

MEETING MINUTES
LIBERTARIAN NATIONAL COMMITTEE
MARCH 7, 2021
VIA ZOOM



CURRENT STATUS:

FINAL

PREPARED BY **CARYN ANN HARLOS**, LNC SECRETARY

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LEGEND: *text to be inserted*, ~~text to be deleted~~, unchanged existing text, *substantive final main motions*.

All main substantive motions will be set off by *bold and italics in green font* (with related subsidiary and incidental motions *set off by highlighted italics*) and will be assigned a motion number comprising the date and a sequential number to be recorded in the Secretary's Main Motion/Ballot Tally record located at <https://tinyurl.com/lncvotes2021>

Points of Order and substantive objections will be indicated in **BOLD RED TEXT**.

All vote results, challenges, and rulings will be set off by **BOLD ITALICS**.

The Secretary produces an electronic One Note notebook for each meeting that contains all reports submitted as well as supplementary information. The notebook for this meeting can be found at <https://tinyurl.com/LNCOneNoteMarch2021>

The LPedia article for this meeting can be found at:
https://lpedia.org/wiki/LNC_Meeting_7_March_2021

Recordings for this meeting can be found at the LPedia link.

The QR codes lead to the video portion of the video being discussed. The code is also clickable for those viewing electronically.

OPENING CEREMONY

CALL TO ORDER AND OPPORTUNITY FOR PUBLIC ORDER



Chairman Joseph Bishop-Henchman called the meeting to order at 3:04 p.m. (all times Eastern).

HOUSEKEEPING

ATTENDANCE



The following were in attendance¹:

Officers: Joseph Bishop-Henchman (Chair), Ken Moellman (Vice-Chair), Caryn Ann Harlos (Secretary), Tim Hagan (Treasurer)

At-Large Representatives: Laura Ebke, Richard Longstreth, Erik Raudsep, Valerie Sarwark, Joshua Smith

Regional Representatives: Francis Wendt (Region 1), Steven Nekhaila (Region 2), Dustin Nanna (Region 3), Susan Hogarth (Region 5), John Phillips (Region 6)², Whitney Bilyeu (Region 7), Tucker Coburn (Region 8)

Regional Alternates: Chris Luchini (Region 1), David Sexton (Region 2), Jared Hall (Region 3), Tim Ferreira (Region 4), David Valente (Region 5), Matthew Bughman (Region 6), Erin Adams (Region 7), Richard Bowen (Region 8)

Absent: Jeff Hewitt (Region 4 Representative)

Staff: Tyler Harris (Executive Director), Robert Kraus (Operations Director), Tara DeSisto (Development Director), Michelle MacCutcheon (Activism Coordinator), Apollo Pazell (Campaigns), Cara Schulz (Candidate Recruitment)

The gallery contained many attendees as noted in the Attendance Roster attached hereto as **Appendix A** comprising attendees who noted their attendance at the JotForm link provided by the Secretary.

ADOPTION OF THE AGENDA



The Chair previously submitted a proposed agenda as follows:

1.	Welcome	
	a. Call to Order	3:00 PM ET

¹ Mr. Smith arrived after the official attendance was taken.

² Mr. Phillips indicated that unless otherwise indicated, he will be deferring his vote to Mr. Bughman.

	b.	Opportunity for Public Comment (up to 3 min. Each for each person)	15 minutes
2.	Housekeeping		
	a.	Attendance Roll Call	2 minutes
	b.	Adoption of Agenda	3 minutes
	c.	Report of Potential Conflicts of Interest	2 minutes
3.	Officer Report		
	a.	Chair (Mr. Bishop-Henchman)	15 minutes
	b.	Vice-Chair (Mr. Moellman)	10 Minutes
	c.	Treasurer (Mr. Hagan)	10 minutes
	d.	Secretary (Ms. Harlos)	10 minutes
4.	Staff Reports (Mr. Harris)		30 minutes
5.	Committee Reports		
	a.	Affiliate Support (Ms. Sarwark)	5 minutes
	b.	Policies & Procedures (Ms. Harlos)	5 minutes
6.	Counsel's Report (Mr. Hall) <i>Portions may be in executive session for reasons of pending or potential litigation.</i>		20 minutes
7.	Old Business		
	a.		
8.	New Business with Previous Notice		
	a.	Discussion: Purchase and Utilization of Data (Mr. Bishop-Henchman) <i>Portions of this agenda item may be in executive session for purposes of contractual negotiation and political strategy requiring confidentiality.</i>	20 minutes
9.	Recess		15 minutes
10.	New Business with Previous Notice (<i>continued</i>)		
	b.	Discussion: 50th Anniversary Planning & Goals (Mr. Bishop-Henchman, Ms. DeSisto, Ms. Hogarth)	20 minutes
	c.	Action Item: Nomination of Tyler Harris as Executive Director (Mr. Bishop-Henchman)	15 minutes
	d.	Action Item: Nomination of Bill Redpath as Ballot Access Coordinator	10 minutes
	e.	Action Item: Establishing Libertarian Elected Official Support System (LESS) (Mr. Bishop-Henchman, Mr. Hagan, Ms. Ebke, Mr. Longstreth, Ms. Sarwark, Mr. Phillips)	10 minutes
	f.	Action Item: Preventing Unbalanced LNC Budget (Mr. Bishop-Henchman)	10 minutes
	g.	Action Item: Authorizing Join National-State Party Membership (Mr. Bishop-Henchman, Mr. Moellman, Ms. Harlos, Mr. Raudsep, Mr. Phillips)	20 minutes
	h.	Discussion: Mobile App (Mr. Moellman)	10 minutes
	i.	Discussion: Cancellation of Affiliate Referral Program (Ms. Harlos)	10 minutes
	j.	Discussion: Emailing of Members without Consent (Mr. Wendt)	10 minutes
	k.	Discussion: Data Breach of Personal Information (Mr. Hall)	10 minutes
	l.	Action Item: Selection of LNC Appointments to Platform Committee	20 minutes
	m.	Action Item: Selection of Members of Bylaws & Rules Committee	20 minutes

	n.	Action Item: Selection of LNC Appointments to Credentials Committee	20 minutes
11.		New Business Without Previous Notice	
	a.		
12.		Closing	
	a.	Announcements	10 minutes
	b.	Opportunity for Public Comment (up to 3 min. Each person)	10 minutes
13.		Adjourn	9:30 PM ET

WITHOUT OBJECTION, Ms. Harlos moved to strike the Report of Potential Conflicts of Interest and Secretary's report.

Ms. Harlos moved to amend the agenda to add five (5) minutes to discuss non-LNC COVID committee which **PASSED** by a show of hands.

WITHOUT OBJECTION, Ms. Harlos moved to amend the agenda to add five (5) minute breaks for voting after nominations for each of the open committee seats.

