

Libertarian National Committee, Inc.

2020 LNC BUDGET - (see Account Detail for breakdown - DRAFT 3 10/26/19)

	Jan-Dec 16 *	Jan -Dec 18 *	Jan-Sep 19	2019 YTD * Extrapolated	Ave 2016/2018	CHANGE ON worksheets DO NOT ENTER	OB Class	Notes
						ENTER DATA HERE for 2020		
Ordinary Revenue/Expense								
Revenue								
4000 · General Fundraising								
4010 · Direct Mail Fundraising								
4010-10 · DM - House Fundraising General	347,690	154,325	19,174	25,565	251,008	154,300	21	(a)
4010-11 · DM - House Fundraising Renewal	2,660	10,764	2,080	2,773	6,712	10,700	20	(a)
4010-12 · DM - House Fundraising New Donc	875	460	275	367	668	400	20	(a)
4010-20 · DM - Donor Renewal	177,470	204,593	109,192	145,589	191,032	145,500	20	(c)
4010-30 · DM - New Donor Prospecting	31,529	22,806	2,635	3,513	27,168	27,100	20	(b)
Total 4010 · Direct Mail Fundraising	560,224	392,948	133,356	177,808	476,586	338,000		
4020 · Direct Solicitation Major Donor								
4020-10 · Board Solicitation	-	7,012	505	673	3,506	600	23	(c)
4020-20 · Chair Solicitation	-	34,400	26,500	35,333	17,200	35,300	23	(c)
4020-30 · ED Solicitation	-	17,520	98,100	130,800	8,760	60,800	23	(v)
Total 4020 · Direct Solicitation Major Donor	-	58,932	125,105	166,807	29,466	96,700		
4030 · Online Contributions - Web								
4030-10 · Online Cont - General	222,243	53,159	27,416	36,555	137,701	137,700	21	(b)
4030-20 · Online Cont - Donor Renewal	201,871	229,060	225,621	300,828	215,466	300,800	20	(c)
4030-30 · Online Cont - New Donor Prosp	372,779	106,638	89,948	119,931	239,709	239,700	20	(b)
Total 4030 · Online Contributions - Web	796,893	388,857	342,985	457,313	592,875	678,200		
4040 · Tele Fundraising - Phone Bank								
4040-10 · Tele Fund - General **	831	562	651	868	697	800	21	(c)
4040-20 · Tele Fund - Donor Renewal	19,716	8,977	2,500	3,333	14,347	3,300	20	(c)
4040-30 · Tele Fund - New Donor Prosp	550	-	-	-	275	-	20	(c)
Total 4040 · Tele Fundraising - Phone Bank	21,097	9,539	3,151	4,201	15,318	4,100		
4080 · Recurring Contrib - Pledge	350,931	360,199	275,329	367,105	355,565	367,100	22	(c)
4085 · Bequests	-	-	-	-	-	-	21	
4090 · Ballot Access / Voter Reg.	149,819	46,453	32,826	43,768	98,136	149,800	27	(d)
Total 4000 · General Fundraising	1,878,964	1,256,928	912,752	1,217,003	1,567,946	1,633,900		
4100 · Project Revenue								
4106 · Campus Outreach	-	-	-	-	-	-	25	
4108 · Building Fund	15,010	6,420	30,552	40,736	10,715	15,000	25	(d)
4110 · Legal Action Fund	550	10	6,726	8,968	280	10,000	25	(e)
Total 4100 · Project Revenue	15,560	6,430	37,278	49,704	10,995	25,000		
4200 · Events and Conventions								
4200-10 · Convention Revenue	291,294	280,892	-	-	286,093	352,000	24	(f)
4200-15 · Convention Fundraising Unrestrictec	105,961	63,295	28,325	37,767	84,628	105,900	21	(d)
4200-20 · Other Events	1,435	25,643	11,070	14,760	13,539	14,700	21	(c)
Total 4200 · Events and Conventions	398,690	369,830	39,395	52,527	384,260	472,600		
4300 · Program Revenue								
4310 · Affiliate Development	-	47,841	4,454	5,939	23,921	5,900	25	(c)
4320 · Outreach & Marketing	-	-	105	126	-	-	21	
4340 · LP News	15,186	210	2	3	7,698	-	28	
4375 · Branding / Political Materials	316,269	67,852	54,996	73,328	192,061	192,000	26	(b)
4360-40 · Candidate Support & Training	650	17,720	8,627	11,503	9,185	11,500	25	(c)
4395 · Lpedia Hist Pres Revenue	-	3,188	2,640	3,520	1,594	2,500	25	(q)
Total 4300 · Program Revenue	332,105	136,811	70,824	94,418	234,458	211,900		
4400 · Trf fr Auth. FEC Comm - PACS	-	2,333	-	-	1,167	-	21	
4600 · Refunds of Contributions	(1,385)	(290)	(1,535)	(2,047)	(838)	-	21	
4700 · Other Receipts								
4710 · Interest & Dividends	216	1,395	1,045	1,393	806	-	29	
Total 4700 · Other Receipts	216	1,395	1,045	1,393	806	-		
Total Revenue	2,624,150	1,773,437	1,059,759	1,412,998	2,198,794	2,343,400		
Gross Proceeds	2,624,150	1,773,437	1,059,759	1,412,998	2,198,794	2,343,400		

