



MAR 2020 END OF MONTH FINANCIAL REPORTS

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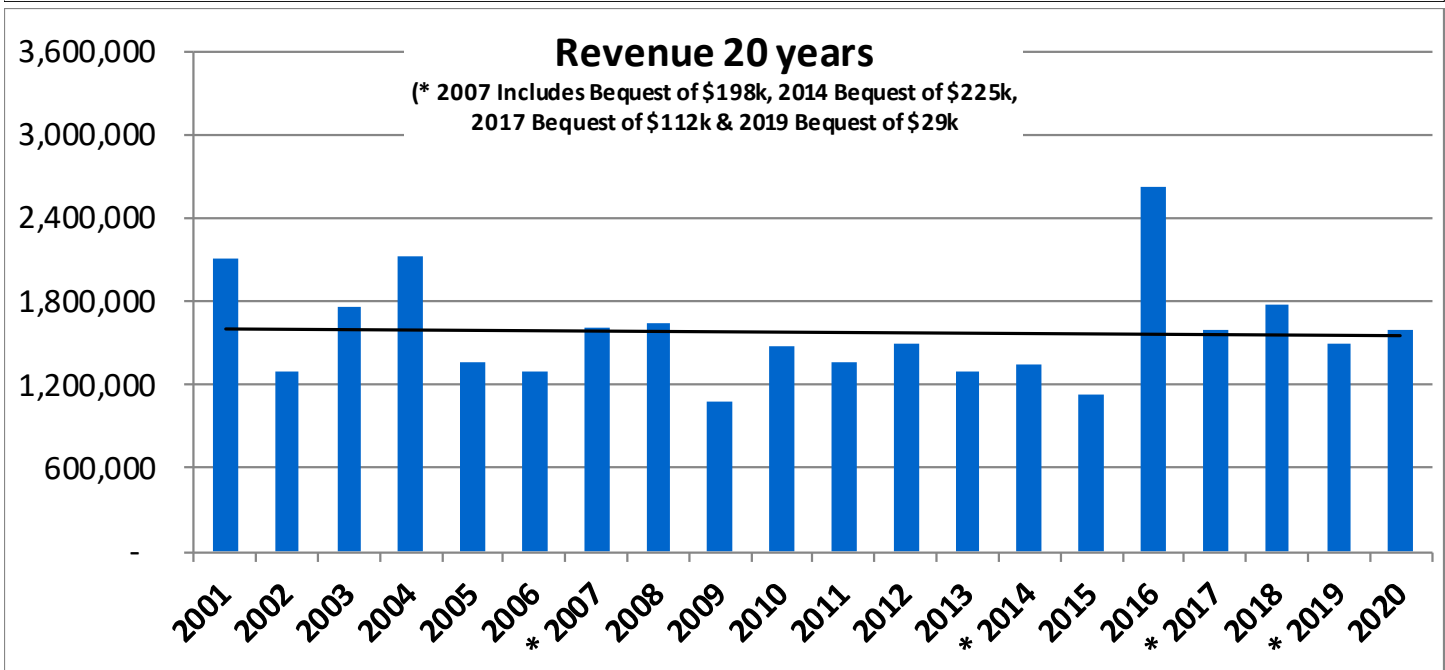
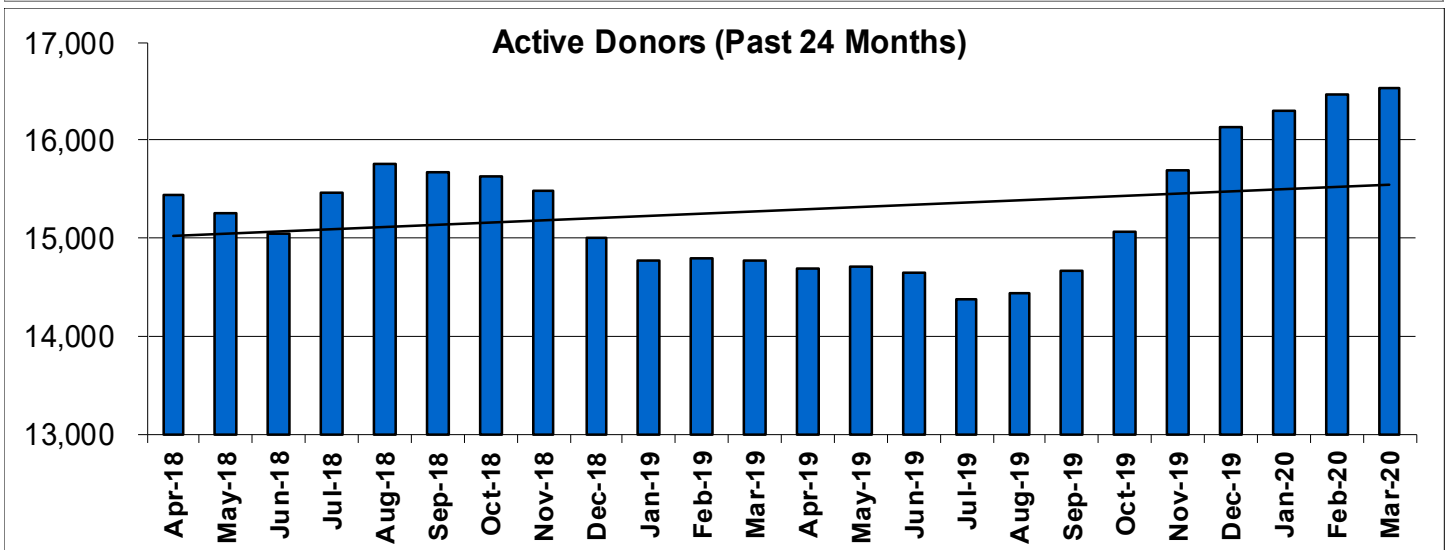
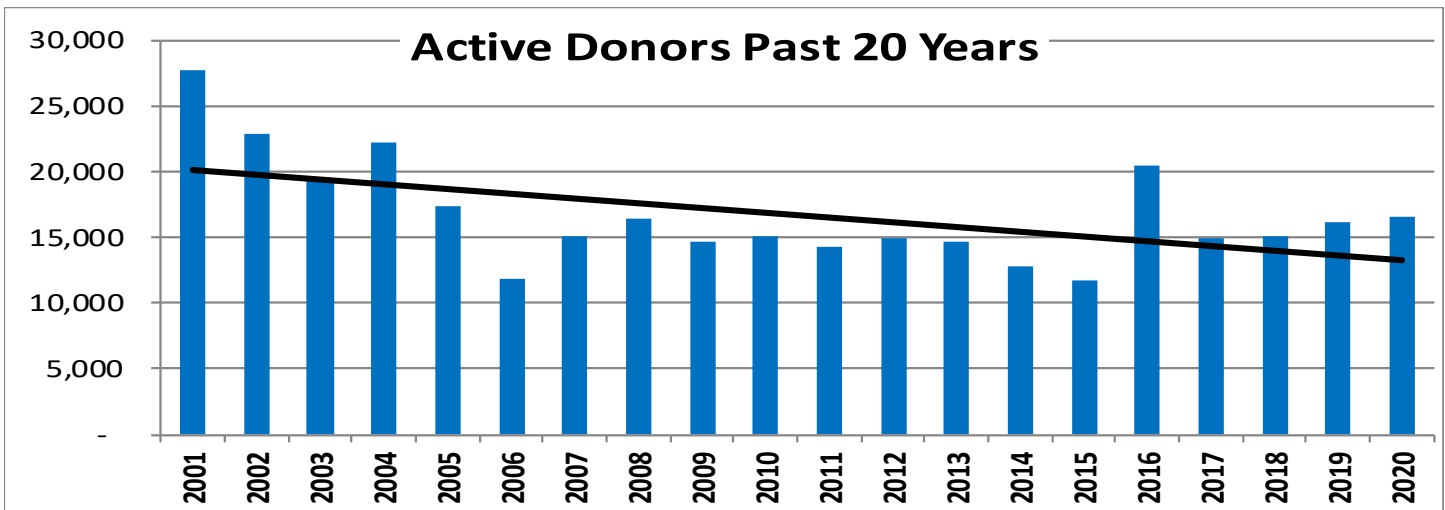