WITHOUT OBJECTION, Mr. Nanna moved to re-order all of the action items to take place prior to the items labeled as discussion items.

WITHOUT OBJECTION, the amended agenda was adopted as follows:

1.		Welcome	
	a.	Call to Order	3:00 PM ET
	b.	Opportunity for Public Comment (up to 3 min. Each for each person)	15 minutes
2.		Housekeeping	
	a.	Attendance Roll Call	2 minutes
	b.	Adoption of Agenda	3 minutes
3.		Officer Report	
	a.	Chair (Mr. Bishop-Henchman)	15 minutes
	b.	Vice-Chair (Mr. Moellman)	10 Minutes
	c.	Treasurer (Mr. Hagan)	10 minutes
4.		Staff Reports (Mr. Harris)	30 minutes
5.		Committee Reports	
	a.	Affiliate Support (Ms. Sarwark)	5 minutes
	b.	Policies & Procedures (Ms. Harlos)	5 minutes
6.		Counsel's Report (Mr. Hall) <i>Portions may be in executive session for reasons of pending or potential litigation.</i>	20 minutes
7.		Old Business	
	a.		
8.		New Business with Previous Notice	
	a.	Discussion: Purchase and Utilization of Data (Mr. Bishop-Henchman)	20 minutes

		<i>Portions of this agenda item may be in executive session for purposes of contractual negotiation and political strategy requiring confidentiality.</i>	
9.	Recess		15 minutes
10.	New Business with Previous Notice (<i>continued</i>)		
	b.	Discussion: 50th Anniversary Planning & Goals (Mr. Bishop-Henchman, Ms. DeSisto, Ms. Hogarth)	20 minutes
	c.	Action Item: Nomination of Tyler Harris as Executive Director (Mr. Bishop-Henchman)	15 minutes
	d.	Action Item: Nomination of Bill Redpath as Ballot Access Coordinator	10 minutes
	e.	Action Item: Establishing Libertarian Elected Official Support System (LESS) (Mr. Bishop-Henchman, Mr. Hagan, Ms. Ebke, Mr. Longstreth, Ms. Sarwark, Mr. Phillips)	10 minutes
	f.	Action Item: Preventing Unbalanced LNC Budget (Mr. Bishop-Henchman)	10 minutes
	g.	Action Item: Authorizing Join National-State Party Membership (Mr. Bishop-Henchman, Mr. Moellman, Ms. Harlos, Mr. Raudsep, Mr. Phillips)	20 minutes
	h.	Action Item: Selection of LNC Appointments to Platform Committee	20 minutes
	i.	Break to Vote	5 minutes
	j.	Action Item: Selection of LNC Appointments to Bylaws & Rules Committee	20 minutes
	k.	Break to Vote	5 minutes
	l.	Action Item: Selection of LNC Appointments to Credentials Committee	20 minutes
	m.	Break to Vote	5 minutes
	n.	Discussion: Mobile App (Mr. Moellman)	10 minutes
	o.	Discussion: Cancellation of Affiliate Referral Program (Ms. Harlos)	10 minutes
	p.	Discussion: Emailing of Members without Consent (Mr. Wendt)	10 minutes
	q.	Discussion: Data Breach of Personal Information (Mr. Hall)	10 minutes
11.	New Business Without Previous Notice		
	a.	COVID project (Ms. Harlos)	5 minutes
12.	Closing		
	a.	Announcements	10 minutes
	b.	Opportunity for Public Comment (up to 3 min. Each person)	10 minutes
13.	Adjourn		9:30 PM ET

The agenda was adopted ***WITHOUT OBJECTION.***

OFFICER REPORTS

CHAIR'S REPORT



Mr. Bishop-Henchman had submitted a written report in advance (see **Appendix B**) and supplemented with an oral report.

He concluded by fielding questions and comments.

The LNC took no action.

VICE-CHAIR'S REPORT



Mr. Moellman provided a brief oral report comprising updates on various state conventions, the CRM project, and the importation of the Jorgensen data.

The LNC took no action.

TREASURER'S REPORT



Mr. Hagan submitted his regular monthly end-of-month financial report in advance (see **Appendix C**) and informed the LNC that the Party is now debt-free.

The LNC applauded.

STAFF REPORTS



Staff members had submitted written reports (see *composite Appendix D*) with Tyler Harris providing an oral supplement as well as fielding questions and answers.

The LNC took no action.

REPORTS OF STANDING COMMITTEES

AFFILIATE SUPPORT COMMITTEE



Valerie Sarwark, as Chair of the Affiliate Support Committee, provided an oral report to thank and highlight the hard work of the Committee members and their fundraising efforts as well as the launch of the "Affiliate in the Box" contest. Ms. Sarwark also fielded questions and comments.

The LNC took no action.

REPORTS OF CHAIRS ADVISORY COMMITTEES

POLICIES AND PROCEDURES COMMITTEE



Caryn Ann Harlos, as Chair of the Policies and Procedures Committee, provided an oral report as well as a screen share to illustrate the file organization work that is presently being developed by the Committee.

The LNC took no action.

EXECUTIVE SESSION



The LNC entered into Executive Session at 2:09 p.m. for the purpose of discussing legal matters contained with the Special Counsel’s report prepared by LNC Counsel Oliver Hall as well as contractual matters. Mr. Harris, Ms. DeSisto, and Mr. Hall were also present for the session.

The LNC arose out of Executive Session at 2:56 p.m. and entered into a fifteen (15) minute recess.

NEW BUSINESS WITH PREVIOUS NOTICE

DISCUSSION: 50TH ANNIVERSARY PLANNING AND GOALS



A discussion about this pending event was led by Mr. Bishop-Henchman, Ms. DeSisto, and Ms. Hogarth. It is tentatively set for August of this year at the only beachfront property in Denver pending contract negotiations and approval of the direction of this planning by the LNC. Attendance will likely be limited by anticipated COVID restrictions remaining in place at that time.

The LNC took no action.

NOMINATION OF TYLER HARRIS AS EXECUTIVE DIRECTOR



Mr. Harris addressed the LNC on his own behalf on this topic.

Mr. Bishop-Henchman moved to nominate Tyler Harris as Executive Director. [20210307-01]

A roll call vote was conducted with the following results:

Member / Alternate	Aye	Nay	Abstain
Bilyeu	X		
Coburn	X		
Ebke	X		
Hagan	X		
Harlos	X		
Ferreira	X		
Valente	X		
Longstreth	X		
Moellman	X		
Nanna	X		
Nekhaila	X		
Bughman	X		
Raudsep	X		
Sarwark	X		
Wendt	X		

Member / Alternate	Aye	Nay	Abstain
Bishop-Henchman	X		
TOTALS	16	0	0

This motion PASSED with a roll call vote of 16-0-0. [20210307-01]

NOMINATION OF BILL REDPATH AS BALLOT ACCESS COORDINATOR

Bill Redpath addressed the LNC on his own behalf on this topic.

