



## LNC Executive Committee Conference Call Minutes

To: Libertarian National Committee  
From: Bob Sullentrup  
CC: Joe Seehusen  
Date: April 6, 2004  
Re: Conference Call April 6, 2004

---

### Attendance

Dialing in to the conference call were: Geoff Neale, Ken Bisson, Bob Sullentrup, Scott Lieberman, Mark Nelson, Steve Trinward, Joe Seehusen, Mark Cenci, Lee Wrights, Bill Redpath, Mike Dixon, Sean Haugh, Fred Childress, George Squyers and Mark Hinkle.

### Appointment of Secretary for the LNC

Steve Givot resigned his position of Secretary of the LNC on April 4, 2004.

Geoff Neale stated his understanding that it is within the authority of the Executive Committee to appoint a secretary for the organization. He called for corrections or objections to his assertion and hearing none, asked for reports on prospective replacements. Mark Nelson reported Marianne Volpe of VA had no interest in the position. Mike Dixon stated Dan Karlan of NJ needed time to consider the possibility. Dan's offer to act as assistant secretary at the convention to Steve Givot remains regardless of who might be named Steve's successor.

Bob Sullentrup had announced his candidacy for the position on March 7, and to the knowledge of the Executive Committee remains the only one to have done so. Ken Bisson nominated Bob Sullentrup for the office of LNC Secretary for the balance of Steve Givot's term. Mark Nelson seconded. The group unanimously elected Bob Sullentrup.

Since an LNC member cannot serve in two capacities, Bob relinquished his position as District 8 alternate. Mark Nelson suggested Jeremy Keil might become the District 8 alternate pending the decision of the affected states.

Bob expressed a concern that he needs to get up to speed quickly for the convention, and mentioned that Steve Givot pledged his full support and assistance to ensure an orderly transition and smoothly operating convention.

Geoff Neale said he had Steve's Microsoft Access database from the 2002 convention which he will share with Bob.

## **Action Item: Geoff Neale to send MS Access db; LNC to forward suggestions**

Review of Executive Committee Motion to Appoint Bylaws Committee Alternate  
Mark Nelson moved that Rick McGinnis of TX be appointed alternate to the Bylaws Committee. No other nominations emerged. The motion carried.

Accordingly, Rick McGinnis becomes the first individual on the list of alternates for the Bylaws Committee. The Bylaws themselves permit committee chairs to fill vacated committee slots using the list of alternates.

Update from Joe Seehusen  
Joe reported the following:

- The national office arranged a conference calling facility through Dutch Hiddy of Global Conference Calling at a favorable rate. The facility can accommodate up to 100 participants with 24x7 availability. ***It is available to affiliates as well, and would be particularly useful for larger states west of the Mississippi.*** E-mail Dianne Pilcher at [DiannePilcher@hq.lp.org](mailto:DiannePilcher@hq.lp.org).
- The annual report mailing has garnered over \$150k to date.
- Media exposure included WPHT in Philadelphia, KLIF in Dallas and WHAM in Rochester reaching over 300k.
- An exploratory letter, a so-called 'guilt-letter', has induced 322 lapsed members to reinstate their memberships. This helped contribute to a net gain of 320 in overall memberships (members plus subscribers) for March. Net profit was \$6-7k. According to the state chair's conference report, exploratory letters typically are loss leaders.
- Convention registration proceeds acceptably, if somewhat lagging prior years. The ten day extension in the early-bird registration has taken the end-of-March total of 254 to over 280 in six days. Revenues at month end stood at \$57.6k, 39% of the convention budget. By comparison, in 2002 at the same date we were at 46% and in 2000 at 40%.
- Web update. While Joe will have a full report at a later date, work stands at 85% complete. Work has been expanded to consolidate certain functionality that earlier had not been under the control of the national office.

### Audit Committee Scope

Mark Nelson, chair of the Audit Committee along with members Aaron Starr and M Carling, sought guidance from the EC regarding its scope of work and authority. The issue was whether the committee's work was limited to securing an auditing firm, asking questions, offering general guidance, reviewing and assessing the report and forwarding recommendations, or whether the committee had the authority to direct auditors or staff in implementing recommendations.

Sean Haugh produced a resolution adopted in 2003 which noted the committee's responsibilities regarding establishing the price for the audit, the contract and conveying instructions to the auditors requesting their assessments regarding UMP liabilities, multi-year or life memberships, integrity and functionality of office processes.

A key accounting issue is how to account for liabilities and pre-paid dues, amounting to a \$270k item on our balance sheet. The auditor's opinion is we should treat all dues as pre-paid and to expire them on a month-by-month basis.

Further discussion revealed the additional complications of installing Raiser's Edge to encompass Party finances and operations, as well as serve as the basis for FEC reporting, and then to make everything tie.

Mark Nelson expressed his desire to have the EC provide direction to the Audit Committee as to the scope of its work. It was Nelson's understanding that this scope was limited to recommending an auditing firm, reviewing the auditor's work and providing the LNC with recommendations based on that work. It was his understanding that the Audit Committee does not have the power to direct staff or the auditor to implement changes in the draft audit. The EC concurred with this understanding.

Moreover, the EC stated that the LNC would wait until the implementation of Raiser's Edge to estimate deferred membership liabilities.

Geoff expressed what he saw as the general guidelines for the Audit Committee which were in line with Mark's and promised to craft and distribute them.

Mark also broached the subject of FEC filings and their audit. Geoff noted there are some 'missing pieces' that are not in place to enable a reconciliation between FEC filings on a cash basis and Party financials on an accrual basis. Plugging these holes is part of the Raiser's Edge initiative. Meanwhile, the Party certainly has an obligation to correct filings if it knows of material errors in its submissions. The Party knows of no such errors, and in any case these matters lie beyond the scope of the Audit Committee.

Mark Nelson is content so long as Geoff "puts it in writing".

**Action Item: Geoff Neale to articulate the scope of the Audit Committee**

Ballot Access

Bill Redpath reported

- SD was successfully completed today
- OK petitioning was suspended after having collected 20k signatures. The Libertarian Party is relying on its lawsuit for relief in collecting the additional signatures.
- TX petitioning is underway and has extended beyond 10k signatures and Bill is cautiously optimistic. TX has collected \$50k for its own ballot access efforts.
- MD is virtually complete with only minor volunteer effort required for wrap-up.
- PA is staging a widely advertised volunteer push on April 27, Primary Day.
- OH remains at the status quo with a 'good fighting chance'.
- WV remains in peril to field a gubernatorial candidate. The deadline is May 11 with 13k signatures needed, and the kitty is dry.
- Petitioners typically earn \$1.25 per signature with \$2 at the high end. This price remains stable from before.

Geoff reported Joe Seehusen's role is to "grease the skids" for ballot access, ensuring the machinery is in place to fundraise for ballot access, but stopping short of designing ballot access drives. A prior plan to standardize ballot access initiatives and put them on an even footing has fallen victim to the variety of requirements and timing from each state.

### Press Pass Policy

One magazine which in some ways has been an irritant to the Party in the past has now failed to pay for its use of the Libertarian Party mailing list. The bill has been turned over to a collector.

While the list is alleged to have been garbled and unusable, Geoff Neale announced his intention to let George Getz establish the press credentials for the magazine, subject to the input. Should George deny the credentials, the magazine may 'sit in the back of the room for free', or could buy a convention package. The latter would be cheaper than paying the bill for the mailing list. The EC agreed with Geoff's position.

### Next Meeting

The next meeting of the LNC is scheduled for May 27, 1:00pm in Atlanta.