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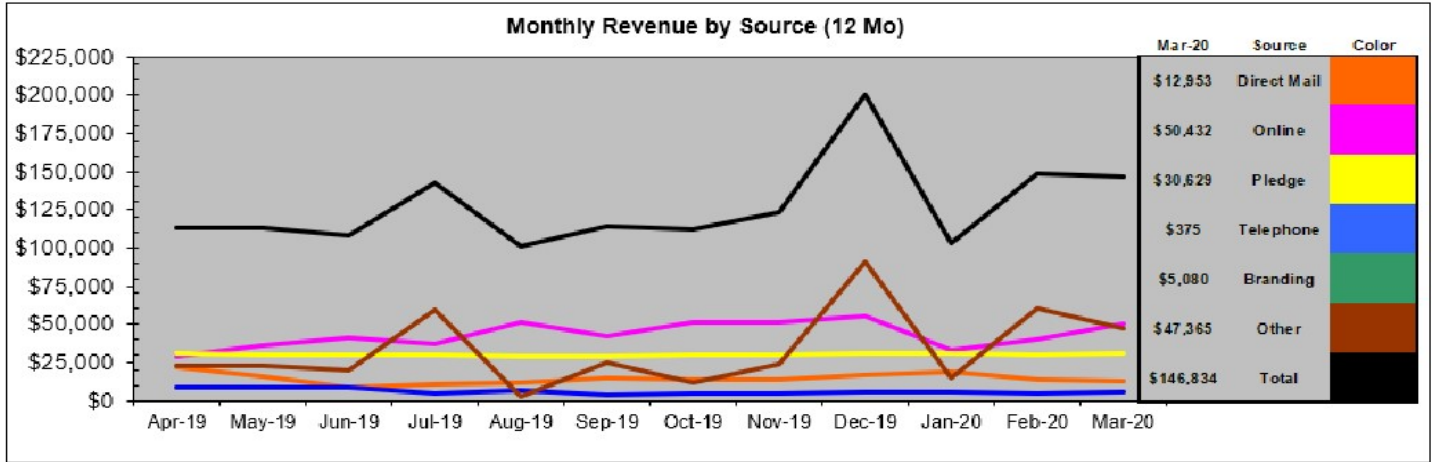
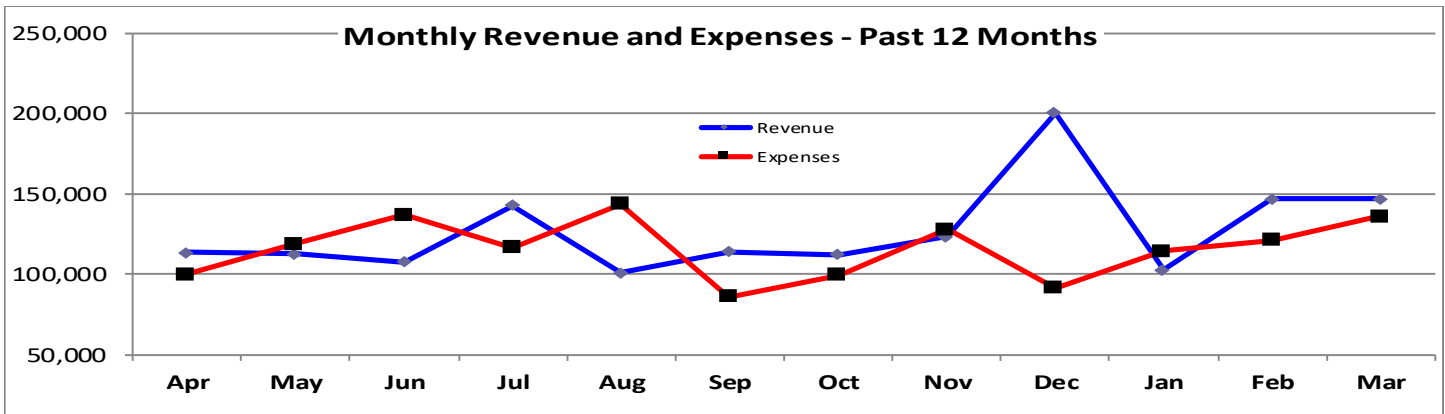
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End of Month Reports – Charts

