

Libertarian National Committee, Inc.

Proceeds & Loss - Underlying Account Detail - Final 12/2/18

Ordinary Revenue/Expense	Jan-Dec 15 *	Jan -Dec 17 *	Jan-Oct18	2018 YTD * Extrapolated	Ave 2015/2017	CHANGE ON worksheets DO NOT ENTER	Clas s Notes
						ENTER DATA HERE for 2019	
Revenue							
4000 · General Fundraising							
4010 · Direct Mail Fundraising							
4010-10 · DM - House Fundraising General	108,914	88,378	67,381	80,857	98,646	80,800	21 (a)
4010-11 · DM - House Fundraising Renewal	3,845	13,503	9,874	11,849	8,674	11,800	20 (b)
4010-12 · DM - House Fundraising New Donor	325	1,220	335	402	773	400	20 (b)
4010-20 · DM - Donor Renewal	157,022	145,468	187,241	224,689	151,245	187,100	20 (c)
4010-30 · DM - New Donor Prospecting	4,875	23,470	22,090	26,508	14,173	26,500	20 (b)
<b>Total 4010 · Direct Mail Fundraising</b>	<b>274,981</b>	<b>272,039</b>	<b>286,921</b>	<b>344,305</b>	<b>273,510</b>	<b>306,600</b>	
4020 · Direct Solicitation Major Donor							
4020-10 · Board Solicitation	-	5,493	4,512	5,414	2,747	85,500	23 (d)
4020-20 · Chair Solicitation	20,000	47,920	34,400	41,280	33,960	20,000	23 (d)
4020-30 · ED Solicitation	53,400	200	-	-	26,800	60,000	23 (d)
<b>Total 4020 · Direct Solicitation Major Donor</b>	<b>73,400</b>	<b>53,613</b>	<b>38,912</b>	<b>46,694</b>	<b>63,507</b>	<b>165,500</b>	
4030 · Online Contributions - Web							
4030-10 · Online Cont - General	26,757	40,452	41,014	49,217	33,605	49,200	21 (e)
4030-20 · Online Cont - Donor Renewal	103,033	204,638	186,862	224,234	153,836	224,200	20 (b)
4030-30 · Online Cont - New Donor Prosp	38,670	150,110	94,713	113,655	94,390	113,600	20 (b)
<b>Total 4030 · Online Contributions - Web</b>	<b>168,460</b>	<b>395,200</b>	<b>322,589</b>	<b>387,107</b>	<b>281,830</b>	<b>387,000</b>	
4040 · Tele Fundraising - Phone Bank							
4040-10 · Tele Fund - General	8,510	781	78,219	93,863	4,646	4,600	21 (f)
4040-20 · Tele Fund - Donor Renewal	60,862	15,854	8,350	10,020	38,358	10,000	20 (b)
4040-30 · Tele Fund - New Donor Prosp	-	425	-	-	213	-	20 (b)
<b>Total 4040 · Tele Fundraising - Phone Bank</b>	<b>69,372</b>	<b>17,060</b>	<b>86,569</b>	<b>103,883</b>	<b>43,216</b>	<b>14,600</b>	
4080 · Recurring Contrib - Pledge	323,457	360,045	266,807	320,168	341,751	320,100	22 (e)
4085 · Bequests	-	-	-	-	-	-	21
4090 · Ballot Access / Voter Reg.	135,292	130,474	44,718	53,661	132,883	75,000	27 (x)
<b>Total 4000 · General Fundraising</b>	<b>1,044,962</b>	<b>1,228,431</b>	<b>1,046,515</b>	<b>1,255,818</b>	<b>1,136,697</b>	<b>1,268,800</b>	
4100 · Project Revenue							
4106 · Campus Outreach	-	-	-	-	-	20,000	25 (w)
4108 · Building Fund	22,436	71,808	6,420	7,704	47,122	20,000	25 (t)
4110 · Legal Offense Fund	100	500	10	12	300	-	25
