Jan - Dec 17</u>	<u>Diff 19 v 17</u>
<b>Support and Revenue</b>						
20-Membership Dues	42,887	37,197	5,689	322,770	305,500	17,270
21-Donations	9,695	7,685	2,010	75,637	180,493	-104,856
22-Recurring Gifts	29,560	29,230	330	217,899	213,347	4,553
23-BoardSolicitation MajorGifts	44,705	2,950	41,755	111,530	18,188	93,342
24-Convention Revenue	0	0	0	0	0	0
25-Project Program Revenue	3,537	2,360	1,177	46,543	75,582	-29,038
26-Brand Dev / Pol Materials Rev	4,892	4,480	412	45,039	39,842	5,197
27-BallotAccess Donations	7,243	1,080	6,163	30,473	117,118	-86,645
28-Publications Materials Other	0	1,930	-1,930	2	6,109	-6,107
29-Other Revenue	2	0	2	737	202	535
Total Support and Revenue	<u>142,520</u>	<u>86,912</u>	<u>55,608</u>	<u>850,631</u>	<u>956,381</u>	<u>-105,750</u>
<b>Cost of Support and Revenue</b>						
32-Fundraising Costs	9,535	9,522	14	65,009	93,730	-28,721
33-Membership Fundraising Costs	9,191	9,590	-399	70,384	116,899	-46,516
35-Convention	0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0	0	0	1,468	9,732	-8,265
37-Building Fundraising Exp	0	0	0	1,256	101	1,155
Total Cost of Support and Revenue	<u>18,727</u>	<u>19,112</u>	<u>-385</u>	<u>138,116</u>	<u>220,463</u>	<u>-82,346</u>
<b>Net Support Available for Programs</b>	123,793	67,800	55,994	712,515	735,918	-23,403
<b>Program Expense</b>						
40-Administrative Costs	28,900	25,326	3,573	177,780	195,459	-17,680
45-Compensation	50,830	37,207	13,623	302,775	290,613	12,162
50-Affiliate Support	6,222	4,736	1,486	47,279	31,718	15,561
55-Brand Dev / Pol Materials	4,485	3,991	495	29,716	45,487	-15,771
58-Campus Outreach	0	0	0	75	750	-675
60-Candidate, Campaign & Initiatives	7,659	5,000	2,659	40,516	10,000	30,516
70-BallotAccess Petitioning Related Exp	0	22,482	-22,482	0	102,698	-102,698
75-Litigation	0	0	0	9,993	-241	10,234
80-Media	0	0	0	11,761	496	11,264
85-Member Communication	0	800	-800	14,815	39,664	-24,849
88-Outreach	0	1,702	-1,702	3,247	5,646	-2,398
90-Project Program Other	0	182	-182	381	5,301	-4,920
Total Program Expense	<u>98,095</u>	<u>101,426</u>	<u>-3,331</u>	<u>638,337</u>	<u>727,592</u>	<u>-89,255</u>
<b>Net Operating Surplus (or Deficit)</b>	<u>25,699</u>	<u>-33,626</u>	<u>59,325</u>	<u>74,178</u>	<u>8,326</u>	<u>65,852</u>