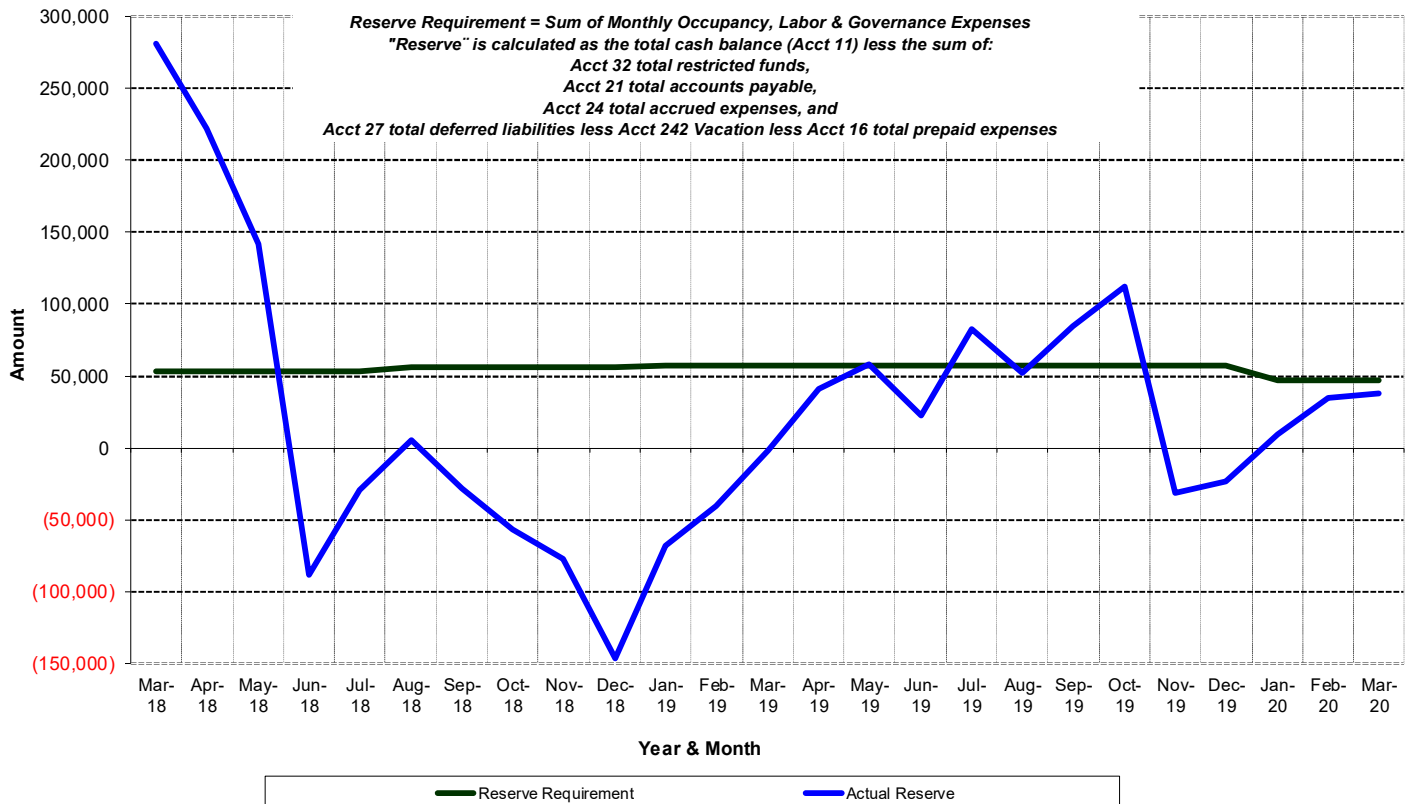




Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2020 Resv Target = \$47,458 - Curr Month Resv = \$37,445*

* Reflects definition change effective 11/19



End of Month Reports – Financial Summary

Revenue - by Function as % of Total

2016 thru 2020

	2016	2017	2018	2019	2020
Membership Revenue	807,450	554,688	583,082	622,486	157,102
% Total Non Conv Revenue	35%	38%	39%	41%	39%
General Fundraising	1,178,909	764,757	762,568	648,038	212,158
% Total Non Conv Revenue	51%	52%	51%	43%	53%
Project/Program/Other	346,495	156,261	145,456	230,807	28,518
% Total Non Conv Revenue	15%	11%	10%	15%	7%
Total Non Convention Package Revenue	2,332,854	1,475,706	1,491,106	1,501,331	397,778

P&L Acct Summary Last Month Plus YTD

January through March 2020

	Jan 20	Feb 20	Mar 20	TOTAL
Revenue				
4000 · General Fundraising	88,014	141,867	137,879	367,760
4100 · Project Revenue	6,193	1,000	175	7,368
4200 · Events and Conventions	813	281	406	1,500
4300 · Program Revenue	7,439	5,362	8,255	21,056
4600 · Refunds of Contributions	0	(25)	0	(25)
4700 · Other Receipts	0	0	118	118
Total Revenue	102,459	148,485	146,833	397,777
Expense				
7000 · General Fundraising Expense	33,779	29,716	34,067	97,562
7100 · Project-Related Expenses	257	208	0	465
7200 · Events and Conventions Exp	1,133	2,071	698	3,902
7300 · Program-Related Expenses	34,160	41,615	53,994	129,769
8000 · Salary & Related Expense	19,490	15,042	15,941	50,473
8100 · Admin & Overhead Expense	14,500	26,384	20,193	61,077
8200 · Professional Services	7,957	4,802	7,982	20,741
8300 · Depreciation Expense	2,999	2,999	2,999	8,997
Total Expense	114,275	122,837	135,874	372,986
Net Revenue	(11,816)	25,648	10,959	24,791