Mr. Bishop-Henchman moved to nominate Bill Redpath as Ballot Access Coordinator. [20210307-02]

A roll call vote was conducted with the following results:

Member / Alternate	Aye	Nay	Abstain
Bilyeu	X		
Coburn	X		
Ebke	X		
Hagan	X		
Harlos	X		
Ferreira	X		
Valente	X		
Longstreth	X		
Moellman	X		
Nanna	X		
Nekhaila	X		
Bughman	X		
Raudsep	X		
Sarwark	X		
Wendt	X		
Bishop-Henchman	X		
TOTALS	16	0	0

This motion PASSED with a roll call vote of 16-0-0. [20210307-02]

Mr. Redpath gave a brief ballot access oral report after the results of this ballot dealing with the Arkansas and Alabama drives.

Mr. Bishop-Henchman passed the gavel to Mr. Moellman.

ESTABLISH LIBERTARIAN ELECTED OFFICIAL SUPPORT SYSTEM (LESS)

Mr. Bishop-Henchman moved to amend the Policy Manual as follows: [20210307-03]

Amend Section 2.08 POLITICAL CAMPAIGNS to read Section 2.08 CANDIDATES & ELECTED OFFICIALS and create a new section, Section 2.08(1), to read as follows:

1) Libertarian Elected Support System (LESS)

The Party shall maintain the Libertarian Elected Support System (LESS), a program to provide practical support, policy expertise, and mutual affiliation among Libertarians in elected office, with the assistance of staff as designated by the Executive Director.

LESS membership shall be open to any member of the Libertarian Party who currently holds elected public office, with two (2) co-chairs elected by LESS members from among their membership. LESS is authorized to establish such rules, procedures, and bylaws as necessary to conduct business; to collect dues from members and solicit donations; to conduct meetings and events to further its purposes; to create an advisory board of non-LESS members as needed; and to spend amounts authorized by the LNC within the budget line for candidate and elected official support.

A roll call vote was conducted with the following results:

Member / Alternate	Aye	Nay	Abstain
Bilyeu	X		
Coburn	X		
Ebke	X		
Hagan	X		
Harlos	X		
Ferreira	X		
Valente	X		
Longstreth	X		
Moellman	X		
Nanna	X		
Nekhaila	X		
Bughman	X		
Raudsep	X		
Sarwark	X		
Smith	X		
Wendt	X		
Bishop-Henchman	X		
TOTALS	17	0	0

This motion PASSED with a roll call vote of 17-0-0. [20210307-03]

PREVENTING UNBALANCED LNC BUDGET

Mr. Bishop-Henchman moved to amend Policy Manual 1.05(1) as follows: [20210307-06]



The budget may be amended at any time by a majority vote of the LNC. A motion to increase spending, that neither specifies the use of unobligated revenue nor specifies an equivalent spending reduction, is out of order unless overruled by a two-thirds (2/3) vote of the entire LNC. However, ~~t~~The Executive Committee is authorized to amend expense items within one budget area, as long as the total expense for that budget area is not increased.

WITHOUT OBJECTION, Mr. Bishop-Henchman moved to amend to add the phrase “or pledged” after the word “revenue” so the motion would then read as follows:

The budget may be amended at any time by a majority vote of the LNC. A motion to increase spending, that neither specifies the use of unobligated or pledged revenue nor specifies an equivalent spending reduction, is out of order unless overruled by a two-thirds (2/3) vote of the entire LNC. However, ~~t~~The Executive Committee is authorized to amend expense items within one budget area, as long as the total expense for that budget area is not increased.

Ms. Harlos moved to amend to strike the word “entire” before the word “LNC.”

A roll call vote was conducted on the Harlos amendment with the following results:

Member / Alternate	Aye	Nay	Abstain
Bilyeu	X		
Coburn			X
Ebke		X	
Hagan	X		
Harlos	X		
Ferreira		X	
Valente		X	
Longstreth		X	
Moellman		X	
Nanna	X		
Nekhaila	X		
Bughman		X	
Raudsep		X	
Sarwark	X		
Smith	X		
Wendt		X	
Bishop-Henchman		X	
TOTALS	7	9	1

This amendment FAILED with a roll call vote of 7-9-1. [20210307-04]

Mr. Bughman moved to extend time for five (5) minutes to which there was an objection.

A roll call vote was conducted on the Bughman motion to extend time with the following results:

Member / Alternate	Aye	Nay	Abstain
Bilyeu	X		
Coburn	X		
Ebke	X		
Hagan		X	
Harlos	X		
Ferreira	X		
Valente	X		
Longstreth		X	
Moellman	X		
Nanna		X	
Nekhaila	X		
Bughman	X		
Raudsep	X		
Sarwark		X	
Smith	X		
Wendt		X	
Bishop-Henchman	X		
TOTALS	12	5	0

This motion PASSED with a roll call vote of 12-5-0. [20210307-05]

A roll call vote was conducted on the main motion with the following results:

Member / Alternate	Aye	Nay	Abstain
Bilyeu	X		
Coburn	X		
Ebke	X		
Hagan	X		
Harlos	X		
Ferreira	X		
Valente	X		
Longstreth	X		
Moellman	X		
Nanna	X		
Nekhaila	X		
Bughman	X		
Raudsep	X		
Sarwark	X		
Smith	X		
Wendt	X		
Bishop-Henchman	X		

Member / Alternate	Aye	Nay	Abstain
TOTALS	17	0	0

This motion PASSED with a roll call vote of 17-0-0. [20210307-06]

AUTHORIZING JOINT NATIONAL-STATE MEMBERSHIPS

Mr. Bishop-Henchman moved the following resolution and Policy Manual Amendment: [20210307-08]

WHEREAS, the Libertarian National Committee and State Affiliate Parties share a joint mission of electing Libertarian Candidates to office, expanding the party's grassroots infrastructure, spreading the Libertarian message, and seeing a world set free in our lifetime; and

WHEREAS, each are made stronger and more capable of advancing those goals by the success and strength of the other; and

WHEREAS, membership growth is an important element of strengthening both national and state affiliate parties; and

WHEREAS, there is often confusion amongst members regarding the distinction between and benefits conferred by state party membership and national party membership; and

WHEREAS, this confusion often leads to members of one organization failing to obtain membership in the other as the result of omission rather than volition; and

WHEREAS, some State Affiliate Parties have requested the joint and simultaneous collection of state and national party membership dues as a remedy to this issue; and

THEREFORE:

A new Policy Manual Section 2.05(6) is created as follows:

1) Joint Membership in National and State Parties

Staff is authorized to develop agreements between the National Committee and a State Affiliate on joint membership, whereby the annual payment by a member to either the National Party or the State Affiliate of an amount that equals or exceeds the basic membership dues of both parties, shall be treated as membership in both the National Party and the respective State party for one year. Staff shall ensure all such draft agreements comply with national policies and federal law, and establishes clear obligations on both parties on the timely remittance of funds to the other party by whomever collects the dues. The Executive Committee shall approve such agreements with each affiliate before they enter into effect.