<b>Total 4100 · Project Revenue</b>	<b>22,536</b>	<b>72,308</b>	<b>6,430</b>	<b>7,716</b>	<b>47,422</b>	<b>40,000</b>	
4200 · Events and Conventions							
4200-10 · Convention Revenue	-	-	-	-	-	-	24
4200-15 · Convention Fundraising Unrestricted	-	-	-	-	-	20,000	21
4200-20 · Other Events	-	74,465	12,575	15,090	37,233	60,000	21 (i)
<b>Total 4200 · Events and Conventions</b>	<b>-</b>	<b>74,465</b>	<b>12,575</b>	<b>15,090</b>	<b>37,233</b>	<b>80,000</b>	
4300 · Program Revenue							
4310 · Affiliate Development	-	4,135	45,711	54,853	2,068	24,800	25 (e)
4320 · Outreach - PR & Marketing	-	-	-	-	-	-	21
4340 · LP News	13,968	6,344	205	246	10,156	200	28 (e)
4375 · Branding / Political Materials	30,360	61,902	59,702	71,642	46,131	66,772	26 (h)
4360-40 · Candidate Support & Training	1,670	-	16,035	19,242	835	19,200	25 (e)
4395 · Lpedia Hist Pres Revenue	-	12,582	3,143	3,771	6,291	3,700	25 (e)
<b>Total 4300 · Program Revenue</b>	<b>45,998</b>	<b>84,963</b>	<b>124,795</b>	<b>149,754</b>	<b>65,481</b>	<b>114,672</b>	
4400 · Trf fr Auth. FEC Comm - PACS	-	-	-	-	-	-	21
4600 · Refunds of Contributions	(250)	(1,637)	(290)	(348)	(944)	-	21
4700 · Other Receipts							
4710 · Interest & Dividends	56	627	878	1,054	342	-	29
<b>Total 4700 · Other Receipts</b>	<b>56</b>	<b>627</b>	<b>878</b>	<b>1,054</b>	<b>342</b>	<b>-</b>	
<b>Total Revenue</b>	<b>1,113,302</b>	<b>1,459,157</b>	<b>1,190,904</b>	<b>1,429,085</b>	<b>1,286,230</b>	<b>1,503,472</b>	
<b>Gross Proceeds</b>	<b>1,113,302</b>	<b>1,459,157</b>	<b>1,190,904</b>	<b>1,429,085</b>	<b>1,286,230</b>	<b>1,503,472</b>	

	Jan-Dec 15 *	Jan -Dec 17 *	Jan-Oct18	2018 YTD * Extrapolated	Ave 2015/2017	ENTER DATA HERE for 2019	Class s	Notes
<b>Expense</b>								
<b>7000 · General Fundraising Expense</b>								
<b>7010 · Direct Mail Fundraising Exp</b>								
7010-10 · DM - House General Expense	54,904	92,813	66,273	79,527	73,859	79,500	32	(a)
7010-20 · DM - Donor Renewal Expense	55,298	99,849	121,409	145,690	77,574	73,310	33	(j)
7010-30 · DM - New Donor Prospecting Exp	5,081	75,927	39,713	47,656	40,504	47,600	33	(b)
<b>Total 7010 · Direct Mail Fundraising Exp</b>	<b>115,283</b>	<b>268,589</b>	<b>227,394</b>	<b>272,873</b>	<b>191,936</b>	<b>200,410</b>		
<b>7020 · Direct Sol Major Donor Expense</b>								
7020-10 · Board Solicitation Expense	-	15,702	-	-	7,851	-	32	
7020-20 · Chair Solicitation Expense	-	-	-	-	-	-	32	
7020-30 · ED Solicitation Expense	-	-	-	-	-	5,000	32	
<b>Total 7020 · Direct Sol Major Donor Expense</b>	<b>-</b>	<b>15,702</b>	<b>-</b>	<b>-</b>	<b>7,851</b>	<b>5,000</b>		
<b>7030 · Online Contributions Exp - Web</b>								
7030-10 · Online Cont Exp - General	-	-	170	204	-	-	32	