Balance Sheet Summary - Current vs Prior Month

	Mar 31, 20	Feb 29, 20	\$ Change	% Change
ASSETS				
Current Assets				
Total Checking/Savings	307,946.40	305,939.30	2,007.10	0.66%
Total Other Current Assets	101,719.98	104,201.89	(2,481.91)	-2.38%
Total Current Assets	409,666.38	410,141.19	(474.81)	-0.12%
Total Fixed Assets	851,725.48	854,724.61	(2,999.13)	-0.35%
TOTAL ASSETS	1,261,391.86	1,264,865.80	(3,473.94)	-0.28%
LIABILITIES & EQUITY				
Liabilities				
Total Current Liabilities	341,836.65	346,270.82	(4,434.17)	-1.28%
Total Long Term Liabilities	88,140.62	98,140.62	(10,000.00)	-10.19%
Total Liabilities	429,977.27	444,411.44	(14,434.17)	-3.25%
Total Equity	831,414.59	820,454.36	10,960.23	1.34%
TOTAL LIABILITIES & EQUITY	1,261,391.86	1,264,865.80	(3,473.94)	-0.28%

Standard Statement of Operations - 2020

Budget vs. Actual

	Un- restricted Mar-20	Temp. Restricted	Total Mar- 20	2020 YTD	Budget Year to Date	Actual vs. Budget YTD	Annual Budget 2020	2020 Budget Remaining
Support and Revenue								
20-Membership Dues	57,463		57,463	157,102	181,875	(24,773)	727,500	570,398
21-Donations	6,703		6,703	14,451	103,350	(88,899)	413,400	398,949
22-Recurring Gifts	30,629		30,629	91,125	91,775	(650)	367,100	275,975
23-Board/ED Solicitation MajorGifts	37,125		37,125	74,125	34,675	39,450	138,700	64,575
24-Convention Revenue	0		0	0	0	0	352,000	352,000
25-Project Program Revenue	1,675	175	1,850	10,481	11,225	(744)	44,900	34,419
26-Brand Dev / Political Materials	5,080		5,080	14,458	48,000	(33,542)	192,000	177,542
27-Ballot Access & Related Donations	6,365		6,365	32,432	37,450	(5,018)	149,800	117,368
28-Membership Communication	1,500		1,500	3,485	0	3,485	0	(3,485)
29-Other Revenue	118		118	119	0	119	0	(119)
Total Support and Revenue	146,659	175	146,834	397,778	508,350	(110,572)	2,385,400	1,987,622
Cost of Support and Revenue								
32-Fundraising Costs	24,822		24,822	65,661	83,350	(17,689)	333,400	267,739
33-Membership Fundraising Costs	7,691		7,691	25,057	40,350	(15,293)	161,400	136,343
35-Convention	0		0	0	0	0	352,000	352,000
36-Ballot Access Fundraising Exp	8		8	4,632	2,500	2,132	10,000	5,368
37-Building Fundraising Exp	0	0	0	0	0	0	0	0
Total Cost of Support and Revenue	32,520	0	32,520	95,349	126,200	(30,851)	856,800	761,451
Net Support Available for Programs	114,138	175	114,313	302,429	382,150	(79,721)	1,528,600	1,226,171
Program Expense								
40-Administrative Costs	28,972	700	29,671.77	88,847.37	81,550	7,297	326,200	237,353
45-Compensation	37,143		37,142.62	111,616.99	104,500	7,117	418,000	306,383
50-Affiliate Support	4,095		4,095.25	10,248.75	20,750	(10,501)	83,000	72,751
55-Brand Dev / Political Materials	1,213		1,213.27	5,333.33	48,000	(42,667)	192,000	186,667
58-Campus Outreach	0		0.00	0.00	0	0	0	0
60-Candidate, Campaign & Initiatives	19,583		19,583.25	29,609.21	45,800	(16,191)	183,200	153,591
70-Ballot Access VR & Related Exp	7,144		7,143.64	16,171.30	58,750	(42,579)	235,000	218,829
75-Litigation	1,003	0	1,003.30	3,334.90	3,975	(640)	15,900	12,565
80-Media	0		0.00	0.00	4,550	(4,550)	18,200	18,200
85-Member Communication	0		0.00	8,975.36	11,500	(2,525)	46,000	37,025
88-Outreach	3,500		3,500.00	3,500.00	2,125	1,375	8,500	5,000
90-Project Program Other	0	0	0.00	0.00	625	(625)	2,500	2,500
Total Program Expense	102,653	700	103,353	277,637	382,125	(104,488)	1,528,500	1,250,863
Total Net Operating Surplus (or Deficit)	11,485	(525)	10,960	24,792	25	24,767	100	(24,692)
Unrestricted Net Operating Surplus (or Deficit)			11,485	18,123			(24,900)	