The LNC shall establish and maintain a Treasurer training, communication, and mutual aid program to assist affiliates with federal campaign finance filing requirements.

WITHOUT OBJECTION, Mr. Wendt moved to extend time for ten (10) minutes.

Mr. Phillips moved to postpone this item until our April meeting.

WITHOUT OBJECTION, Mr. Longstreth moved to extend time for five (5) minutes.

A roll call vote was conducted on the Phillips motion to postpone with the following results:

Member / Alternate	Aye	Nay	Abstain
Adams	X		
Coburn		X	
Ebke		X	
Hagan		X	
Harlos	X		
Ferreira		X	
Hogarth		X	
Longstreth		X	
Moellman			X
Hall		X	
Nekhaila	X		
Bughman		X	
Raudsep		X	
Sarwark		X	
Smith	X		
Wendt		X	
Bishop-Henchman		X	
TOTALS	4	12	1

This motion FAILED with a roll call vote of 4-12-1. [20210307-07]

WITHOUT OBJECTION, Mr. Wendt moved to extend time for ten (10) minutes.

WITHOUT OBJECTION, Mr. Ferreira moved to amend to add the phrase “or donation amount” after “membership dues” so that the Therefore Clause would then read:

A new Policy Manual Section 2.05(6) is created as follows:

1) Joint Membership in National and State Parties

Staff is authorized to develop agreements between the National Committee and a State Affiliate on joint membership, whereby the annual payment by a member to either the National Party or the State Affiliate of an amount that equals or exceeds the basic

membership dues or donation amount of both parties, shall be treated as membership in both the National Party and the respective State party for one year. Staff shall ensure all such draft agreements comply with national policies and federal law, and establishes clear obligations on both parties on the timely remittance of funds to the other party by whomever collects the dues. The Executive Committee shall approve such agreements with each affiliate before they enter into effect.

WITHOUT OBJECTION, Mr. Phillips moved to end debate on the previous question.

A roll call vote was conducted on the main motion with the following results:

Member / Alternate	Aye	Nay	Abstain
Adams	X		
Coburn	X		
Ebke	X		
Hagan	X		
Harlos	X		
Ferreira	X		
Hogarth	X		
Longstreth	X		
Moellman	X		
Nanna	X		
Nekhaila	X		
Bughman	X		
Raudsep	X		
Sarwark	X		
Smith	X		
Wendt	X		
Bishop-Henchman	X		
TOTALS	17	0	0

This motion PASSED with a roll call vote of 17-0-0. [20210307-08]

Mr. Bishop-Henchman resumed the gavel.

WITHOUT OBJECTION, the LNC entered into a ten (10) minute recess.

APPOINTMENT OF LNC MEMBERS TO THE PLATFORM COMMITTEE

As per the Party Bylaws, the LNC is entitled to appoint five (5) members of the Platform Committee for the 2022 convention plus ranked alternates. The following members submitted applications and were nominated *en banc* and various nomination speeches were given:

- | | | | |
|--------------|----------------|-----------------|-------------------|
| John Andrews | John Fockler | Brian McAdam | Jeffrey Rasmussen |
| SoniaCarmen | Dayvid Franke | John McDonald | James Reeves |
| Arcelay | Mark Glogowski | Clinton McGrath | George Remennik |



Alex Baer	Connor Glynn	Joe McHugh	Mark Renquist
Justin Baker	Amanda Griffiths	Thomas Mendoza	Phillips Wells
Jeff Bartlett	Jason Hall	Alana Miller	Richards
Adam Bates	Caryn Ann Harlos	Travis Mitchell	Kyle Rickey
Dennis Beatty	Harold Harris	Eric Moore	Max Rieske
Joseph Biasco	Phillip Hayes	Jack Thomas Morris	John Robertson
Logan Blakeslee	Jeffrey Henderson	Paul Moscarelli	Dean Rodgers
Donald Bolger	Karen Hickman	Jonathan Mullins	Keith Rosenlund
Mark Brainman	Russell Holt	Michael Blake	Robin Row
William Bryant	James Houchin	Mutschler	Daniel Rusch
Scott Bunch	Jeannette Jaquish	Alene Dee Nelson	Elliot Schierman
Brian Buntine	James Jenneman	J Matthew Nespoli	Michael Seebeck
John Burke	Allen Kilbourne	Caleb Newbill	Ashley Shade
John Wesley Camp	Jesse Kilgore	Kenneth Newsome	Tevor Skelly
Daniel Campbell	Stephen Kinsella	Michael Nickens	Jason Stansfield
Ben Carr	Nathan Kleffman	David Nordel	Starchild
Damir Cavar	Brandon Kubinak	Mary O'Connor	Joseph Stephenson
Danny Chabino	John Leggett	Kyle O'Donnell	Michael Stoots
Harlee Chappellear	Marc Leanaerts	Janne Olson	Ivan Strugatskly
Nick Coelho	Erik Lindbourg	Francisco Olvera	Mary Swim
Mark Crain	Desarae Lindsey	Trenton Ortner	Curry Taylor
Lauren Daugherty	Joseph Lotta	Alaina Parker	Paul Tirjan
Cory Dean	Dylan Madden	Billy Pierce	Ryan Tyler
Matthew Deniston	Nathan Mancuso	Mark J Powell	Albert Velduyzen
Michael Dugent	Faith Martin	Gary Price	David Waters
Adam Durfee	Lucy Mattinen	George Prolic	Tyler Bennett Wilson
James Edmonson	Patrick May	Cody James Quirk	Avichayil Yachnes
Brian Ellison			

WITHOUT OBJECTION, nominations were closed.

WITHOUT OBJECTION, Mr. Phillips moved that a twenty-four (24) hour voting window be permitted for voting (until midnight the following day) and that the five (5) minute breaks be eliminated between the committee selection items.

A ballot was sent via Opa-Vote using approval voting immediately after the meeting with the following results:

ELECTION OF LNC MEMBERS OF THE PLATFORM COMMITTEE		
BALLOT NUMBER: 20210307-09		
VOTING METHOD: Approval Voting per OpaVote. Vote for as many candidates as desired. Five (5) candidates will be elected.		
CANDIDATE	VOTE TOTALS	LNC RECORDED VOTES 17 BALLOTS CAST
John Andrews	6	Bishop-Henchman, Bughman, Coburn, Ebke, Longstreth, Raudsep
Alex Baer	1	Moellman

ELECTION OF LNC MEMBERS OF THE PLATFORM COMMITTEE

BALLOT NUMBER: 20210307-09

VOTING METHOD: Approval Voting per OpaVote. Vote for as many candidates as desired. Five (5) candidates will be elected.