7030-20 · Online Cont Exp - Donor Renewal	1,798	6,045	1,422	1,706	3,922	1,700	33	(b)
7030-30 · Online Cont Exp - New Donor	100	17,215	14,469	17,362	8,658	17,300	33	(b)
<b>Total 7030 · Online Contributions Exp - Web</b>	<b>1,898</b>	<b>23,260</b>	<b>16,061</b>	<b>19,273</b>	<b>12,579</b>	<b>19,000</b>		
<b>7040 · Tele Fundraising Expense</b>								
7040-10 · Tele Fund Exp - General	2,517	-	-	-	1,259	-	32	
7040-20 · Tele Fund Exp - Donor Renewal	33,726	8,622	21,088	25,306	21,174	25,300	33	(b)
7040-30 · Tele Fund Exp - New Donor Prosp	-	-	-	-	-	-	33	
<b>Total 7040 · Tele Fundraising Expense</b>	<b>36,243</b>	<b>8,622</b>	<b>21,088</b>	<b>25,306</b>	<b>22,433</b>	<b>25,300</b>		
7080 · Recurring Contrib - Pledge	19,218	23,077	21,206	25,447	21,148	24,700	32	(g)
7085 · Building Fund Fundraising Exp	81	101	60	72	91	-	37	
7090 · Ballot Access Fundraising Exp	22,828	9,732	8,789	10,547	16,280	12,000	36	(h)
7095 · Credit Card Prc Fees	25,017	47,737	35,000	42,000	36,377	42,000	32	(e)
<b>Total 7000 · General Fundraising Expense</b>	<b>220,568</b>	<b>396,820</b>	<b>329,599</b>	<b>395,518</b>	<b>308,694</b>	<b>328,410</b>		
<b>7100 · Project-Related Expenses</b>								
7106-10 · Campus Outreach	723	750	-	-	737	15,000	58	(w)
7108-10 · Building Fund Expense	-	-	-	-	-	-	90	
7110 · Legal Offense Fund Project	7,261	739	669	803	4,000	-	90	
<b>Total 7100 · Project-Related Expenses</b>	<b>7,984</b>	<b>1,489</b>	<b>669</b>	<b>803</b>	<b>4,737</b>	<b>15,000</b>		
<b>7200 · Events and Conventions Exp</b>								
7200-10 · Convention Expenses - General	-	-	-	-	-	-	35	
7200-20 · Convention Expense - Travel/F&B	-	-	-	-	-	-	35	
7200-30 · Other Events	-	3,426	6,006	7,208	1,713	9,000	32	(i)
<b>Total 7200 · Events and Conventions Exp</b>	<b>-</b>	<b>3,426</b>	<b>6,006</b>	<b>7,208</b>	<b>1,713</b>	<b>9,000</b>		
<b>7300 · Program-Related Expenses</b>								
7310 · Affiliate Development	18,737	55,356	60,239	72,287	37,047	90,000	50	(k)
7320 · Outreach - PR & Marketing Exp	4,541	6,027	8,361	10,033	5,284	10,000	88	(e)
7330 · Media Relations	145	10,313	21,596	25,915	5,229	13,740	80	(l)
7340 · LP News	39,396	61,035	30,800	36,961	50,216	39,400	85	(m)
7375 · Branding/Political Materials	40,796	73,924	47,712	57,255	57,360	57,300	55	(h)
<b>7360 · Campaign Candidate Support</b>								
7360-10 · GOTV	-	-	-	-	-	-	60	
7360-40 · Candidate Support & Training	6,804	18,513	80,051	96,061	12,659	68,400	60	(n)
7360-50 · Initiative Campaign Support	-	-	-	-	-	-	60	
<b>Total 7360 · Campaign Candidate Support</b>	<b>6,804</b>	<b>18,513</b>	<b>80,051</b>	<b>96,061</b>	<b>12,659</b>	<b>68,400</b>		
<b>7380 · Ballot Access - Other</b>								
7380-10 · Ballot Access Petitioning Exp.	103,298	130,818	148,123	177,747	117,058	22,000	70	(o)