Statement of Operations - 2020 v. 2018 Comparision

	Total Mar-20	Mar-18	Diff 20 v 18	2020 YTD	2018 YTD	Diff 19 v 17
Support and Revenue						
20-Membership Dues	57,463	42,121	15,342	157,102	151,357	5,745
21-Donations	6,703	23,231	-16,528	14,451	126,508	-112,058
22-Recurring Gifts	30,629	28,732	1,897	91,125	85,771	5,354
23-BoardSolicitation MajorGifts	37,125	500	36,625	74,125	500	73,625
24-Convention Revenue	0	0	0	0	0	0
25-Project Program Revenue	1,850	6,270	-4,420	10,481	8,025	2,456
26-Brand Dev / Pol Materials Rev	5,080	4,078	1,002	14,458	9,982	4,476
27-BallotAccess Donations	6,365	1,911	4,454	32,432	11,944	20,489
28-Publications Materials Other	1,500	0	1,500	3,485	0	3,485
29-Other Revenue	118	208	-90	119	208	-89
Total Support and Revenue	146,834	107,052	39,782	397,778	394,295	3,483
Cost of Support and Revenue						
32-Fundraising Costs	24,822	15,244	9,578	65,661	39,190	26,471
33-Membership Fundraising Costs	7,691	28,007	-20,316	25,057	63,165	-38,108
35-Convention	0	0	0	0	0	0
36-Ballot Access Fundraising Exp	8	0	8	4,632	1,346	3,286
37-Building Fundraising Exp	0	0	0	0	60	-60
Total Cost of Support and Revenue	32,520	43,250	-10,730	95,349	103,761	-8,412
Net Support Available for Programs	114,313	63,801	50,512	302,429	290,534	11,895
Program Expense						
40-Adminstrative Costs	29,672	31,194	-1,522	88,847	76,847	12,000
45-Compensation	37,143	39,312	-2,169	111,617	115,639	-4,022
50-Affiliate Support	4,095	3,840	255	10,249	9,854	395
55-Brand Dev / Pol Materials	1,213	3,307	-2,093	5,333	13,539	-8,206
58-Campus Outreach	0	0	0	0	0	0
60-Candidate, Campaign & Initiatives	19,583	1,039	18,544	29,609	6,747	22,862
70-BallotAccess Petitioning Related Exp	7,144	7,068	76	16,171	29,895	-13,724
75-Litigation	1,003	0	1,003	3,335	5,000	-1,665
80-Media	0	1,921	-1,921	0	5,567	-5,567
85-Member Communication	0	6,322	-6,322	8,975	8,869	106
88-Outreach	3,500	0	3,500	3,500	900	2,600
90-Project Program Other	0	0	0	0	422	-422
Total Program Expense	103,353	94,001	9,352	277,637	273,279	4,358
Net Operating Surplus (or Deficit)	10,960	-30,200	41,160	24,792	17,255	7,537

P&L Acct Detail w-Funct Alloc of Exps Last Month Plus YTD
January through March 2020

	Mar 20	TOTAL
Revenue		
4000 · General Fundraising		
4010 · Direct Mail Fundraising		
4010-10 · DM - House Fundraising General	703.00	4,216.00
4010-11 · DM - House Fundraising Renewal	200.00	1,230.00
4010-12 · DM - House Fundraising NewDonor	0.00	20.00
4010-20 · DM - Donor Renewal	11,835.00	38,378.99
4010-30 · DM - New Donor Prospecting	215.00	1,505.00
Total 4010 · Direct Mail Fundraising	12,953.00	45,349.99
4020 · Direct Solicitation Major Donor		
4020-10 · Board Solicitation	25.00	25.00
4020-20 · Chair Solicitation	0.00	35,500.00
4020-30 · ED Solicitation	37,100.00	38,600.00
Total 4020 · Direct Solicitation Major Donor	37,125.00	74,125.00
4030 · Online Contributions - Web		
4030-10 · Online Cont - General	5,544.44	8,420.07
4030-20 · Online Cont - Donor Renewal	33,353.00	76,138.00
4030-30 · Online Cont - New Donor Prosp	11,535.00	38,695.00
Total 4030 · Online Contributions - Web	50,432.44	123,253.07
4040 · Tele Fundraising - Phone Bank		
4040-10 · Tele Fund - General	50.00	340.00
4040-20 · Tele Fund - Donor Renewal	325.00	1,135.00
Total 4040 · Tele Fundraising - Phone Bank	375.00	1,475.00
4080 · Recurring Contrib - Pledge	30,628.83	91,125.09
4090 · Ballot Access / Voter Reg	6,365.00	32,432.30
Total 4000 · General Fundraising	137,879.27	367,760.45
4100 · Project Revenue		
4108 · Building Fund	0.00	7,193.00
4111 · Legal Action Fund	175.00	175.00
Total 4100 · Project Revenue	175.00	7,368.00
4200 · Events and Conventions		
4200-20 · Conv Fundraising - Unrestricted	405.81	1,499.66
Total 4200 · Events and Conventions	405.81	1,499.66
4300 · Program Revenue		
4310 · Affiliate Development	1,600.00	2,238.40
4330 · Media Relations	0.00	500.00
4340 · LP News	1,500.00	3,485.00
4360 · Campaign Support & Initiatives		
4360-40 · Campaign/Candidate Support	50.00	250.00
Total 4360 · Campaign Support & Initiatives	50.00	250.00
4375 · Brand / Political Materials	5,080.37	14,457.96
4395 · LPedia Historical Preservation	25.00	125.00
Total 4300 · Program Revenue	8,255.37	21,056.36
4600 · Refunds of Contributions	0.00	(25.00)
4700 · Other Receipts		
4710 · Interest & Dividends	118.32	118.68
Total 4700 · Other Receipts	118.32	118.68
Total Revenue	146,833.77	397,778.15

Expense	Mar 20	TOTAL
7000 · General Fundraising Expense		
7010 · Direct Mail Fundraising Exp		
7010-10 · DM - House General Expense	18,344.36	45,765.34
7010-20 · DM - Donor Renewal Expense	4,324.16	10,503.42
7010-30 · DM - New Donor Prospecting Exp	2,107.12	9,636.43
Total 7010 · Direct Mail Fundraising Exp	24,775.64	65,905.19
7030 · Online Contributions Exp - Web		
7030-20 · Online Cont Exp - Donor Renewal	769.41	2,264.61
7030-30 · Online Cont Exp - New Donor	301.58	1,977.68
Total 7030 · Online Contributions Exp - Web	1,070.99	4,242.29
7040 · Tele Fundraising Expense		
7040-20 · Tele Fund Exp - Donor Renewal	189.00	675.00
Total 7040 · Tele Fundraising Expense	189.00	675.00
7080 · Recurring Contrib - Pledge	2,606.90	6,172.34
7090 · Ballot Access Fundraising Exp	7.50	4,631.70
7095 · Credit Card Prc Fees	3,870.41	12,401.06
7099 · Gen Fundraising Staff Salary	1,546.50	3,533.99
Total 7000 · General Fundraising Expense	34,066.94	97,561.57
7100 · Project-Related Expenses		
7106 · Campus Outreach Project		
7106-20 · Campus Outreach Staff Salary	0.00	465.64
Total 7106 · Campus Outreach Project	0.00	465.64
Total 7100 · Project-Related Expenses	0.00	465.64
7200 · Events and Conventions Exp		
7200-20 · Convention Fundraising Expense	0.00	1,321.80
7200-40 · Events & Conv Staff Salary	698.42	2,580.73
Total 7200 · Events and Conventions Exp	698.42	3,902.53
7300 · Program-Related Expenses		
7310 · Affiliate Support		
7310-10 · Affiliate Development & Support	4,095.25	10,248.75
7310-20 · Affiliate Support Staff Salary	1,097.52	2,950.24
Total 7310 · Affiliate Support	5,192.77	13,198.99
7320 · Outreach & Marketing		
7320-10 · Outreach & Marketing General	3,500.00	3,500.00
7320-20 · Outreach & Marketing Staff Sala	1,346.95	3,859.23
Total 7320 · Outreach & Marketing	4,846.95	7,359.23
7330 · Media Relations		
7330-20 · Media Relations Staff Salary	598.65	1,042.38
Total 7330 · Media Relations	598.65	1,042.38
7340 · Membership Communications		
7340-10 · LP News	0.00	8,975.36
7340-20 · Mem Comm & Support Staff Salary	13,020.55	38,640.91
Total 7340 · Membership Communications	13,020.55	47,616.27
7360 · Campaign Support & Initiatives		
7360-40 · Campaign/Candidate Support	19,583.25	29,609.21
7360-60 · Camp/Cand Support -Staff Salary	399.10	1,508.99
Total 7360 · Campaign Support & Initiatives	19,982.35	31,118.20