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

	<u>Jul 19</u>	<u>TOTAL</u>
<b>Revenue</b>		
<b>4000 · General Fundraising</b>		
<b>4010 · Direct Mail Fundraising</b>		
4010-10 · DM - House Fundraising General	1,856.09	15,170.66
4010-11 · DM - House Fundraising Renewal	150.00	1,830.00
4010-12 · DM - House Fundraising NewDonor	0.00	275.00
4010-20 · DM - Donor Renewal	8,211.75	87,791.24
4010-30 · DM - New Donor Prospecting	900.00	2,410.00
<b>Total 4010 · Direct Mail Fundraising</b>	<u>11,117.84</u>	<u>107,476.90</u>
<b>4020 · Direct Solicitation Major Donor</b>		
4020-10 · Board Solicitation	5.00	330.00
4020-20 · Chair Solicitation	15,500.00	26,500.00
4020-30 · ED Solicitation	29,200.00	84,700.00
<b>Total 4020 · Direct Solicitation Major Donor</b>	<u>44,705.00</u>	<u>111,530.00</u>
<b>4030 · Online Contributions - Web</b>		
4030-10 · Online Cont - General	3,933.72	21,908.58
4030-20 · Online Cont - Donor Renewal	23,946.03	169,996.30
4030-30 · Online Cont - New Donor Prosp	9,553.75	58,517.25
<b>Total 4030 · Online Contributions - Web</b>	<u>37,433.50</u>	<u>250,422.13</u>
<b>4040 · Tele Fundraising - Phone Bank</b>		
4040-10 · Tele Fund - General	30.00	651.10
4040-20 · Tele Fund - Donor Renewal	125.00	1,950.00
<b>Total 4040 · Tele Fundraising - Phone Bank</b>	<u>155.00</u>	<u>2,601.10</u>
4080 · Recurring Contrib - Pledge	29,559.77	217,899.24
4090 · Ballot Access / Voter Reg	7,242.60	30,472.86
<b>Total 4000 · General Fundraising</b>	<u>130,213.71</u>	<u>720,402.23</u>
<b>4100 · Project Revenue</b>		
4108 · Building Fund	250.00	26,252.09
4111 · Legal Offense Fund	635.00	5,365.76
<b>Total 4100 · Project Revenue</b>	<u>885.00</u>	<u>31,617.85</u>
<b>4200 · Events and Conventions</b>		
4200-20 · Conv Fundraising - Unrestricted	780.09	28,371.92
4200-30 · Other Events	3,130.00	11,070.19
<b>Total 4200 · Events and Conventions</b>	<u>3,910.09</u>	<u>39,442.11</u>
<b>4300 · Program Revenue</b>		
4310 · Affiliate Development	50.00	4,453.49
4320 · Outreach - PR & Marketing	0.00	105.00
4340 · LP News	0.00	2.00
4360 · Campaign Support & Initiatives		
4360-40 · Campaign/Candidate Support	2,577.00	7,877.00
<b>Total 4360 · Campaign Support &amp; Initiatives</b>	<u>2,577.00</u>	<u>7,877.00</u>
4375 · Brand / Political Materials	4,891.80	45,039.09
4395 · LPedia Historical Preservation	25.00	2,490.00
<b>Total 4300 · Program Revenue</b>	<u>7,543.80</u>	<u>59,966.58</u>
4600 · Refunds of Contributions	(35.00)	(1,535.00)
<b>4700 · Other Receipts</b>		
4710 · Interest & Dividends	2.40	737.03
<b>Total 4700 · Other Receipts</b>	<u>2.40</u>	<u>737.03</u>
<b>Total Revenue</b>	<u>142,520.00</u>	<u>850,630.80</u>

