



MAR 2017 DRAFT END OF MONTH FINANCIALS

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Standard Statement of Operations - Jan-Dec 2017
Budget vs. Actual

	Un- restricted Mar-17	Temp. Restricted	Total Mar17	Total Jan- Mar 17	Budget Year to Date	Actual vs. Budget YTD	* Annual Budget 2017	2017 Budget Remaining
Support and Revenue								
20-Membership Dues	45,256		45,256	127,620	131,575	(3,955)	526,300	398,680
21-Donations	7,496		7,496	30,555	51,100	(20,545)	204,400	173,845
22-Recurring Gifts	30,363		30,363	92,433	90,000	2,433	360,000	267,567
23-Board/ED Solicitation Major Gifts	0				7,500	(7,500)	30,000	30,000
24-Convention Revenue	0				0	0	0	0
25-Project Program Revenue	135	4,084	4,219	65,210	16,000	49,210	64,000	(1,210)
26-Brand Dev / Political Materials Rev	8,945		8,945	13,589	7,500	6,089	30,000	16,411
27-Ballot Access & Related Donations	43,490		43,490	48,260	37,500	10,760	150,000	101,740
28-Membership Communication	0			125	2,375	(2,250)	9,500	9,375
29-Other Revenue	105		105	105	0	105	0	(105)
Total Support and Revenue	135,789	4,084	139,873	377,897	343,550	34,347	1,374,200	996,303
Cost of Support and Revenue								
32-Fundraising Costs	28,074		28,074	51,315	36,025	15,290	144,100	92,785
33-Membership Fundraising Costs	15,006		15,006	37,069	38,800	(1,731)	155,200	118,131
35-Convention	0		0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0		0	0	6,450	(6,450)	25,800	25,800
37-Building Fundraising Exp	0	0	0	41	3,225	(3,184)	12,900	12,859
Total Cost of Support and Revenue	43,080	0	43,080	88,426	84,500	3,926	338,000	249,574
Net Support Available for Programs	92,709	4,084	96,792	289,471	259,050	30,421	1,036,200	746,729
Program Expense								
40-Administrative Costs	39,024	0	39,024	84,067	84,325	(258)	337,300	253,233
45-Compensation	46,304		46,304	124,041	139,050	(15,009)	556,200	432,159
50-Affiliate Support	4,786		4,786	11,826	11,250	576	45,000	33,174
55-Brand Dev / Political Materials	3,515		3,515	12,829	7,500	5,329	30,000	17,171
58-Campus Outreach	0	0	0	0	250	(250)	1,000	1,000
60-Candidate, Campaign & Initiatives	0		0	0	3,000	(3,000)	12,000	12,000
70-Ballot Access VR & Related Exp	35,674		35,674	47,437	32,500	14,937	130,000	82,563
75-Litigation	2,685		2,685	3,685	1,500	2,185	6,000	2,315
80-Media	63		63	83	150	(67)	600	517
85-Member Communication	2,118		2,118	14,232	20,700	(6,468)	82,800	68,568
88-Outreach	0		0	200	1,425	(1,225)	5,700	5,500
90-Project Program Other	0	0	0	310	2,500	(2,190)	10,000	9,690
Total Program Expense	134,171	0	134,171	298,712	304,150	(5,438)	1,216,600	917,888
Total Net Operating Surplus (or Deficit)	(41,462)	4,084	(37,378)	(9,240)	(45,100)	35,860	(180,400)	(171,160)
Unrestricted Net Operating Surplus (or Deficit)			(41,462)	(71,550)			(19,814)	

* Annual Total Budget has been updated to reflect amendments from various Mail Ballots