7375 · Brand Development	Mar 20	TOTAL
7375-10 · Brand / Political Materials	1,213.27	5,333.33
7375-20 · Brand Development Staff Salary	1,346.95	3,064.91
Total 7375 · Brand Development	2,560.22	8,398.24
7380 · Ballot Access - Other Related		
7380-10 · Ballot Access Petitioning Exp.	2,397.24	10,647.24
7380-20 · Ballot Access Travel/Other Exp	4,746.40	5,524.06
7380-30 · Ballot Access Legal	0.00	2,331.60
7380-60 · B/A & Petitioning Staff Salary	648.53	2,533.03
Total 7380 · Ballot Access - Other Related	7,792.17	21,035.93
Total 7300 · Program-Related Expenses	53,993.66	129,769.24
8000 · Salary & Related Expense		
8005 · Salary Bonus Sick & Vac (Admn)	6,837.28	19,125.70
8010 · Hourly Wages (Admin Portion)	1,892.97	5,539.48
8015 · Contract & Paid Internships	2,554.70	10,394.10
8020 · Employer Cont to P/R Tax	1,919.40	5,776.23
8030 · Employer Cont to 401K & Adm	762.85	3,062.54
8040 · Fed & State Unemployment	22.35	363.32
8060 · Health Insurance	1,654.51	5,520.31
8080 · Payroll Service Fees	296.52	690.75
Total 8000 · Salary & Related Expense	15,940.58	50,472.43
8100 · Admin & Overhead Expense		
8110 · Ofc Supplies & Non Cap Equip	748.79	1,926.64
8120 · Telephone & Data Services	794.13	6,468.56
8130 · Postage & Shipping	782.41	2,414.58
8140 · Travel, Meeting, & Meals Exp	1,686.81	9,408.01
8170 · Occupancy Expenses		
8170-10 · Mortgage Interest Expense	383.43	1,219.45
8170-20 · Utilities Expense	485.05	1,442.59
8170-30 · Property Taxes, Fees & Permits	787.68	2,363.04
8170-40 · Maintenance, Cleaning & Repairs	2,396.92	3,386.56
8170-50 · Property / GL Insurance	404.00	404.00
8170-60 · Assc Fees, Rent & Storage	520.00	1,560.00
Total 8170 · Occupancy Expenses	4,977.08	10,375.64
8180 · Printing & Copying	97.30	4,063.07
8190 · Software, Hardware & Other IT	10,249.07	24,936.37
8195 · Other Expenses & Bank Fees	857.05	1,483.11
Total 8100 · Admin & Overhead Expense	20,192.64	61,075.98
8200 · Professional Services		
8210 · Legal		
8210-10 · Legal - General	4,880.00	13,974.00
8210-20 · Legal - Proactive	1,003.30	1,003.30
8210-30 · Litigation-Lobbing Staff Salary	498.87	964.51
Total 8210 · Legal	6,382.17	15,941.81
8230 · FEC Filing & Consulting	1,600.00	4,800.00
Total 8200 · Professional Services	7,982.17	20,741.81
8300 · Depreciation Expense	2,999.13	8,997.39
Total Expense	135,873.54	372,986.59
Net Revenue	10,960.23	24,791.56