CANDIDATE	VOTE TOTALS	LNC RECORDED VOTES 17 BALLOTS CAST
Adam Bates	3	Bishop-Henchman, Bughman, Sarwark
Dennis Beatty	1	Bishop-Henchman
Mark Brainman	2	Coburn, Ferreira
Daniel Campbell	1	Bishop-Henchman
Ben Carr	1	Harlos
Damir Cavar	1	Bishop-Henchman
Danny Chabino	1	Bishop-Henchman
Nick Coelho	1	Bishop-Henchman
Mark Crain	1	Bishop-Henchman
Lauren Daugherty	14	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Hagan, Hogarth, Longstreth, Moellman, Nanna, Nekhaila, Raudsep, Wendt
Cory Dean	1	Bishop-Henchman
Brian Ellison	2	Sarwark, Smith
John Fockler	6	Bishop-Henchman, Hagan, Harlos, Longstreth, Moellman, Nanna
Mark Goglowski	3	Hagan, Harlos, Moellman
Connor Glynn	1	Bishop-Henchman
Amanda Griffiths	7	Bishop-Henchman, Bughman, Coburn, Ebke, Hagan, Longstreth, Raudsep
Caryn Ann Harlos	10	Bilyeu, Harlos, Hogarth, Moellman, Nanna, Nekhaila, Raudsep, Sarwark, Smith, Wendt
Russell Holt	1	Wendt
James Houchin	1	Ebke
James Jenneman	1	Harlos
Stephan Kinsella	5	Bilyeu, Harlos, Moellman, Nekhaila, Smith
Erik Lindbourg	2	Hogarth, Raudsep
Desarae Lindsey	4	Bishop-Henchman, Coburn, Nekhaila, Sarwark
Paul Moscarelli	1	Nekhaila
Kyle O'Donnell	5	Ferreira, Hogarth, Moellman, Nanna, Smith
Billy Pierce	1	Bilyeu
Dean Rodgers	7	Bishop-Henchman, Bughman, Coburn, Ebke, Hagan, Longstreth, Raudsep
Elliot Schierman	4	Bilyeu, Bishop-Henchman, Moellman, Sarwark
Mike Seebeck	6	Bilyeu, Ebke, Harlos, Hogarth, Moellman, Nanna

ELECTION OF LNC MEMBERS OF THE PLATFORM COMMITTEE

BALLOT NUMBER: 20210307-09

VOTING METHOD: Approval Voting per OpaVote. Vote for as many candidates as desired. Five (5) candidates will be elected.

CANDIDATE	VOTE TOTALS	LNC RECORDED VOTES 17 BALLOTS CAST
Ashley Shade	9	Bilyeu, Bishop-Henchman, Bughman, Hogarth, Longstreth, Moellman, Raudsep, Sarwark, Wendt
Starchild	7	Coburn, Ferreira, Harlos, Hogarth, Moellman, Nekhaila, Wendt
Mary Swim	12	Bishop-Henchman, Bughman, Coburn, Ebke, Hagan, Longstreth, Moellman, Nanna, Nekhaila, Raudsep, Sarwark, Wendt
Curry Taylor	7	Bilyeu, Ebke, Ferreira, Harlos, Longstreth, Nanna, Sarwark
Albert Velduyzen	1	Smith

Lauren Daugherty, Caryn Ann Harlos, Ashley Shade, and Mary Swim were elected. There was a four-way tie between Amanda Griffiths, Dean Rodgers, Starchild, and Curry Taylor to be resolved by a later LNC ballot for the fifth remaining spot.

APPOINTMENT OF LNC MEMBERS TO THE BYLAWS AND CONVENTION RULES COMMITTEE



As per the Party Bylaws, the LNC is entitled to appoint the ten (10) members of the Bylaws and Convention Rules Committee for the 2022 convention plus ranked alternates. The following members submitted applications and were nominated *en banc* (with David Colbourne removed as he withdrew his name from consideration) and various nomination speeches were given:

Male-Lexington	Susan Esbe	Lorenzo LaCour	Jonathan Richter
Alexander	Alberto Escobedo	Gary Landgraf	Beth Ritter-Guth
Dorian Archetto	Jonathan Ettinger	Pennie Landry	Dean C. Rodgers
Connor Baker	Hontas Farmer	Jazon Lea	Anthony Rosales
Justin Baker	Daniel Fishman	Dirk Lobenbruck	Thomas Rowlette
Jeff Bartlett	Gerald Fuller	Data Logan	William Russell
Rodolfo Barros	Jim Fulner	Richard Longstreth	Dylan Sturm
Amanda Beckwith	Laurence Gillis	Eric Lund	Alejandro Salazar
Justin Bennett	Peter Haber	Adam Manley	Kimber Sanders
John Beyer	Tim Hagan	Michael Benjamin	Valerie Sarwark
Zack Blakely	Caryn Ann Harlos	Marshall	Steve Scheetz
Mark Boychuk	Daniel Hayes	Adahm McCane	Mike Seebeck
John Brendel	Amanda Herbert	Thomas McCarty	David Sexton
Jean Bruening	Amara Hildebrand	Allen McGinnis	Paige Sexton
Barry Boyd Bryson	Peter Holmes	Gregg Mele	Ashley Shade
Matthew Bughman		Tanner Meyers	Portia Shepherd

Joe Burnes	Michael Dwayne	Paul Milburn	Taylor Stagner
Daniel Campbell	Hoopaudh	Josh Milford	William Storm
James Cane	Alex Horner	Tom Mistelli	Curry Taylor
Chelsea Carpenter	Brennan Howell	Ken Moellman	Thomas Thompson
Russ Clark	David Howman	Chuck Moulton	Adam Thuen
Tucker Coburn	Clifton Hudson	William Moxham	Todd Trevilian
Mike Conner	Dustin Hulse	Santino Anthony	David Valente
Sean Cotter	Cole Jenson	Musillami	Duke Van Horn
Robert Cowburn	Bernard Eugene	Jon Myers	Jason Vargas
Brewer Crain	Johnson	Terry Nelson	Michael Jay Vinson
David Crance	Sarah Jones	Avens O'Brien	Mark Wachin
Anthony D'Orazio	Ashley Kautz	Robert O'Brien	Bruce Wales
Cory Dean	Jack Kazlowki	Ruben Pantoja	Holly Ward
Mario Delgado	Noah Klein	John Gregory Parks	Francis Wendt
Matthew Deniston	David Konder	Melissa Pernell	Christian Whitehead
Donald DePew	Dave DeSilva	Billy Pierce	Chris Wiest
Mike Eiffes	Alexander	George Prolic	Gene Williams
Brian Elliot	DiBenedetto	Omar Recuero	Brayden Yates
	Jesse Kopicie	Dustin Reed	William Yeack
	John Kosanke	Chris Richards	Daniel Zatkovich
	James Kuykendall		

WITHOUT OBJECTION, nominations were closed.