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

January through March 2017

	Jan 17	Feb 17	Mar 17	TOTAL
Revenue				
4000 · General Fundraising				
4010 · Direct Mail Fundraising				
4010-10 · DM - House Fundraising General	9,678.00	9,548.99	6,376.00	25,602.99
4010-11 · DM - House Fundraising Renewal	0.00	1,785.00	2,145.00	3,930.00
4010-12 · DM - House Fundraising NewDonor	50.00	0.00	0.00	50.00
4010-20 · DM - Donor Renewal	14,648.00	12,165.00	10,780.00	37,593.00
4010-30 · DM - New Donor Prospecting	1,277.53	475.00	4,442.54	6,195.07
Total 4010 · Direct Mail Fundraising	25,653.53	23,973.99	23,743.54	73,371.06
4030 · Online Contributions - Web				
4030-10 · Online Cont - General	2,442.48	1,339.60	1,133.67	4,915.75
4030-20 · Online Cont - Donor Renewal	10,922.59	10,912.50	15,325.00	37,160.09
4030-30 · Online Cont - New Donor Prosp	19,686.70	6,845.20	8,998.33	35,530.23
Total 4030 · Online Contributions - Web	33,051.77	19,097.30	25,457.00	77,606.07
4040 · Tele Fundraising - Phone Bank				
4040-10 · Tele Fund - General	0.00	50.00	36.00	86.00
4040-20 · Tele Fund - Donor Renewal	2,050.00	1,497.00	3,490.00	7,037.00
4040-30 · Tele Fund - New Donor Prosp	50.00	0.00	75.00	125.00
Total 4040 · Tele Fundraising - Phone Bank	2,100.00	1,547.00	3,601.00	7,248.00
4080 · Recurring Contrib - Pledge	31,223.02	30,847.64	30,362.64	92,433.30
4090 · Ballot Access / Voter Reg	3,670.00	1,100.00	43,490.05	48,260.05
Total 4000 · General Fundraising	95,698.32	76,565.93	126,654.23	298,918.48
4100 · Project Revenue				
4108 · Building Fund	35,763.00	21,962.99	4,083.66	61,809.65
4111 · Legal Offense Fund	500.00	0.00	0.00	500.00
Total 4100 · Project Revenue	36,263.00	21,962.99	4,083.66	62,309.65
4300 · Program Revenue				
4310 · Affiliate Development	0.00	910.00	100.00	1,010.00
4340 · LP News	120.00	5.00	0.00	125.00
4375 · Brand / Political Materials	2,839.28	1,804.95	8,944.95	13,589.18
4395 · LPedia Historical Preservation	1,030.00	825.00	35.00	1,890.00
Total 4300 · Program Revenue	3,989.28	3,544.95	9,079.95	16,614.18
4600 · Refunds of Contributions	0.00	0.00	(50.00)	(50.00)
4700 · Other Receipts				
4710 · Interest & Dividends	0.00	0.00	104.72	104.72
Total 4700 · Other Receipts	0.00	0.00	104.72	104.72
Total Revenue	135,950.60	102,073.87	139,872.56	377,897.03
Gross Revenue	135,950.60	102,073.87	139,872.56	377,897.03