7380-20 · Ballot Access Travel Expense	1,154	-	-	-	577	-	70	
7380-30 · Ballot Access Legal	1,839	(322)	555	666	759	10,000	75	(v)
7380-40 · Ballot Access Lobbying	3,050	-	50	60	1,525	-	70	
7380-50 · Voter Registration	-	-	-	-	-	-	70	
<b>Total 7380 · Ballot Access - Other</b>	<b>109,341</b>	<b>130,496</b>	<b>148,728</b>	<b>178,473</b>	<b>119,919</b>	<b>32,000</b>		
7395 · Lpedia Hist Preservation Exp	-	-	4,208	5,050	-	2,500	90	(p)
<b>Total 7300 · Program-Related Expenses</b>	<b>219,760</b>	<b>355,664</b>	<b>401,695</b>	<b>482,034</b>	<b>287,712</b>	<b>313,340</b>		

	Jan-Dec 15 *	Jan -Dec 17 *	Jan-Oct18	2018 YTD * Extrapolated	Ave 2015/2017	ENTER DATA HERE for 2019	Class s	Notes
8000 · Total Salary & Related (See Worksheet)	411,146	507,566	441,096	529,315	459,356	531,800	45	(q)
8100 · Admin & Overhead Exp (See Worksheet)								
8110 · Ofc Supplies & Non Cap Equipmt	6,640	7,875	7,212	8,654	7,258	8,600	40	(q)
8120 · Telephone & Data Services	13,564	14,732	12,176	14,611	14,148	14,600	40	(q)
8125 · Equipment Leases & Maint.	2,070	2,054	7,104	8,524	2,062	8,500	40	(q)
8130 · Postage & Shipping	7,044	12,132	7,991	9,589	9,588	9,500	40	(q)
8140 · Travel, Meeting, & Meals Exp	8,448	25,348	22,110	26,531	16,898	16,500	40	(q)
8160 · Insurance	6,644	6,392	7,758	9,310	6,518	9,300	40	(q)
8170 · Total Occupancy & Related	65,071	45,356	42,924	51,509	55,214	47,500	40	(q)
8180 · Printing & Copying	5,964	6,434	2,486	2,983	6,199	2,900	40	(q)
8190 · Software, Hardware & Other IT	58,445	115,197	64,500	77,400	86,821	63,600	40	(q)
8195 · Other Expenses & Bank Fees	6,620	7,584	7,564	9,077	7,102	9,000	40	(q)
<b>Total 8100 · Admin &amp; Overhead Expense</b>	<b>180,510</b>	<b>243,104</b>	<b>181,825</b>	<b>218,190</b>	<b>211,807</b>	<b>190,000</b>		
8200 · Professional Services (See Worksheet)								
8210 · Legal								
8210-10 · Legal - General	10,201	54,903	45,395	54,474	32,552	54,400	40	(q)
8210-20 · Legal - Proactive	694	5,475	2,333	2,800	3,085	4,500	75	(r)
<b>Total 8210 · Legal</b>	<b>10,895</b>	<b>60,378</b>	<b>47,728</b>	<b>57,274</b>	<b>35,637</b>	<b>58,900</b>		
8220 · Accounting	15,000	15,600	15,500	18,600	15,300	16,500	40	(q)
8230 · FEC Filing & Consulting	18,000	18,000	15,000	18,000	18,000	18,000	40	(q)
<b>Total 8200 · Professional Services</b>	<b>43,895</b>	<b>93,978</b>	<b>78,228</b>	<b>93,874</b>	<b>68,937</b>	<b>93,400</b>		
8300 · Depreciation Expense	26,326	24,266	20,471	24,566	25,296	24,800	40	(s)
8500 · Loss (Gain) on Disposal	-	-	-	-	-	-	40	
<b>Total Expense</b>	<b>1,110,189</b>	<b>1,626,313</b>	<b>1,459,590</b>	<b>1,751,508</b>	<b>1,368,251</b>	<b>1,505,750</b>		
<b>Net Ordinary Revenue</b>	<b>3,113</b>	<b>(167,156)</b>	<b>(268,686)</b>	<b>(322,423)</b>	<b>(82,022)</b>	<b>(2,278)</b>		