Expense	<u>Jul 19</u>	<u>TOTAL</u>
<b>7000 - General Fundraising Expense</b>		
<b>7010 - Direct Mail Fundraising Exp</b>		
7010-10 - DM - House General Expense	3,014.12	12,534.28
7010-20 - DM - Donor Renewal Expense	3,337.81	39,578.36
7010-30 - DM - New Donor Prospecting Exp	2,336.21	13,122.20
<b>Total 7010 - Direct Mail Fundraising Exp</b>	<u>8,688.14</u>	<u>65,234.84</u>
<b>7030 - Online Contributions Exp - Web</b>		
7030-20 - Online Cont Exp - Donor Renewal	586.06	812.99
7030-30 - Online Cont Exp - New Donor	1,284.20	3,127.18
<b>Total 7030 - Online Contributions Exp - Web</b>	<u>1,870.26</u>	<u>3,940.17</u>
<b>7040 - Tele Fundraising Expense</b>		
7040-20 - Tele Fund Exp - Donor Renewal	1,647.00	13,743.00
<b>Total 7040 - Tele Fundraising Expense</b>	<u>1,647.00</u>	<u>13,743.00</u>
7080 - Recurring Contrib - Pledge	1,781.50	12,410.14
7085 - Building Fund Fundraising Exp	0.00	1,256.00
7090 - Ballot Access Fundraising Exp	0.00	1,467.80
7095 - Credit Card Prc Fees	4,169.13	29,358.72
7099 - Gen Fundraising Staff Salary	4,574.79	25,987.57
<b>Total 7000 - General Fundraising Expense</b>	<u>22,730.82</u>	<u>153,398.24</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	570.48	10,705.48
7200-40 - Events & Conv Staff Salary	1,696.27	6,166.87
<b>Total 7200 - Events and Conventions Exp</b>	<u>2,266.75</u>	<u>16,872.35</u>
<b>7300 - Program-Related Expenses</b>		
<b>7310 - Affiliate Support</b>		
7310-10 - Affiliate Development & Support	6,221.50	47,278.99
7310-20 - Affiliate Support Staff Salary	616.83	4,232.29
<b>Total 7310 - Affiliate Support</b>	<u>6,838.33</u>	<u>51,511.28</u>
<b>7320 - Outreach - PR &amp; Marketing</b>		
7320-10 - Outreach PR & Marketing General	0.00	3,247.17
7320-20 - Outreach PR Mrktng Staff Salary	2,672.91	17,664.93
<b>Total 7320 - Outreach - PR &amp; Marketing</b>	<u>2,672.91</u>	<u>20,912.10</u>
<b>7330 - Media Relations</b>		
7330-10 - Media Relations General	0.00	11,760.51
7330-20 - Media Relations Staff Salary	411.22	3,781.79
<b>Total 7330 - Media Relations</b>	<u>411.22</u>	<u>15,542.30</u>
<b>7340 - Membership Communications</b>		
7340-10 - LP News	0.00	14,814.80
7340-20 - Mem Comm & Support Staff Salary	16,808.49	99,172.81
<b>Total 7340 - Membership Communications</b>	<u>16,808.49</u>	<u>113,987.61</u>
<b>7360 - Campaign Support &amp; Initiatives</b>		
7360-40 - Campaign/Candidate Support	7,658.73	40,515.74
7360-60 - Camp/Cand Support -Staff Salary	771.03	7,611.18
<b>Total 7360 - Campaign Support &amp; Initiatives</b>	<u>8,429.76</u>	<u>48,126.92</u>
<b>7375 - Brand Development</b>		
7375-10 - Brand / Political Materials	4,485.15	29,716.12
7375-20 - Brand Development Staff Salary	1,850.48	9,428.71
<b>Total 7375 - Brand Development</b>	<u>6,335.63</u>	<u>39,144.83</u>
<b>7380 - Ballot Access - Other Related</b>		
7380-30 - Ballot Access Legal	0.00	4,992.78
7380-60 - B/A & Petitioning Staff Salary	873.84	3,277.52
<b>Total 7380 - Ballot Access - Other Related</b>	<u>873.84</u>	<u>8,270.30</u>
7395 - LPedia Historical Preservation	0.00	381.26
<b>Total 7300 - Program-Related Expenses</b>	<u>42,370.18</u>	<u>297,876.60</u>