	Jan 17	Feb 17	Mar 17	TOTAL
Expense				
7000 · General Fundraising Expense				
7010 · Direct Mail Fundraising Exp				
7010-10 · DM - House General Expense	4,966.18	7,105.12	21,462.87	33,534.17
7010-20 · DM - Donor Renewal Expense	6,161.53	2,908.91	4,744.12	13,814.56
7010-30 · DM - New Donor Prospecting Exp	1,343.40	9,027.33	6,141.61	16,512.34
Total 7010 · Direct Mail Fundraising Exp	12,471.11	19,041.36	32,348.60	63,861.07
7030 · Online Contributions Exp - Web				
7030-20 · Online Cont Exp - Donor Renewal	0.00	360.04	0.00	360.04
7030-30 · Online Cont Exp - New Donor	0.00	0.00	3,416.22	3,416.22
Total 7030 · Online Contributions Exp - Web	0.00	360.04	3,416.22	3,776.26
7040 · Tele Fundraising Expense				
7040-20 · Tele Fund Exp - Donor Renewal	964.00	1,298.00	704.00	2,966.00
Total 7040 · Tele Fundraising Expense	964.00	1,298.00	704.00	2,966.00
7080 · Recurring Contrib - Pledge	1,527.48	1,522.48	1,739.53	4,789.49
7085 · Building Fund Fundraising Exp	0.00	41.00	0.00	41.00
7095 · Credit Card Prc Fees	4,121.28	3,998.72	4,871.75	12,991.75
7099 · Gen Fundraising Staff Salary	2,897.47	3,450.46	3,642.45	9,990.38
Total 7000 · General Fundraising Expense	21,981.34	29,712.06	46,722.55	98,415.95
7100 · Project-Related Expenses				
7106 · Campus Outreach Project				
7106-20 · Campus Outreach Staff Salary	0.00	913.36	54.36	967.72
Total 7106 · Campus Outreach Project	0.00	913.36	54.36	967.72
Total 7100 · Project-Related Expenses	0.00	913.36	54.36	967.72
7200 · Events and Conventions Exp				
7200-40 · Events & Conv Staff Salary	93.47	101.48	924.20	1,119.15
Total 7200 · Events and Conventions Exp	93.47	101.48	924.20	1,119.15
7300 · Program-Related Expenses				
7310 · Affiliate Support				
7310-10 · Affiliate Development & Support	3,520.00	3,520.00	4,786.25	11,826.25
7310-20 · Affiliate Support Staff Salary	420.60	355.19	598.01	1,373.80
Total 7310 · Affiliate Support	3,940.60	3,875.19	5,384.26	13,200.05
7320 · Outreach - PR & Marketing				
7320-10 · Outreach PR & Marketing General	0.00	200.00	0.00	200.00
7320-20 · Outreach PR Mrktng Staff Salary	981.40	1,014.84	924.20	2,920.44
Total 7320 · Outreach - PR & Marketing	981.40	1,214.84	924.20	3,120.44
7330 · Media Relations				
7330-10 · Media Relations General	9.95	9.95	63.28	83.18
7330-20 · Media Relations Staff Salary	93.47	101.48	163.09	358.04
Total 7330 · Media Relations	103.42	111.43	226.37	441.22
7340 · Membership Communications				
7340-10 · LP News	450.00	11,664.07	2,118.33	14,232.40
7340-20 · Mem Comm & Support Staff Salary	8,131.59	9,285.79	9,948.80	27,366.18
Total 7340 · Membership Communications	8,581.59	20,949.86	12,067.13	41,598.58
7360 · Campaign Support & Initiatives				
7360-60 · Camp/Cand Support -Staff Salary	1,402.00	1,319.29	1,685.31	4,406.60
Total 7360 · Campaign Support & Initiatives	1,402.00	1,319.29	1,685.31	4,406.60
7375 · Brand Development				
7375-10 · Brand / Political Materials	2,953.19	6,360.69	3,515.36	12,829.24
7375-20 · Brand Development Staff Salary	373.87	304.45	2,011.50	2,689.82
Total 7375 · Brand Development	3,327.06	6,665.14	5,526.86	15,519.06
7380 · Ballot Access - Other Related				
7380-10 · Ballot Access Petitioning Exp.	0.00	11,762.50	35,674.38	47,436.88
7380-30 · Ballot Access Legal	0.00	(4,000.00)	2,685.30	(1,314.70)
7380-60 · B/A & Petitioning Staff Salary	140.20	659.65	815.47	1,615.32
Total 7380 · Ballot Access - Other Related	140.20	8,422.15	39,175.15	47,737.50
7395 · LPedia Historical Preservation	310.00	0.00	0.00	310.00
Total 7300 · Program-Related Expenses	18,786.27	42,557.90	64,989.28	126,333.45

