

Libertarian National Committee, Inc.

Proceeds & Loss - Underlying Account Detail - DRAFT 9 11/14/18

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)
Total 4010 · Direct Mail Fundraising	274,981	272,039	286,921	344,305	273,510	306,600	
4020 · Direct Solicitation Major Donor							
4020-10 · Board Solicitation	-	5,493	4,512	5,414	2,747	20,000	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)
Total 4020 · Direct Solicitation Major Donor	73,400	53,613	38,912	46,694	63,507	100,000	
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)
Total 4030 · Online Contributions - Web	168,460	395,200	322,589	387,107	281,830	387,000	
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)
Total 4040 · Tele Fundraising - Phone Bank	69,372	17,060	86,569	103,883	43,216	14,600	
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	132,800	27 (h)
Total 4000 · General Fundraising	1,044,962	1,228,431	1,046,515	1,255,818	1,136,697	1,261,100	
4100 · Project Revenue							
4106 · Campus Outreach	-	-	-	-	-	15,000	25 (w)
4108 · Building Fund	22,436	71,808	6,420	7,704	47,122	60,000	25 (t)
4110 · Legal Offense Fund	100	500	10	12	300	-	25
Total 4100 · Project Revenue	22,536	72,308	6,430	7,716	47,422	75,000	
4200 · Events and Conventions							
4200-10 · Convention Revenue	-	-	-	-	-	-	24
4200-15 · Convention Fundraising Unrestricted	-	-	-	-	-	-	21
4200-20 · Other Events	-	74,465	12,575	15,090	37,233	60,000	21 (i)
Total 4200 · Events and Conventions	-	74,465	12,575	15,090	37,233	60,000	
4300 · Program Revenue							
4310 · Affiliate Development	-	4,135	45,711	54,853	2,068	54,800	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	46,100	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)
Total 4300 · Program Revenue	45,998	84,963	124,795	149,754	65,481	124,000	
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
Total 4700 · Other Receipts	56	627	878	1,054	342	-	
Total Revenue	1,113,302	1,459,157	1,190,904	1,429,085	1,286,230	1,520,100	
Gross Proceeds	1,113,302	1,459,157	1,190,904	1,429,085	1,286,230	1,520,100	

	Jan-Dec 15 *	Jan -Dec 17 *	Jan-Oct18	2018 YTD * Extrapolated	Ave 2015/2017	ENTER DATA HERE for 2019	Class s	Notes
Expense								
7000 · General Fundraising Expense								
7010 · Direct Mail Fundraising Exp								
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)
Total 7010 · Direct Mail Fundraising Exp	115,283	268,589	227,394	272,873	191,936	200,410		
7020 · Direct Sol Major Donor Expense								
7020-10 · Board Solicitation Expense	-	15,702	-	-	7,851	-	32	
7020-20 · Chair Solicitation Expense	-	-	-	-	-	-	32	
7020-30 · ED Solicitation Expense	-	-	-	-	-	-	32	
Total 7020 · Direct Sol Major Donor Expense	-	15,702	-	-	7,851	-		
7030 · Online Contributions Exp - Web								
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)
Total 7030 · Online Contributions Exp - Web	1,898	23,260	16,061	19,273	12,579	19,000		
7040 · Tele Fundraising Expense								
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	
Total 7040 · Tele Fundraising Expense	36,243	8,622	21,088	25,306	22,433	25,300		
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	16,200	36	(h)
7095 · Credit Card Prc Fees	25,017	47,737	35,000	42,000	36,377	42,000	32	(e)
Total 7000 · General Fundraising Expense	220,568	396,820	329,599	395,518	308,694	327,610		
7100 · Project-Related Expenses								
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	
Total 7100 · Project-Related Expenses	7,984	1,489	669	803	4,737	15,000		
7200 · Events and Conventions Exp								
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)
Total 7200 · Events and Conventions Exp	-	3,426	6,006	7,208	1,713	9,000		
7300 · Program-Related Expenses								
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	42,240	80	(l)
7340 · LP News	39,396	61,035	30,800	36,961	50,216	49,700	85	(m)
7375 · Branding/Political Materials	40,796	73,924	47,712	57,255	57,360	57,300	55	(h)
7360 · Campaign Candidate Support								
7360-10 · GOTV	-	-	-	-	-	-	60	
7360-40 · Candidate Support & Training	6,804	18,513	80,051	96,061	12,659	70,400	60	(n)
7360-50 · Initiative Campaign Support	-	-	-	-	-	-	60	
Total 7360 · Campaign Candidate Support	6,804	18,513	80,051	96,061	12,659	70,400		
7380 · Ballot Access - Other								
7380-10 · Ballot Access Petitioning Exp.	103,298	130,818	148,123	177,747	117,058	110,000	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	
Total 7380 · Ballot Access - Other	109,341	130,496	148,728	178,473	119,919	120,000		
7395 · Lpedia Hist Preservation Exp	-	-	4,208	5,050	-	2,500	90	(p)
Total 7300 · Program-Related Expenses	219,760	355,664	401,695	482,034	287,712	442,140		

	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	535,700	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	26,500	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)
Total 8100 · Admin & Overhead Expense	180,510	243,104	181,825	218,190	211,807	200,000		
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)
Total 8210 · Legal	10,895	60,378	47,728	57,274	35,637	58,900		
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)
Total 8200 · Professional Services	43,895	93,978	78,228	93,874	68,937	93,400		
8300 · Depreciation Expense	26,326	24,266	20,471	24,566	25,296	24,800	40	(s)
8500 · Loss (Gain) on Disposal	-	-	-	-	-	-	40	
Total Expense	1,110,189	1,626,313	1,459,590	1,751,508	1,368,251	1,647,650		
Net Ordinary Revenue	3,113	(167,156)	(268,686)	(322,423)	(82,022)	(127,550)		
Net Revenue or Loss	3,113	(167,156)	(268,686)	(322,423)	(82,022)	(127,550)		
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		85,216		(u)
Bequests Receivable	33,400	33,900	67,800	67,800		67,800		
Hyatt Regency Convention Bill Payable						60,300		
Unrestricted Operating Surplus (or Deficit)	(11,358)	(237,975)	(274,447)	(329,336)	(124,707)	(187,550)		
Net Surplus After Capt. Expenses & Bequest	(13,578)	(237,975)	(274,447)	(329,336)	(125,817)	(205,266)		
# 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 llife memberships)
 - (d) Budgeting \$20k each from board & chair plus \$60k from ED (see "f" below)
 - (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 exp & \$10k in candidate specific support
 - (o) Per email with Bill Redpath
 - (p) HPC Estimate
 - (q) See separate worksheets for details
 - (r) FEC Lawsuit
 - (s) Based on estimated actual
 - (s) Based on estimated actual
 - (t) Based on the Policy Manual requirement to budget a minimum of \$60,000 in each odd-numbered year.
 - (u) \$60k per policy plus \$25.2k principle on mortgage payments