Balance Sheet Current vs Prior Month

As of March 31, 2020

	Mar 31, 20	Feb 29, 20	\$ Change	% Change
ASSETS				
Current Assets				
Checking/Savings				
11 · Cash				
111U · PNC Check Acct 1 (Unrestricted)	80,913.71	55,197.23	25,716.48	46.59%
112U · BBT Check Acct 1 (Unrestricted)	8,156.31	39,165.69	(31,009.38)	(79.18%)
113R · PNC Check Acct 2 (Restricted)	211,789.15	193,989.15	17,800.00	9.18%
114R · BBT Chck Acct 2 (Restricted BF)	7,087.23	17,587.23	(10,500.00)	(59.7%)
Total 11 · Cash	307,946.40	305,939.30	2,007.10	0.66%
Total Checking/Savings	307,946.40	305,939.30	2,007.10	0.66%
Other Current Assets				
13 · Other Current Collectables				
130 · Bequests Expected - Current				
130-10 · Shaber - 1st International Bank	24,848.27	25,229.93	(381.66)	(1.51%)
Total 130 · Bequests Expected - Current	24,848.27	25,229.93	(381.66)	(1.51%)
Total 13 · Other Current Collectables	24,848.27	25,229.93	(381.66)	(1.51%)
16 · Prepaid Expenses				
161 · Bulk Mail Account				
161-10 · Prepaid Bulk Mail VA	1,337.77	1,337.77	0.00	0.0%
Total 161 · Bulk Mail Account	1,337.77	1,337.77	0.00	0.0%
165 · Prepaid Licenses	20,233.69	22,481.69	(2,248.00)	(10.0%)
166 · Prepaid Insurance	3,428.34	3,428.34	0.00	0.0%
167 · Prepaid Convention				
167-10 · Prepaid Convention General Exp	48,371.91	48,224.16	147.75	0.31%
167-15 · Prepaid Convention Travel F&B	3,500.00	3,500.00	0.00	0.0%
Total 167 · Prepaid Convention	51,871.91	51,724.16	147.75	0.29%
Total 16 · Prepaid Expenses	76,871.71	78,971.96	(2,100.25)	(2.66%)
Total Other Current Assets	101,719.98	104,201.89	(2,481.91)	(2.38%)
Total Current Assets	409,666.38	410,141.19	(474.81)	(0.12%)
Fixed Assets				
17 · Fixed Assets				
172 · Furniture & Fixtures	25,878.73	25,878.73	0.00	0.0%
173 · Office Equipment	16,796.61	16,796.61	0.00	0.0%
174 · Computer Hardware	22,801.27	22,801.27	0.00	0.0%
175 · Computer Software	134,876.40	134,876.40	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	64,269.11	64,269.11	0.00	0.0%
179 · Accumulated Depreciation	(270,858.25)	(267,859.12)	(2,999.13)	(1.12%)
Total 17 · Fixed Assets	851,725.48	854,724.61	(2,999.13)	(0.35%)
Total Fixed Assets	851,725.48	854,724.61	(2,999.13)	(0.35%)
TOTAL ASSETS	1,261,391.86	1,264,865.80	(3,473.94)	(0.28%)

LIABILITIES & EQUITY	Mar 31, 20	Feb 29, 20	\$ Change	% Change
Liabilities				
Current Liabilities				
Accounts Payable				
21 · Accounts Payable	12,073.15	25,125.42	(13,052.27)	(51.95%)
Total Accounts Payable	12,073.15	25,125.42	(13,052.27)	(51.95%)
Other Current Liabilities				
24 · Accrued Expenses				
241 · Accrued Payroll	16,920.10	13,704.00	3,216.10	23.47%
242 · Accrued Vacation	16,766.00	15,140.00	1,626.00	10.74%
245 · Accrued Real Estate Tax	2,363.04	1,575.36	787.68	50.0%
Total 24 · Accrued Expenses	36,049.14	30,419.36	5,629.78	18.51%
25 · Accrued Payroll Taxes				
251 · Payroll Tax Liabilities *	(4,258.04)	0.04	(4,258.08)	(10,645,200.0%)
253 · Direct Deposit Liabilities *	(9,051.60)	0.00	(9,051.60)	(100.0%)
Total 25 · Accrued Payroll Taxes	(13,309.64)	0.04	(13,309.68)	(33,274,200.0%)
27 · Deferred Liabilities				
272 · Deferred Convention Revenue	307,024.00	290,726.00	16,298.00	5.61%
Total 27 · Deferred Liabilities	307,024.00	290,726.00	16,298.00	5.61%
Total Other Current Liabilities	329,763.50	321,145.40	8,618.10	2.68%
Total Current Liabilities	341,836.65	346,270.82	(4,434.17)	(1.28%)
Long Term Liabilities				
29 · Loans & Mortgages (Principal)	88,140.62	98,140.62	(10,000.00)	(10.19%)
Total Long Term Liabilities	88,140.62	98,140.62	(10,000.00)	(10.19%)
Total Liabilities	429,977.27	444,411.44	(14,434.17)	(3.25%)
Equity				
31 · General Operating	797,630.41	787,305.41	10,325.00	1.31%
32 · Temp. Restricted Balances				
3204 · Fund - Campus	1,730.39	1,730.39	0.00	0.0%
3210 · Fund - Building	7,087.23	17,587.23	(10,500.00)	(59.7%)
3213 · Fund - Legal Action Fund	175.00	0.00	175.00	100.0%
Total 32 · Temp. Restricted Balances	8,992.62	19,317.62	(10,325.00)	(53.45%)
Net Revenue	24,791.56	13,831.33	10,960.23	79.24%
Total Equity	831,414.59	820,454.36	10,960.23	1.34%
TOTAL LIABILITIES & EQUITY	1,261,391.86	1,264,865.80	(3,473.94)	(0.28%)

* Payroll for 04/01 is processed for funds out 03/31

Statement of Cash Flows

March 2020

	Mar 20	Jan - Mar 20
OPERATING ACTIVITIES		
Net Revenue	10,960.23	24,791.56
Adjustments to reconcile Net Income to net cash provided by operations:		
130-10 · Shaber - 1st International Bank	381.66	10,651.73
130-20 · Clinard - Merch Bank of MI	0.00	13,064.65
161-10 · Prepaid Bulk Mail VA	0.00	(711.27)
165 · Prepaid Licenses	2,248.00	(20,233.69)
167-10 · Prepaid Convention General Exp	(147.75)	(40,322.91)
167-15 · Prepaid Convention Travel F&B	0.00	(3,500.00)
169 · Other Prepaid Expense	0.00	1,462.04
21 · Accounts Payable	(13,052.27)	(2,148.86)
241 · Accrued Payroll	3,216.10	7,305.40
242 · Accrued Vacation	1,626.00	2,998.00
245 · Accrued Real Estate Tax	787.68	2,363.04
251 · Payroll Tax Liabilities	(4,258.08)	(4,258.04)
253 · Direct Deposit Liabilities	(9,051.60)	(9,051.60)
272 · Deferred Convention Revenue	16,298.00	89,037.00
Net cash provided by Operating Activities	9,007.97	71,447.05
INVESTING ACTIVITIES		
179 · Accumulated Depreciation	2,999.13	8,997.39
180-10 · Shaber - 1st International Bank	0.00	25,229.93
Net cash provided by Investing Activities	2,999.13	34,227.32
FINANCING ACTIVITIES		
29 · Loans & Mortgages (Principal)	(10,000.00)	(14,964.40)
31 · General Operating	10,325.00	3,132.00
3210 · Fund - Building	(10,500.00)	(3,307.00)
3213 · Fund - Legal Action Fund	175.00	175.00
Net cash provided by Financing Activities	(10,000.00)	(14,964.40)
Net cash increase for period	2,007.10	90,709.97
Cash at beginning of period	305,939.30	217,236.43
Cash at end of period	307,946.40	307,946.40