	<u>Jan 17</u>	<u>Feb 17</u>	<u>Mar 17</u>	<u>TOTAL</u>
8000 · Salary & Related Expense				
8005 · Salary Bonus Sick & Vac (Admn)	8,398.52	7,541.37	10,599.67	26,539.56
8010 · Hourly Wages (Admin Portion)	387.36	222.16	1,197.51	1,807.03
8015 · Contract & Paid Internships	8,848.25	7,985.26	7,112.10	23,945.61
8020 · Employer Cont to P/R Tax	1,781.12	1,803.76	1,955.61	5,540.49
8030 · Employer Cont to 401K & Adm	641.14	659.14	641.14	1,941.42
8040 · Fed & State Unemployment	834.05	313.61	162.76	1,310.42
8060 · Health Insurance	2,837.97	2,837.97	2,837.97	8,513.91
8065 · Workers Comp Insurance	0.00	0.00	831.00	831.00
8080 · Payroll Service Fees	315.49	141.52	144.74	601.75
Total 8000 · Salary & Related Expense	<u>24,043.90</u>	<u>21,504.79</u>	<u>25,482.50</u>	<u>71,031.19</u>
8100 · Admin & Overhead Expense				
8110 · Ofc Supplies & Non Cap Equipt	653.97	419.52	390.37	1,463.86
8120 · Telephone & Data Services	1,239.25	210.31	2,068.22	3,517.78
8125 · Equipment Leases & Maint	755.62	189.75	1,321.49	2,266.86
8130 · Postage & Shipping	1,007.43	666.79	914.48	2,588.70
8140 · Travel, Meeting, & Meals Exp	0.00	825.90	912.23	1,738.13
8160 · Insurance - D/O Cyber - Other	0.00	0.00	2,768.00	2,768.00
8170 · Occupancy Expenses				
8170-10 · Mortgage Interest Expense	1,298.99	1,270.09	1,089.91	3,658.99
8170-20 · Utilities Expense	348.75	348.75	348.75	1,046.25
8170-30 · Property Taxes, Fees & Permits	740.22	740.22	740.22	2,220.66
8170-40 · Maintenance, Cleaning & Repairs	754.72	555.07	2,390.07	3,699.86
8170-60 · Assc Fees, Rent & Storage	490.99	490.99	490.93	1,472.91
Total 8170 · Occupancy Expenses	<u>3,633.67</u>	<u>3,405.12</u>	<u>5,059.88</u>	<u>12,098.67</u>
8180 · Printing & Copying	134.44	0.00	651.19	785.63
8190 · Software, Hardware & Other IT	7,234.91	12,507.58	9,996.68	29,739.17
8195 · Other Expenses & Bank Fees	286.05	262.42	885.66	1,434.13
Total 8100 · Admin & Overhead Expense	<u>14,945.34</u>	<u>18,487.39</u>	<u>24,968.20</u>	<u>58,400.93</u>
8200 · Professional Services				
8210 · Legal				
8210-10 · Legal - General	4,500.00	0.00	9,000.00	13,500.00
8210-20 · Legal - Proactive	5,000.00	0.00	0.00	5,000.00
8210-30 · Litigation-Lobbing Staff Salary	46.73	101.48	54.36	202.57
Total 8210 · Legal	<u>9,546.73</u>	<u>101.48</u>	<u>9,054.36</u>	<u>18,702.57</u>
8230 · FEC Filing & Consulting	1,500.00	1,500.00	3,000.00	6,000.00
Total 8200 · Professional Services	<u>11,046.73</u>	<u>1,601.48</u>	<u>12,054.36</u>	<u>24,702.57</u>
8300 · Depreciation Expense	<u>2,055.44</u>	<u>2,055.44</u>	<u>2,055.44</u>	<u>6,166.32</u>
Total Expense	<u>92,952.49</u>	<u>116,933.90</u>	<u>177,250.89</u>	<u>387,137.28</u>
Net Revenue	<u>42,998.11</u>	<u>(14,860.03)</u>	<u>(37,378.33)</u>	<u>(9,240.25)</u>