<b>Net Revenue or Loss</b>	<b>3,113</b>	<b>(167,156)</b>	<b>(268,686)</b>	<b>(322,423)</b>	<b>(82,022)</b>	<b>(2,278)</b>		
Capital Expenditures (non lease / non building related)	2,220	-	-	-	1,110	-		
Release to pay off Mortgage Principle	22,500	69,000	5,500	9,500		45,216		(u)
Bequests Receivable	33,400	33,900	67,800	67,800		67,800		
Hyatt Regency Convention Bill Payable						48,000		
<b>Unrestricted Operating Surplus (or Deficit)</b>	<b>(11,358)</b>	<b>(237,975)</b>	<b>(274,447)</b>	<b>(329,336)</b>	<b>(124,707)</b>	<b>(27,278)</b>		
<b>Net Surplus After Capt. Expenses &amp; Bequest</b>	<b>(13,578)</b>	<b>(237,975)</b>	<b>(274,447)</b>	<b>(329,336)</b>	<b>(125,817)</b>	<b>(27,694)</b>		
# House Letters	6	8	5	7	7	7		
# Major Other Letters (B/A & BF)	3	1	2	1	2	2		
Y/E Membership	11,693	14,998	15,662	15,000 est YE	13,346	15,000		

- \* 2015 / 17 / 18 general donations above exclude any bequest or convention related revenue
- (a) Based on 7 house letters for 2019 expecting similar results to 2018 extr
  - (b) Based on current 2018 trend w-flat membership growth between 18 & 19
  - (c) Based on current 2018 trend (less \$37.5k related to convention life memberships)
  - (d) Budgeting \$20k from chair, \$60k from ED, & LNC Dec 2018 meeting commitments.
  - (e) Based on current 2018 trend
  - (f) Based on 2015/2017 ave (2018 result of Lauren's calling efforts which have been added to ED)
  - (g) Based on current plus 5% growth trend (cost includes contractor savings)
  - (h) Based on 2015/2017 ave
  - (i) Based on 3 "VIP" events @ \$20k rev each @ \$3k tl cost each
  - (j) Based on current 2018 trend w-flat mem less former contractor now staff pay & 4 renewal letter series instead of 6
  - (k) Based on current contractor plus remainder of CRM project & other related expenses
  - (l) Based on current contractors less 20% reduction in hours plus minor related exp, media subscriptions & \$12k for up to 4 months of "media booker"
  - (m) Planning 5 issues @ \$10,300 per issue (same # as 2018) incl reduced contractors
  - (n) Based on contractors plus \$12k related travel expenses
  - (o) Per Ballot Access Committee Report but without Arkansas
  - (p) HPC Estimate
  - (q) See separate worksheets for details
  - (r) FEC Lawsuit
  - (s) Based on estimated actual
  - (t) Based on the Policy Manual requirement to budget a minimum of \$20,000 in each odd-numbered year.
  - (u) \$60k per policy plus \$25.2k principle on mortgage payments
  - (v) Maine and Ohio possible legal
  - (w) Expenses of \$15k for organizing campus groups. Revenue covers expenses plus \$5k staff time & overhead.
  - (x) 150% of ballot access expenses