	Jan-Dec 16 *	Jan -Dec 18 *	Jan-Sep 19	2019 YTD * Extrapolated	Ave 2016/2018	ENTER DATA HERE for 2020	OB Class	Notes
Expense								
7000 · General Fundraising Expense								
7010 · Direct Mail Fundraising Exp								
7010-10 · DM - House General Expense	104,865	72,745	14,527	19,369	88,805	208,700	32	(g)
7010-20 · DM - Donor Renewal Expense	49,144	132,347	54,351	72,468	90,746	72,400	33	(c)
7010-30 · DM - New Donor Prospecting Exp	57,266	43,514	16,395	21,860	50,390	50,300	33	(b)
Total 7010 · Direct Mail Fundraising Exp	211,275	248,606	85,273	113,697	229,941	331,400		
7020 · Direct Sol Major Donor Expense								
7020-10 · Board Solicitation Expense	-	-	-	-	-	-	32	
7020-20 · Chair Solicitation Expense	-	-	-	-	-	-	32	
7020-30 · ED Solicitation Expense	-	-	-	-	-	4,500	32	(h)
Total 7020 · Direct Sol Major Donor Expense	-	-	-	-	-	4,500		
7030 · Online Contributions Exp - Web								
7030-10 · Online Cont Exp - General	-	170	-	-	85	-	32	
7030-20 · Online Cont Exp - Donor Renewal	-	1,762	1,953	2,604	881	2,600	33	(c)
7030-30 · Online Cont Exp - New Donor	11,272	14,935	5,254	7,005	13,104	13,100	33	(b)
Total 7030 · Online Contributions Exp - Web	11,272	16,867	7,207	9,609	14,070	15,700		
7040 · Tele Fundraising Expense								
7040-10 · Tele Fund Exp - General	-	-	-	-	-	-	32	
7040-20 · Tele Fund Exp - Donor Renewal	12,445	22,681	17,307	23,076	17,563	23,000	33	(c)
7040-30 · Tele Fund Exp - New Donor Prosp	-	-	-	-	-	-	33	
Total 7040 · Tele Fundraising Expense	12,445	22,681	17,307	23,076	17,563	23,000		
7080 · Recurring Contrib - Pledge	23,789	27,938	16,522	22,029	25,864	25,800	32	(b)
7085 · Building Fund Fundraising Exp	1,175	60	1,256	1,675	618	-	37	
7090 · Ballot Access Fundraising Exp	5,830	9,201	1,468	1,957	7,516	10,000	36	(l)
7095 · Credit Card Prc Fees	71,045	44,565	38,437	51,249	57,805	63,400	32	(j)
Total 7000 · General Fundraising Expense	336,831	369,918	167,470	223,293	353,375	473,800		
7100 · Project-Related Expenses								
7106-10 · Campus Outreach	-	-	75	100	-	10,000	58	
7108-10 · Building Fund Expense	-	-	-	-	-	-	90	
7110 · Legal Offense Fund Project	-	669	-	-	335	-	90	
Total 7100 · Project-Related Expenses	-	669	75	100	335	10,000		
7200 · Events and Conventions Exp								
7200-10 · Convention Expenses - General	85,036	137,295	-	-	111,166	176,000	35	(f)
7200-15 · Convention Expense - Travel/F&B	133,570	138,309	-	-	135,940	176,000	35	(f)
7200-20 · Convention Fundraising Expense	-	4,762	-	-	2,381	10,000	32	(k)
7200-30 · Other Events	1,278	7,379	14,223	18,964	4,329	19,900	32	(c)
Total 7200 · Events and Conventions Exp	219,884	287,745	14,223	18,964	253,815	381,900		
7300 · Program-Related Expenses								
7310 · Affiliate Development	45,026	58,149	59,405	79,207	51,588	90,000	50	(l)
7320 · Outreach & Marketing Exp	6,169	8,361	6,405	8,540	7,265	8,500	88	(c)
7330 · Media Relations & PR	5,367	31,078	10,547	14,063	18,223	18,200	80	(b)
7340 · LP News	81,340	50,484	14,815	19,753	65,912	54,000	85	(m)
7375 · Branding/Political Materials	368,331	50,663	36,370	48,493	209,497	192,000	55	(n)
7360 · Campaign Candidate Support								
7360-10 · GOTV	2,362	-	-	-	1,181	-	60	
7360-40 · Candidate Support & Training	34,586	103,222	58,299	77,732	68,904	102,400	60	(o)
Total 7360 · Campaign Candidate Support	36,948	103,222	58,299	77,732	70,085	102,400		
7380 · Ballot Access - Other								
7380-10 · Ballot Access Petitioning Exp.	370,655	148,123	-	-	259,389	250,000	70	(p)
7380-20 · Ballot Access Travel Expense	21,436	-	-	-	10,718	-	70	
7380-30 · Ballot Access Legal	6,400	555	4,993	6,657	3,478	5,000	75	(p)
7380-40 · Ballot Access Lobbying	-	50	-	-	25	-	70	
7380-50 · Voter Registration	1,000	-	-	-	500	-	70	
Total 7380 · Ballot Access - Other	399,491	148,728	4,993	6,657	274,110	255,000		
7395 · Lpedia Hist Preservation Exp	-	4,258	536	715	-	2,500	90	(q)
Total 7300 · Program-Related Expenses	942,672	454,943	191,370	255,160	696,679	722,600		