A ballot was sent via Opa-Vote using approval voting immediately after the meeting with the following results:

ELECTION OF LNC MEMBERS OF THE BYLAWS AND CONVENTION RULES COMMITTEE		
BALLOT NUMBER: 20210307-10		
VOTING METHOD: Approval Voting per OpaVote. Vote for as many candidates as desired. Ten (10) candidates will be elected, and LNC membership is limited to five (5).		
CANDIDATE	VOTE TOTALS	LNC RECORDED VOTES 17 BALLOTS CAST
Matthew Bughman	9	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Harlos, Moellman, Sarwark
Joe Burnes	4	Bilyeu, Moellman, Nanna, Smith
Russ Clark	4	Bishop-Henchman, Coburn, Hagan, Sarwark
Tucker Coburn	9	Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Longstreth, Nekhaila, Sarwark, Wendt
Mike Conner	1	Smith
Anthony D'Orazio	7	Bilyeu, Ferreira, Hagan, Harlos, Longstreth, Moellman, Sarwark, Valente
Dave DeSilva	1	Raudsep

ELECTION OF LNC MEMBERS OF THE BYLAWS AND CONVENTION RULES COMMITTEE**BALLOT NUMBER:** 20210307-10**VOTING METHOD:** Approval Voting per OpaVote. Vote for as many candidates as desired. Ten (10) candidates will be elected, and LNC membership is limited to five (5).

CANDIDATE	VOTE TOTALS	LNC RECORDED VOTES 17 BALLOTS CAST
Alexander DiBenedetto	15	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Hagan, Harlos, Longstreth, Moellman, Nanna, Raudsep, Sarwark, Valente, Wendt
Dan Fishman	9	Bishop-Henchman, Ebke, Ferreira, Harlos, Nanna, Nekhaila, Raudsep, Sarwark, Valente
Jim Fulner	2	Raudsep, Sarwark
Laurence Gillis	1	Nekhaila
Tim Hagan	14	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Hagan, Harlos, Moellman, Nanna, Nekhaila, Raudsep, Valente, Wendt
Caryn Ann Harlos	6	Bilyeu, Harlos, Nanna, Nekhaila, Raudsep, Smith
Daniel Hayes	7	Bilyeu, Ferreira, Harlos, Moellman, Nanna, Raudsep, Smith
David Howman	6	Bishop-Henchman, Coburn, Ebke, Longstreth, Valente, Wendt
Data Logan	3	Harlos, Smith, Valente
Richard Longstreth	15	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Hagan, Harlos, Longstreth, Moellman, Nekhaila, Raudsep, Sarwark, Valente, Wendt
Eric Lund	5	Bishop-Henchman, Ebke, Ferreira, Moellman, Wendt
Greg Mele	1	Coburn
Ken Moellman	9	Bilyeu, Ferreira, Harlos, Moellman, Nanna, Nekhaila, Raudsep, Smith, Valente
Chuck Moulton	14	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Hagan, Harlos, Moellman, Nekhaila, Raudsep, Sarwark, Valente, Wendt
Avens O'Brien	8	Bishop-Henchman, Ferreira, Harlos, Nanna, Nekhaila, Sarwark, Valente, Wendt
Billy Pierce	1	Bilyeu
Omar Recuero	9	Bilyeu, Bishop-Henchman, Coburn, Harlos, Moellman, Nanna, Nekhaila, Raudsep, Valente
Dustin Reed	2	Nanna, Raudsep
Dean C. Rodgers	2	Bishop-Henchman, Sarwark

ELECTION OF LNC MEMBERS OF THE BYLAWS AND CONVENTION RULES COMMITTEE**BALLOT NUMBER:** 20210307-10**VOTING METHOD:** Approval Voting per OpaVote. Vote for as many candidates as desired. Ten (10) candidates will be elected, and LNC membership is limited to five (5).

CANDIDATE	VOTE TOTALS	LNC RECORDED VOTES 17 BALLOTS CAST
Thomas Rowlette	5	Bishop-Henchman, Coburn, Hagan, Harlos, Longstreth
Valerie Sarwark	12	Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Harlos, Longstreth, Nekhaila, Raudsep, Sarwark, Valente, Wendt
Steve Scheetz	13	Bilyeu, Bishop-Henchman, Coburn, Ebke, Ferreira, Hagan, Longstreth, Moellman, Nanna, Nekhaila, Raudsep, Sarwark, Valente
Mike Seebeck	4	Bilyeu, Ferreira, Harlos, Nanna
David Sexton	13	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Harlos, Longstreth, Moellman, Nanna, Nekhaila, Sarwark, Valente
Paige Sexton	16	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Hagan, Harlos, Longstreth, Moellman, Nanna, Nekhaila, Raudsep, Sarwark, Valente, Wendt
Ashley Shade	6	Bishop-Henchman, Ferreira, Longstreth, Raudsep, Sarwark, Valente
Curry Taylor	3	Bilyeu, Longstreth, Sarwark
David Valente	12	Bilyeu, Bishop-Henchman, Coburn, Ebke, Ferreira, Harlos, Moellman, Nanna, Nekhaila, Raudsep, Sarwark, Valente
Duke Van Horn	8	Bishop-Henchman, Bughman, Coburn, Ebke, Longstreth, Sarwark, Valente, Wendt
Holly Ward	5	Bishop-Henchman, Coburn, Longstreth, Moellman, Valenta
Francis Wendt	12	Bishop-Henchman, Coburn, Ebke, Ferreira, Harlos, Longstreth, Moellman, Nekhaila, Raudsep, Sarwark, Valente, Wendt
Chris Wiest	5	Bilyeu, Harlos, Longstreth, Moellman, Smith

Alexander DiBenedetto, Dan Fishman, Tim Hagan, Richard Longstreth, Chuck Moulton, Valerie Sarwark, Steve Scheetz, Paige Sexton, David Valente, and Francis Wendt were elected. Mr. Fishman moved ahead of David Sexton due to a limit of five LNC members for this committee, and his withdrawing in favor of Paige Sexton and consideration for an alternate spot to be decided in a later LNC ballot.