	<u>Jul 19</u>	<u>TOTAL</u>
<b>8000 · Salary &amp; Related Expense</b>		
8005 · Salary Bonus Sick & Vac (Admn)	9,132.40	56,211.29
8010 · Hourly Wages (Admin Portion)	1,353.64	11,704.00
8015 · Contract & Paid Internships	675.00	10,718.01
8020 · Employer Cont to P/R Tax	2,556.42	17,924.29
8030 · Employer Cont to 401K & Adm	859.97	7,336.04
8040 · Fed & State Unemployment	0.79	522.95
8060 · Health Insurance	5,424.79	17,317.90
8065 · Workers Comp Insurance	0.00	699.00
8070 · Other Bens, Gdwill & Training	30.00	386.92
8080 · Payroll Service Fees	161.03	1,238.52
<b>Total 8000 · Salary &amp; Related Expense</b>	<u>20,194.04</u>	<u>124,058.92</u>
<b>8100 · Admin &amp; Overhead Expense</b>		
8110 · Ofc Supplies & Non Cap Equipt	1,453.38	5,593.49
8120 · Telephone & Data Services	2,431.88	9,066.36
8125 · Equipment Leases & Maint.	189.75	4,780.01
8130 · Postage & Shipping	885.59	5,846.45
8140 · Travel, Meeting, & Meals Exp	2,695.69	8,757.02
8160 · Insurance - D/O Cyber - Other	0.00	8,658.00
8170 · Occupancy Expenses		
8170-10 · Mortgage Interest Expense	692.81	5,352.95
8170-20 · Utilities Expense	480.61	3,351.37
8170-30 · Property Taxes, Fees & Permits	787.68	5,513.77
8170-40 · Maintenance, Cleaning & Repairs	4,132.40	10,088.86
8170-50 · Property / GL Insurance	0.00	1,376.00
8170-60 · Assc Fees, Rent & Storage	219.55	3,258.85
<b>Total 8170 · Occupancy Expenses</b>	<u>6,313.05</u>	<u>28,941.80</u>
8180 · Printing & Copying	1,119.79	7,210.57
8190 · Software, Hardware & Other IT	5,181.92	36,173.01
8195 · Other Expenses & Bank Fees	254.44	3,964.15
<b>Total 8100 · Admin &amp; Overhead Expense</b>	<u>20,525.49</u>	<u>118,990.86</u>
<b>8200 · Professional Services</b>		
8210 · Legal		
8210-10 · Legal - General	4,500.00	31,670.00
8210-20 · Legal - Proactive	0.00	5,000.00
8210-30 · Litigation-Lobbing Staff Salary	359.82	1,311.58
<b>Total 8210 · Legal</b>	<u>4,859.82</u>	<u>37,981.58</u>
8230 · FEC Filing & Consulting	1,500.00	10,500.00
<b>Total 8200 · Professional Services</b>	<u>6,359.82</u>	<u>48,481.58</u>
<b>8300 · Depreciation Expense</b>	2,374.11	16,618.75
<b>Total Expense</b>	<u>116,821.21</u>	<u>776,452.90</u>
<b>Net Revenue</b>	<u>25,698.79</u>	<u>74,177.90</u>

## Balance Sheet Current vs Prior Month

As of July 31, 2019

	Jul 31, 19	Jun 30, 19	\$ Change	% Change
<b>ASSETS</b>				
<b>Current Assets</b>				
<b>Checking/Savings</b>				
<b>11 - Cash</b>				
111U - PNC Check Acct 1 (Unrestricted)	20,480.93	6,090.79	14,390.14	236.26%
112U - BBT Check Acct 1 (Unrestricted)	22,170.76	16,801.68	5,369.08	31.96%
113R - PNC Check Acct 2 (Restricted) *	52,096.15	36,461.15	15,635.00	42.88%
114R - BBT Chck Acct 2 (Restricted BF)	3,401.23	5,131.23	(1,730.00)	(33.72%)
<b>Total 11 - Cash</b>	<b>98,149.07</b>	<b>64,484.85</b>	<b>33,664.22</b>	<b>52.21%</b>
<b>Total Checking/Savings</b>	<b>98,149.07</b>	<b>64,484.85</b>	<b>33,664.22</b>	<b>52.21%</b>
<b>Other Current Assets</b>				
<b>13 - Other Current Collectables</b>				
<b>130 - Bequests Expected - Current</b>				
130-10 - Shaber - 1st International Bank	35,500.00	35,500.00	0.00	0.0%
130-20 - Clinard - Merch Bank of MI	7,592.20	7,589.80	2.40	0.03%
<b>Total 130 - Bequests Expected - Current</b>	<b>43,092.20</b>	<b>43,089.80</b>	<b>2.40</b>	<b>0.01%</b>
<b>Total 13 - Other Current Collectables</b>	<b>43,092.20</b>	<b>43,089.80</b>	<b>2.40</b>	<b>0.01%</b>
<b>16 - Prepaid Expenses</b>				
<b>161 - Bulk Mail Account</b>				
161-10 - Prepaid Bulk Mail VA	1,058.12	1,058.12	0.00	0.0%
<b>Total 161 - Bulk Mail Account</b>	<b>1,058.12</b>	<b>1,058.12</b>	<b>0.00</b>	<b>0.0%</b>
165 - Prepaid Licenses	11,539.33	13,848.33	(2,309.00)	(16.67%)
166 - Prepaid Insurance	3,428.34	3,428.34	0.00	0.0%
<b>167 - Prepaid Convention</b>				
167-10 - Prepaid Convention General Exp	7,674.00	7,674.00	0.00	0.0%
<b>Total 167 - Prepaid Convention</b>	<b>7,674.00</b>	<b>7,674.00</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total 16 - Prepaid Expenses</b>	<b>23,699.79</b>	<b>26,008.79</b>	<b>(2,309.00)</b>	<b>(8.88%)</b>
<b>Total Other Current Assets</b>	<b>66,791.99</b>	<b>69,098.59</b>	<b>(2,306.60)</b>	<b>(3.34%)</b>
<b>Total Current Assets</b>	<b>164,941.06</b>	<b>133,583.44</b>	<b>31,357.62</b>	<b>23.47%</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	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%
<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	51,451.11	51,451.11	0.00	0.0%
179 - Accumulated Depreciation	(249,990.34)	(247,616.23)	(2,374.11)	(0.96%)
<b>Total 17 - Fixed Assets</b>	<b>829,544.03</b>	<b>831,918.14</b>	<b>(2,374.11)</b>	<b>(0.29%)</b>
<b>Total Fixed Assets</b>	<b>829,544.03</b>	<b>831,918.14</b>	<b>(2,374.11)</b>	<b>(0.29%)</b>
<b>Other Assets</b>				
<b>18 - Non Current Collectables</b>				
<b>180 - Bequests Expected - Non Current</b>				
180-10 - Shaber - 1st International Bank	25,510.41	25,510.41	0.00	0.0%
180-20 - Clinard - Merch Bank of MI	13.11	13.11	0.00	0.0%
<b>Total 180 - Bequests Expected - Non Current</b>	<b>25,523.52</b>	<b>25,523.52</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total 18 - Non Current Collectables</b>	<b>25,523.52</b>	<b>25,523.52</b>	<b>0.00</b>	<b>0.0%</b>
<b>Total Other Assets</b>	<b>25,523.52</b>	<b>25,523.52</b>	<b>0.00</b>	<b>0.0%</b>
<b>TOTAL ASSETS</b>	<b>1,020,008.61</b>	<b>991,025.10</b>	<b>28,983.51</b>	<b>2.93%</b>