	Jan-Dec 16 *	Jan -Dec 18 *	Jan-Sep 19	2019 YTD * Extrapolated	Ave 2016/2018	ENTER DATA HERE for 2020	OB Class	Notes
8000 · Total Salary & Related (See Worksheet)	493,070	535,335	376,830	452,030	514,203	418,000	45	(r)
8100 · Admin & Overhead Exp (See Worksheet)								
8110 · Ofc Supplies & Non Cap Equipt	13,735	8,070	7,074	9,432	10,903	9,400	40	(s)
8120 · Telephone & Data Services	15,499	15,933	9,449	12,599	15,716	12,500	40	(s)
8125 · Equipment Leases & Maint.	2,653	2,173	5,160	6,880	2,413	6,800	40	(s)
8130 · Postage & Shipping	14,091	11,510	7,369	9,825	12,801	9,800	40	(s)
8140 · Travel, Meeting, & Meals Exp	24,455	26,792	15,574	20,765	25,624	20,700	40	(s)
8160 · Insurance	6,811	7,758	8,658	11,544	7,285	11,500	40	(s)
8170 · Total Occupancy & Related	53,513	49,437	33,965	45,287	51,475	45,700	40	(s)
8180 · Printing & Copying	8,832	4,731	9,513	12,684	6,782	12,600	40	(s)
8190 · Software, Hardware & Other IT	100,259	78,457	44,386	59,181	89,358	72,000	40	(s)
8195 · Other Expenses & Bank Fees	9,022	9,578	5,187	6,916	9,300	6,900	40	(s)
Total 8100 · Admin & Overhead Expense	248,870	214,439	146,335	195,113	231,655	207,900		
8200 · Professional Services (See Worksheet)								
8210 · Legal								
8210-10 · Legal - General	46,087	55,175	40,670	54,227	50,631	54,200	40	(s)
8210-20 · Legal - Proactive	5,108	3,859	13,271	17,695	4,484	10,900	75	(e)
Total 8210 · Legal	51,195	59,034	53,941	71,921	55,115	65,100		
8220 · Accounting	16,500	15,500	16,500	16,500	16,000	16,500	40	(s)
8230 · FEC Filing & Consulting	18,000	18,000	13,500	18,000	18,000	19,200	40	(s)
Total 8200 · Professional Services	85,695	92,534	83,941	106,421	89,115	100,800		
8300 · Depreciation Expense	24,665	24,266	21,367	28,489	24,466	28,400	40	(c)
8500 · Loss (Gain) on Disposal	-	-	-	-	-	-	40	
Total Expense	2,351,687	1,979,849	1,001,611	1,279,571	2,163,639	2,343,400		
Net Ordinary Revenue	272,463	(206,412)	58,148	133,427	35,155	-		
Net Revenue or Loss	272,463	(206,412)	58,148	133,427	35,155	-		
Capital Expenditures (non lease / non building related) ***	7,960	25,425	7,306	7,306	16,693	7,300		(c)
Release to pay off Mortgage Principal	122,000	5,500	27,000	27,000	63,750	26,434		(u)
Bequests Receivable	33,400	68,800	72,000	72,000		48,546		(t)
Hyatt Regency Convention Bill Payable		49,323	-	-		-		
Unrestricted Operating Surplus (or Deficit)	258,078	(212,173)	20,945	83,823	24,494	(15,000)		
Net Surplus After Capt. Expenses & Bequest	250,118	(237,598)	13,639	76,517	7,802	14,812		
# Major House Letters	9	4	0 to Date	2 Est	7	4		
# Major Other Letters (B/A & BF)	1	2	1	1	2	2		
# Issues LP News	4	5	3 to Date	4	5	5		
Y/E Membership	20,406	15,008	14,432	15,000 est YE	17,707	20,000		