APPOINTMENT OF LNC MEMBERS TO THE CREDENTIALLING COMMITTEE

As per the Party Bylaws, the LNC is entitled to appoint five (5) members of the Credentialling Committee for the 2022 convention plus ranked alternates. The following members submitted applications and were nominated *en banc* and various nominations speeches were given:

Carole Acton	Charles Eakins	Michael Kietly	Kimberly Reeves
Jorgan Adler	Melissa Foldenauer	Jeramy Kindle	Aaron Reinsmith
Blundo Myra	Donald Hamilton	Jack Koslowski	Vincent Rivas-Flores
Steven Bradshaw	James Harrison	Leigh LaChine	Paul Shinn
Jerry Brown	Nicholas Hawkins	Matthew Larson	Gregory David Sims
Barry Boyd Bryson	Tim Heise	Elisheva Levin	Celicia Slafter
Stephen Bussey	John Hicks	Matthew Lewis	Scott Solverson
Zachariah Carter	Susan Hogarth	Timothy Lewis	Taylor Stewardson
Henry Conoly	Alexander William	Nathan Mancuso	Daniel Taylor
Guthrie Alan Crull	Hutton	George Morse	Nick Taylor
John Dandin	Derek Daniel Jaeger	Peter Moulds	Kirbie Young
Jerry Dixon	Joseph Johnson	Billy Pierce	Derek Zahler
Brian Dorminy	Atom Jones	Holly Pudwill	
		Harsha Puneeth	

WITHOUT OBJECTION, nominations were closed.

A ballot was sent via Opa-Vote using approval voting immediately after the meeting with the following results:

ELECTION OF LNC MEMBERS OF THE BYLAWS AND CONVENTION RULES COMMITTEE		
BALLOT NUMBER: 20210307-11		
VOTING METHOD: Approval Voting per OpaVote. Vote for as many candidates as desired. Five (5) candidates will be elected.		
CANDIDATE	VOTE TOTALS	LNC RECORDED VOTES 17 BALLOTS CAST
Carole Acton	2	Coburn, Smith
Jorgan Adler	5	Bishop-Henchman, Ferreira, Longstreth, Nekhaila, Raudsep
Barry Boyd Bryson	1	Harlos
Henry Conoly	2	Bishop-Henchman, Raudsep
Brian Dominy	5	Bishop-Henchman, Ferreira, Longstreth, Nekhaila, Raudsep
Charles Eakins	7	Bishop-Henchman, Ferreira, Harlos, Longstreth, Nekhaila, Raudsep, Wendt
James Harrison	7	Bilyeu, Bishop-Henchman, Ferreira, Longstreth, Nekhaila, Raudsep, Wendt
Tim Heise	1	Smith

ELECTION OF LNC MEMBERS OF THE BYLAWS AND CONVENTION RULES COMMITTEE**BALLOT NUMBER:** 20210307-11**VOTING METHOD:** Approval Voting per OpaVote. Vote for as many candidates as desired. Five (5) candidates will be elected.

CANDIDATE	VOTE TOTALS	LNC RECORDED VOTES 17 BALLOTS CAST
Susan Hogarth	15	Bilyeu, Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Hagan, Harlos, Hogarth, Longstreth, Moellman, Nanna, Raudsep, Sarwark, Wendt
Alexander William Hutton	10	Bishop-Henchman, Bughman, Coburn, Ebke, Ferreira, Hagan, Longstreth, Nekhaila, Raudsep, Sarwark
Atom Jones	1	Smith
Leigh LaChine	14	Bilyeu, Bishop-Henchman, Coburn, Ebke, Ferreira, Hagan, Harlos, Hogarth, Longstreth, Moellman, Nanna, Nekhaila, Raudsep, Sarwark
Elishiva Levin	12	Bilyeu, Ebke, Ferreira, Harlos, Hogarth, Longstreth, Moellman, Nanna, Nekhaila, Raudsep, Smith, Wendt
Peter Moulds	10	Bishop-Henchman, Coburn, Ebke, Ferreira, Hagan, Hogarth, Moellman, Nekhaila, Raudsep, Wendt
Billy Pierce	7	Bilyeu, Bishop-Henchman, Ferreira, Longstreth, Nekhaila, Raudsep, Smith
Kimberly Reeves	7	Bishop-Henchman, Bughman, Coburn, Ferreira, Longstreth, Nekhaila, Raudsep
Aaron Reinsmith	1	Harlos
Vincent Rivas-Flores	4	Bilyeu, Bughman, Nanna, Sarwark
Celicia Slafter	9	Coburn, Ebke, Ferreira, Hagan, Hogarth, Longstreth, Moellman, Nekhaila, Raudsep
Derek Zahler	1	Nanna

Susan Hogarth, Alexander William Hutton, Leigh LaChine, Elishiva Levin, and Peter Moulds were elected.

DISCUSSION ITEM: MOBILE APP

Mr. Moellman led a discussion on the possible benefits and costs of a Libertarian Party mobile app.

The LNC took no action.



DISCUSSION ITEM: CANCELLATION OF AFFILIATE REFERRAL PROGRAM

Ms. Harlos led a discussion regarding concerns raised by members on the surprise unilateral cancellation of the bounty in the affiliate referral program.

The LNC took no action.



DISCUSSION ITEM: EMAILING OF MEMBERS WITHOUT CONSENT

Mr. Wendt led a discussion on past emailing of members without their consent apparently using a list of emails that were disclosed confidentially for use only by the National Party.

The LNC took no action.



DISCUSSION ITEM: DATA BREACH OF PERSONAL INFORMATION

Mr. Hall led a discussion regarding a potential data breach closely related to the concerns raised by Mr. Wendt in the immediately prior item.

The LNC took no action.

NEW BUSINESS WITH PREVIOUS NOTICE



DISCUSSION ITEM: NON-LNC COVID RESPONSE COMMITTEE

Ms. Harlos led a discussion regarding updates on the informal (and non-LNC-sanctioned) COVID response committee.

The LNC took no action.

ADJOURNMENT



ANNOUNCEMENTS AND OPPORTUNITY FOR PUBLIC COMMENTS

Following announcements and public comments, the meeting adjourned without objection at 7:30 p.m.