LIABILITIES & EQUITY	Jul 31, 19	Jun 30, 19	\$ Change	% Change
<b>Liabilities</b>				
<b>Current Liabilities</b>				
<b>Accounts Payable</b>				
21 - Accounts Payable	3,277.24	30,020.38	(26,743.14)	(89.08%)
<b>Total Accounts Payable</b>	3,277.24	30,020.38	(26,743.14)	(89.08%)
<b>Other Current Liabilities</b>				
24 - Accrued Expenses				
241 - Accrued Payroll	16,344.43	10,400.78	5,943.65	57.15%
242 - Accrued Vacation	18,305.00	17,101.00	1,204.00	7.04%
244 - Other Accrued Expenses	1,800.00	0.00	1,800.00	100.0%
245 - Accrued Real Estate Tax	787.68	0.00	787.68	100.0%
<b>Total 24 - Accrued Expenses</b>	37,237.11	27,501.78	9,735.33	35.4%
25 - Accrued Payroll Taxes				
252 - 401(k) Liability	2,579.93	0.00	2,579.93	100.0%
<b>Total 25 - Accrued Payroll Taxes</b>	2,579.93	0.00	2,579.93	100.0%
27 - Deferred Liabilities				
272 - Deferred Convention Revenue	100,953.00	81,033.00	19,920.00	24.58%
<b>Total 27 - Deferred Liabilities</b>	100,953.00	81,033.00	19,920.00	24.58%
<b>Total Other Current Liabilities</b>	140,770.04	108,534.78	32,235.26	29.7%
<b>Total Current Liabilities</b>	144,047.28	138,555.16	5,492.12	3.96%
<b>Long Term Liabilities</b>				
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%
<b>Total 28 - Long Term Liabilities</b>	3,764.91	3,764.91	0.00	0.0%
29 - Loans & Mortgages (Principal)	169,208.65	171,416.05	(2,207.40)	(1.29%)
<b>Total Long Term Liabilities</b>	172,973.56	175,180.96	(2,207.40)	(1.26%)
<b>Total Liabilities</b>	317,020.84	313,736.12	3,284.72	1.05%
<b>Equity</b>				
31 - General Operating	618,312.49	617,217.49	1,095.00	0.18%
32 - Temp. Restricted Balances				
3204 - Fund - Campus	1,730.39	1,730.39	0.00	0.0%
3210 - Fund - Building	3,401.23	5,131.23	(1,730.00)	(33.72%)
3213 - Fund - Legal Offense Fund	5,365.76	4,730.76	635.00	13.42%
<b>Total 32 - Temp. Restricted Balances</b>	10,497.38	11,592.38	(1,095.00)	(9.45%)
<b>Net Assets</b>	74,177.90	48,479.11	25,698.79	53.01%
<b>Total Equity</b>	702,987.77	677,288.98	25,698.79	3.79%
<b>TOTAL LIABILITIES &amp; EQUITY</b>	<b>1,020,008.61</b>	<b>991,025.10</b>	<b>28,983.51</b>	<b>2.93%</b>