Balance Sheet Current vs Prior Month

As of March 31, 2017

	Mar 31, 17	Feb 28, 17	\$ Change	% Change
ASSETS				
Current Assets				
Checking/ Savings				
11 · Cash				
111U · PNC Check Acct 1 (Unrestricted)	157,567.54	174,835.38	(17,267.84)	(9.88%)
112U · BBT Check Acct1 (Unrestricted)	14,932.61	36,453.99	(21,521.38)	(59.04%)
113R · PNC Check Acct 2 (Restricted)	19,443.91	3,953.96	15,489.95	391.76%
114R · BBT Chck Acct 2 (Restricted BF)	2,211.13	4,911.13	(2,700.00)	(54.98%)
Total 11 · Cash	194,155.19	220,154.46	(25,999.27)	(11.81%)
Total Checking/Savings	194,155.19	220,154.46	(25,999.27)	(11.81%)
Other Current Assets				
13 · Other Current Collectables				
130 · Bequests Expected - Current	33,400.00	33,400.00	0.00	0.0%
Total 13 · Other Current Collectables	33,400.00	33,400.00	0.00	0.0%
16 · Prepaid Expenses				
161 · Bulk Mail Account				
161-10 · Prepaid Bulk Mail VA	1,149.26	921.87	227.39	24.67%
161-20 · Prepaid Bulk Mail DC	565.07	565.07	0.00	0.0%
Total 161 · Bulk Mail Account	1,714.33	1,486.94	227.39	15.29%
165 · Prepaid Licenses	18,573.00	20,430.30	(1,857.30)	(9.09%)
166 · Prepaid Insurance	6,586.33	6,586.33	0.00	0.0%
167 · Prepaid Convention				
167-20 · Prepaid Convention Travel/Other	1,500.00	1,500.00	0.00	0.0%
Total 167 · Prepaid Convention	1,500.00	1,500.00	0.00	0.0%
168 · Prepaid Rent	0.00	195.93	(195.93)	(100.0%)
169 · Other Prepaid Expense	11,180.24	2,560.80	8,619.44	336.59%
Total 16 · Prepaid Expenses	39,553.90	32,760.30	6,793.60	20.74%
Total Other Current Assets	72,953.90	66,160.30	6,793.60	10.27%
Total Current Assets	267,109.09	286,314.76	(19,205.67)	(6.71%)
Fixed Assets				
17 · Fixed Assets				
172 · Furniture & Fixtures	25,878.73	25,878.73	0.00	0.0%
173 · Office Equipment	4,365.98	4,365.98	0.00	0.0%
174 · Computer Hardware	22,801.27	22,801.27	0.00	0.0%
175 · Computer Software	84,645.15	84,645.15	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	(191,006.39)	(188,950.95)	(2,055.44)	(1.09%)
Total 17 · Fixed Assets	856,097.46	858,152.90	(2,055.44)	(0.24%)
Total Fixed Assets	856,097.46	858,152.90	(2,055.44)	(0.24%)
Other Assets				
18 · Non Current Collectables				
180 · Bequests Expected - Non Current	99,606.54	100,022.96	(416.42)	(0.42%)
Total 18 · Non Current Collectables	99,606.54	100,022.96	(416.42)	(0.42%)
Total Other Assets	99,606.54	100,022.96	(416.42)	(0.42%)
TOTAL ASSETS	1,222,813.09	1,244,490.62	(21,677.53)	(1.74%)

	Mar 31, 17	Feb 28, 17	\$ Change	% Change
LIABILITIES & EQUITY				
Liabilities				
Current Liabilities				
Other Current Liabilities				
24 · Accrued Expenses				
241 · Accrued Payroll	15,867.50	9,539.57	6,327.93	66.33%
242 · Accrued Vacation	31,959.00	32,006.00	(47.00)	(0.15%)
245 · Accrued Real Estate Tax	2,220.66	1,480.44	740.22	50.0%
Total 24 · Accrued Expenses	50,047.16	43,026.01	7,021.15	16.32%
27 · Deferred Liabilities				
272 · Deferred Convention Revenue	15,489.95	0.00	15,489.95	100.0%
Total 27 · Deferred Liabilities	15,489.95	0.00	15,489.95	100.0%
Total Other Current Liabilities	65,537.11	43,026.01	22,511.10	52.32%
Total Current Liabilities	65,537.11	43,026.01	22,511.10	52.32%
Long Term Liabilities				
28 · Long Term Liabilities				
281 · Capital Lease - Postage Machine	3,479.66	3,479.66	0.00	0.0%
282 · Capital Lease - Copier	20,278.69	20,278.69	0.00	0.0%
Total 28 · Long Term Liabilities	23,758.35	23,758.35	0.00	0.0%
29 · Loans & Mortgages (Principal)	260,121.07	266,931.37	(6,810.30)	(2.55%)
Total Long Term Liabilities	283,879.42	290,689.72	(6,810.30)	(2.34%)
Total Liabilities	349,416.53	333,715.73	15,700.80	4.71%
Equity				
31 · General Operating	876,471.72	875,555.38	916.34	0.11%
32 · Temp. Restricted Balances				
3204 · Fund - Campus	2,555.41	2,555.41	0.00	0.0%
3210 · Fund - Building	2,211.13	3,127.47	(916.34)	(29.3%)
3213 · Fund - Legal Offense Fund	1,398.55	1,398.55	0.00	0.0%
Total 32 · Temp. Restricted Balances	6,165.09	7,081.43	(916.34)	(12.94%)
Net Revenue	(9,240.25)	28,138.08	(37,378.33)	(132.84%)
Total Equity	873,396.56	910,774.89	(37,378.33)	(4.1%)
TOTAL LIABILITIES & EQUITY	1,222,813.09	1,244,490.62	(21,677.53)	(1.74%)