* 2016 / 18 / 19 general donations above excludes any bequest related revenue

** 2018 4040-10 Tele Gen org \$78,372k reclassified to \$562 total with \$77,810 put in 4010-10 House (from Lauren) - both rolls to -21 Gen Fundraising

** 2018 Capt Exp included \$25,125 reclassified from IT Expense to Capt Exp for CRM Software Development

(a) Based on 2018 - 4 major house letters plus multiple small targeted letters

(b) Based on 2016/18 ave to reflect election year norm / expected membership growth

(c) Reflects current trend

(d) Based on 2016

(e) To fund ongoing FEC lawsuit & other legal actions

(f) Per convention committee chair (cost split 50/50 between general / travel plus F&B

(g) Based on 2018 - 4 major house letters plus multiple small targeted letters plus cost of new development contractors

(h) Blackbaud Wealth Finder Service

(i) Based on 2 Major House Letters plus some other targeted mailings or LP News insert

(j) Based on current cost as % of revenue

(k) Est for donation forms, signage, donor vip premiums, processing fees, etc.

(l) Per affiliate support committee chair - includes contractor & related non capital crm costs

(m) Based on 5 issues plus contractor expense

(n) Branding expected to break even or make slight profit for election year

(o) Per discussions with candidate support committee chair includes contractors, canvassers, training, & support

(p) Per ballot access committee chair

(q) Per hist preservation committee chair

(r) See confidential salary worksheet (note some previously paid staff positions have been replaced by contractors & are now charged to functional area)

(s) See office admin worksheet

(t) Actual expected