\* \$45,000 is net Convention Deferred restricted

# Statement of Cash Flows

July 2019

	Jul 19	Jan - Jul 19
<b>OPERATING ACTIVITIES</b>		
Net Revenue	25,698.79	74,177.90
Adjustments to reconcile Net Income to net cash provided by operations:		
130-20 · Clinard - Merch Bank of MI	(2.40)	27,907.80
130-30 · Pratt Bequest - TBD	0.00	1,000.00
161-10 · Prepaid Bulk Mail VA	0.00	(625.69)
165 · Prepaid Licenses	2,309.00	(11,539.33)
167-10 · Prepaid Convention General	0.00	(7,674.00)
21 · Accounts Payable	(26,743.14)	(116,468.81)
241 · Accrued Payroll	5,943.65	5,212.80
242 · Accrued Vacation	1,204.00	5,722.00
244 · Other Accrued Expenses	1,800.00	(2,503.33)
245 · Accrued Real Estate Tax	787.68	787.68
252 · 401(k) Liability	2,579.93	2,579.93
272 · Deferred Convention Revenue	19,920.00	90,703.00
<b>Net cash provided by Operating Activities</b>	<b>33,497.51</b>	<b>69,279.95</b>
<b>INVESTING ACTIVITIES</b>		
173 · Office Equipment	0.00	(7,305.52)
179 · Accumulated Depreciation	2,374.11	16,618.75
180-10 · Shaber - 1st International Bank	0.00	33,447.31
180-20 · Clinard - Merch Bank of MI	0.00	10,189.86
<b>Net cash provided by Investing Activities</b>	<b>2,374.11</b>	<b>52,950.40</b>
<b>FINANCING ACTIVITIES</b>		
29 · Loans & Mortgages (Principal)	(2,207.40)	(37,809.40)
31 · General Operating	1,095.00	(2,562.83)
3204 · Fund - Campus	0.00	(75.02)
3210 · Fund - Building	(1,730.00)	(2,727.91)
3213 · Fund - Legal Offense Fund	635.00	5,365.76
<b>Net cash provided by Financing Activities</b>	<b>(2,207.40)</b>	<b>(37,809.40)</b>
<b>Net cash increase for period</b>	<b>33,664.22</b>	<b>84,420.95</b>
<b>Cash at beginning of period</b>	<b>64,484.85</b>	<b>13,728.12</b>
<b>Cash at end of period</b>	<b>98,149.07</b>	<b>98,149.07</b>

## 2020 Convention Revenue & Liability Report As of July 31, 2019

Account:	# Packages	\$ Actual
272 · Deferred Convention Revenue	177	\$100,953.00
H Q-20Basic	25	
H Q-20Bronze	2	
H Q-20Gold	112	
H Q-20Silver	8	
H Q-20Training	5	
H Q-20Welcome	25	
167-10 · Prepaid Convention General Exp		(\$7,674.00)
<b>Net Deferred Convention Revenue</b>		<b><u>\$93,279.00</u></b>
113R · PNC Check Acct 2 (Net Conv Restricted)		\$45,000.00
<b>Net Convention Unfunded Liability</b>		<b><u>\$48,279.00</u></b>
4200-20 · Conv Fundraising - Unrestricted		\$28,523.92
Total Net Conv Liability plus Unrestricted Revenue		\$76,802.92