2020 Convention Revenue & Liability Report

As of 03/31/2020

Account:	# Packages	\$ Actual
272 · Deferred Convention Revenue	622	\$297,071.00
HQ-20Basic	183	
HQ-20Bronze	14	
HQ-20Silver	48	
HQ-20Gold	237	
HQ-20Welcome	48	
HQ-20Training	92	
167 · Prepaid Convention General Exp		(\$51,871.91)
Net Deffered Convention Revenue		<u>\$245,199.09</u>
113R · PNC Check Acct 2 (Net Conv Restricted)		\$209,883.76
Net Convention Unfunded Liability		<u>\$35,315.33</u>
4200-20 · Conv Fundraising - Unrestricted		\$31,280.98
Total Net Conv Liability plus Unrestricted Revenue		\$66,596.31

RELATED PARTY TRANSACTIONS AS OF: 03/31/20

Related Party Donations	Mem Expires / BSM Expires	MTD Contributions	YTD Contributions	Lifetime Giving (Since 1990)	Liberty Pledge Club
Erin Adams	Life Member	\$ -	\$ -	\$ 1,292.70	
Phillip Anderson	12/31/20 - 10/31/20	\$ -	\$ -	\$ 324.00	
Paul Bilyeu *	Life Member	\$ 50.00	\$ 150.00	\$ 7,940.00	Yes
Whitney Bilyeu	Life Member	\$ 50.00	\$ 258.00	\$ 6,486.00	Yes
Ethan Bishop-Henchman *	Life Member	\$ -	\$ -	\$ 1,545.00	
Joseph Bishop-Henchman	Life Member	\$ -	\$ 15.00	\$ 14,828.50	
Christopher Campbell *	04/04/21 - 02/14/21	\$ -	\$ 25.00	\$ 308.00	
Timothy Ferreira	Life Member	\$ 500.00	\$ 500.00	\$ 4,001.09	Yes
Pat Ford	11/15/20 - 02/05/21	\$ -	\$ 150.00	\$ 550.00	
Sam Goldstein	Life Member	\$ 50.00	\$ 150.00	\$ 8,237.45	Yes
Kevin Hagan *	10/12/20 - 03/31/21	\$ 59.00	\$ 59.00	\$ 832.00	
Timothy Hagan	Life Member	\$ 10.00	\$ 30.00	\$ 10,696.82	Yes
Caryn Ann Harlos	Life Member	\$ 10.00	\$ 30.00	\$ 6,295.09	Yes
Wayne Harlos *	04/03/21 - 04/03/21	\$ -	\$ -	\$ 1,388.00	
Daniel Hayes *	Life Member	\$ 25.00	\$ 125.00	\$ 34,158.00	
Jeffery Hewitt	Life Member	\$ -	\$ 108.00	\$ 3,016.00	
Susan Hogarth	12/31/20 - 04/07/21	\$ 55.00	\$ 186.37	\$ 2,777.44	Yes
James Lark	Life Member	\$ 15.00	\$ 45.00	\$ 79,499.30	Yes
Richard Longstreth	Life Member	\$ 115.00	\$ 523.00	\$ 3,016.00	Yes
Alicia Mattson	Life Member	\$ -	\$ -	\$ 4,449.00	
Alex Merced	Life Member	\$ 42.00	\$ 180.00	\$ 3,938.15	Yes
Dustin Nanna	07/10/20 - 07/30/20	\$ -	\$ -	\$ 1,868.00	
Steven Nekhaila	Life Member	\$ -	\$ 183.77	\$ 3,090.40	Yes
Justin O'Donnell	01/13/21 - 01/13/21	\$ -	\$ -	\$ 746.50	
<i>Kenneth B. Olsen **</i>	<i>10/31/20 - 01/15/21</i>	<i>\$ 108.00</i>	<i>\$ 108.00</i>	<i>\$ 1,150.00</i>	
John Phillips	Life Member	\$ 75.00	\$ 150.00	\$ 3,728.20	Yes
William Redpath	Life Member	\$ 17.00	\$ 51.00	\$ 119,161.00	Yes
Frank Sarwark *	10/31/17 - 10/31/17	\$ -	\$ -	\$ 3,436.00	
Nicholas Sarwark	Life Member	\$ 20.00	\$ 85.00	\$ 6,417.00	Yes
Valerie Sarwark *	12/31/20 - 04/01/21	\$ 10.00	\$ 30.00	\$ 594.00	Yes
Victoria Paige Sexton	01/29/21 - 01/13/21	\$ -	\$ 50.00	\$ 610.50	
Joshua Smith	12/31/20 - 04/01/21	\$ 25.00	\$ 75.00	\$ 1,638.00	Yes
Aaron Starr *	Life Member	\$ -	\$ 54.00	\$ 21,236.50	
Elizabeth Van Horn	Life Member	\$ -	\$ 10.00	\$ 2,093.00	
Francis Wendt	02/05/21 - 02/05/21	\$ -	\$ 40.00	\$ 644.00	
Total Contributions:		\$ 1,236.00	\$ 3,371.14	\$ 361,991.64	

* Non LNC Member disclosed related party *** Thru 01/20 only

Related Party Disbursements	Memo	MTD Disbursements	YTD Disbursements
Libertarian Party California	Convention Fee	\$ -	\$ 365.00
Libertarian Party Pennsylvania	Convention Fee	\$ 165.00	\$ 165.00
Libertarian Party Texas	Convention Fee	\$ -	\$ 190.00
Nicholas Sarwark	Reimbursed Expenses	\$ -	\$ 736.55
Total Disbursements:		\$ 165.00	\$ 1,456.55

CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 03/31/20

Chair	Memo	MTD	YTD