**RELATED PARTY TRANSACTIONS AS OF: 07/31/19**

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	Yes
Johhny Adams	03/25/20 - 04/22/20	\$ -	\$ 559.00	\$ 659.00	
Phillip Anderson	12/31/19 - 11/01/19	\$ -	\$ -	\$ 299.00	
Paul Bilyeu *	Life Member	\$ 130.00	\$ 1,825.00	\$ 6,990.00	Yes
Whitney Bilyeu	Life Member	\$ 50.00	\$ 1,240.00	\$ 5,023.00	Yes
Ethan Bishop *	n/a	\$ -	\$ 30.00	\$ 45.00	
Joseph Bishop-Henchman	Life Member	\$ 80.00	\$ 7,450.00	\$ 14,213.50	Yes
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 - 03/22/20	\$ -	\$ 25.00	\$ 214.00	
Sam Goldstein	Life Member	\$ 130.00	\$ 500.00	\$ 7,694.45	Yes
Kevin Hagan *	10/12/19 - 04/19/20	\$ -	\$ 415.00	\$ 748.00	
Timothy Hagan	Life Member	\$ 55.00	\$ 595.00	\$ 10,561.82	Yes
Caryn Ann Harlos	Life Member	\$ 1,425.00	\$ 1,585.00	\$ 5,788.09	Yes
Wayne Harlos *	01/14/20 - 08/02/20	\$ -	\$ 25.00	\$ 1,224.00	
Daniel Hayes *	Life Member	\$ 1,610.00	\$ 11,028.00	\$ 34,178.00	
Jeffery Hewitt	Life Member	\$ -	\$ 100.00	\$ 2,908.00	
Susan Hogarth	07/01/20 - 08/01/20	\$ 135.00	\$ 255.00	\$ 2,496.07	Yes
James Lark	Life Member	\$ 55.00	\$ 145.00	\$ 79,137.30	Yes
Richard Longstreth	12/31/19 - 08/01/20	\$ 15.00	\$ 105.00	\$ 779.00	Yes
Jeffrey Lyons ***	Life Member	\$ 40.00	\$ 90.00	\$ 1,794.00	
Alicia Mattson	Life Member	\$ -	\$ -	\$ 4,310.00	
Alex Merced	Life Member	\$ 122.00	\$ 993.45	\$ 3,506.15	Yes
Dustin Nanna	07/10/20 - 07/30/20	\$ 105.00	\$ 105.00	\$ 1,868.00	
Steven Nekhaila	Life Member	\$ 90.00	\$ 287.63	\$ 2,856.63	Yes
Justin O'Donnell	04/01/20 - 04/01/20	\$ -	\$ 140.00	\$ 496.50	
Kenneth B. Olsen	10/31/20 - 07/08/20	\$ 65.00	\$ 494.00	\$ 1,042.00	
John Phillips	12/31/19 - 08/01/20	\$ 270.00	\$ 2,130.00	\$ 2,798.20	Yes
William Redpath	Life Member	\$ 17.00	\$ 539.00	\$ 118,498.00	Yes
Frank Sarwark *	10/31/17 - 10/31/17	\$ -	\$ -	\$ 3,436.00	
Nicholas Sarwark	Life Member	\$ 20.00	\$ 140.00	\$ 6,212.00	Yes
Valerie Sarwark *	07/17/20 - 05/31/20	\$ -	\$ 30.00	\$ 524.00	
Victoria Paige Sexton	01/29/20 - 07/11/20	\$ 80.00	\$ 105.00	\$ 560.50	
Joshua Smith	12/31/19 - 07/30/20	\$ 40.00	\$ 115.00	\$ 1,463.00	Yes
Aaron Starr *	Life Member	\$ -	\$ -	\$ 20,963.00	
Elizabeth Van Horn	Life Member	\$ 80.00	\$ 105.00	\$ 2,083.00	
Total Contributions:		\$ 4,614.00	\$ 31,166.08	\$ 347,552.91	

\* Non LNC Member disclosed related party \*\* Thru 01/31/19 \*\*\* Thru 07/31/19

Related Party Disbursements	Memo	MTD Disbursements	YTD Disbursements
Libertarian Party Georgia	Ballot Access Legal	\$ -	\$ 1,000.00
Ms. Caryn Ann Harlos	Reimbursed Expense	\$ -	\$ 238.86
Mr. Nicholas Sarwark	Reimbursed Expense	\$ -	\$ 1,386.80
Total Disbursements:		\$ -	\$ 2,625.66

**CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 07/31/19**

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