TABLE OF NUMBERED MOTIONS/BALLOTS

**note that the master log of motions in 2021 can be found here: <https://tinyurl.com/lncvotes2021>*

ID#	Motion/Ballot	Result
20210307-01	Nominate Tyler Harris as Executive Director.	PASSED
20210307-02	Nominate Bill Redpath as Ballot Access Coordinator	PASSED

20210307-03	Add new Policy Manual Section 2.08(1) Libertarian Elected Support System	PASSED
20210307-04	Motion to amend 20210307-06	FAILED
20210307-05	Motion to extend time	PASSED
20210307-06	Motion to Amend Policy Manual 1.05(1) to prevent unbalanced LNC budget	PASSED
20210307-07	Motion to postpone Joint Membership proposal	FAILED
20210307-08	Adopt resolution and amend Policy Manual 2.05(6) Joint National-State Memberships	PASSED
20210307-09	Election of Platform Committee Members	ELECTIONS DONE
20210307-10	Election of Bylaws and Convention Rules Committee	ELECTIONS DONE
20210307-11	Election of Credentialling Committee	ELECTIONS DONE

TABLE OF APPENDICES

Appendix	Title	Author
A	Public Attendance Roster and Comments	Caryn Ann Harlos
B	Chair's Report	Joe Bishop-Henchman
C	Treasurer's Report (January End-of-Month Financial Reports)	Robert Kraus
D	Staff Reports	Staff

Respectfully submitted,



LNC Secretary ~ Secretary@LP.org ~ 561.523.2250

APPENDIX A - PUBLIC ATTENDANCE ROSTER

GALLERY ATTENDANCE SHEET

<u>NAME</u>	<u>STATE</u>
Dave Benner	Tennessee
Ethan Bishop-Henchman	District of Columbia
Richard Brown	Louisiana
Jonathan Buttry	Tennessee
Tim Crosby	Florida
Chase Farley	Tennessee
Ryan Graham	Georgia
Luke Griggs	Arkansas
David Howman	Arizona
Patrick Hynes	District of Columbia
Laura Lane	Alabama
Dennis Laughlin	Wyoming
Jeinay LeBlanc	Texas
Eric Lund	Kansas
Michelle MacCutcheon	Ohio
Evan McMahan	Indiana
Chris Minoletti	California
Patrick Mitchell	
Carol Moore	Delaware
Chase Oliver	Georgia
Omar Recuero	Florida
Mimi Robson	California
John Rojas	Arizona
Steve Scheetz	Pennsylvania
Mary Swim	West Virginia
James Thouvenel	Oklahoma
Christopher Thrasher	Nebraska
Duke Van Horn	Indiana

APPENDIX B – CHAIR'S REPORT

Chair's Report – March 7, 2021

The time since my last report to you in December has been a time of great change at LPHQ. The winding down of the presidential campaign, the adoption of the new LNC budget, and the changing of the calendar all provided the right moment to initiate some of the 60+ initiatives in the *Framework for a Strategic Plan* in the areas of campaigns and candidates, activism, budget and operations, development, and marketing; review all existing initiatives to prioritize resources for them; and in some cases, end or devolve initiatives that consume time or money with poor results.

The subway fare machines in New York City are unintentionally meta: they ask riders if they would like to add money or time. I was recently asked by a group of Washington (state) Libertarians what the hardest part of being Chair was. I thought for a few seconds before giving my answer: saying no, or at least not yet, to good ideas. Every week I receive at least a dozen suggestions for how we can elect more Libertarians, message our ideas, increase member engagement, reach more people, and be more effective. Some of the ideas are good, some of them are crazy, some of them would cost \$170 million, but all of them come from a place of wanting the best and wanting us to do well.

When I ran for Chair, I promised to work for results, to try and test new things, and to reinforce success. Rather than doing 200 different things poorly, we're figuring out the handful of things we're going to do really well. We're figuring out how to take the things we're doing well and have them do great, and going out and securing the resources and the commitments to make it happen. The LNC initiated that process with the adoption of the budget, and I thank the various committees and the various members who have worked with staff since to more finely flesh out projects and identify metrics to track.

This meeting, for instance, will include:

- **Consideration of Tyler Harris as Executive Director.** As you know, Tyler brings an economics, consultant, and operations background to this role. We've overhauled the organizational chart, cleared up lines of authority and responsibility, shifted priorities to maximize scarce staff time and attention, and brought a business-like approach to our most important tasks. At the same time, Tyler's long experience on staff has given him a keen eye for monitoring staff morale, ensuring working interdepartmental communication, and balancing long-term and short-term goals.
- **Update on Litigation Efforts.** As Oliver Hall will detail, we are continuing to press our rights on important elections law challenges, and building an infrastructure to ensure our legal challenges are also PR efforts and fundraising efforts and legislative efforts. On March 4, I sent a joint letter with the Chair of Iowa LP urging the Governor Reynolds to veto a harmful ballot access bill, and promising litigation from us if she signs it into

law.

- **The consideration of Bill Redpath as Ballot Access Coordinator** and the launch of our Ballot Access Summit will further prepare a gameplan for overcoming expensive ballot access obstacles.
- **Overhauled fundraising with new, more focused stewardship initiatives, data-driven acquisition programs, and integration of member renewals within the fundraising department.** Our average renewal rate is ~74%, and our average high-dollar donor has been giving to us for 26 years. Despite millions of dollars of potential gifts from our existing donors with high capacity, until this current LNC we committed little of our staff time or resources to cultivating and stewarding those donors. This has been changed, and the results are already being seen with the number of maximum-level donors already growing threefold. I spend many hours on the phone each month calling our donors to thank them and get to know them, and a systematic cultivation overlay on top of that is coming soon.
- **Paid off the mortgage on HQ.** We stand on the shoulders of our predecessors, and buying an HQ was a gamble on our future success. Through prudent management of our finances, efforts by Dan Wiener and others to avoid a balloon payment, and naturally the generous gifts of thousands of Libertarians across the country, our HQ is now owned free and clear. Since we must plan for the future and not just the present, and knowing the many ideas out there about larger or additional HQ buildings, I am considering establishing a task force to investigate and report on future options for our building and operations needs.
- **Establishing a support system for our elected officials.** Elected Libertarians are brave, principled, and eager, but often alone in office against a sea of Democrats and Republicans. Those parties provide staff support, messaging and strategic advice, and frankly strength in numbers to the officials and legislators from their parties. How do we make sure they are less alone? Late last year, I asked a working group of our elected officials - co-chaired by Montana councilmember Sid Daoud and Tennessee councilmember Trisha Butler, and assisted by Apollo Pazell - to develop a solution that can help close that capabilities gap. The result is LESS: the Libertarian Elected Support System. LESS is a brand new initiative, an association for our elected officials to communicate with each other, trade best practices and good ideas, fundraise under the LNC umbrella while remaining autonomous in their operations, and generally ensure that Libertarian elected officials have the support and the tools to excel in office. I hope the LNC will support its creation at this meeting.
- **Authorizing national and a state affiliate to agree to joint national-state party membership, under certain conditions.** I expect this will be controversial. From the 1990s until about 2005, the Unified Membership Plan (UMP) involved (at the risk of oversimplification) a joint membership whereby the national party remitted \$12 of every \$25 to state affiliates. That program ended in failure, although different sources ascribe different reasons for the failure (states not willing to become FEC filers to participate legally, large dollar amounts paid to every state affiliate regardless of quality, remittances "held hostage" as a result of disputes, states having no choice as to whether to participate, data sharing incompatibility, etc.). So, since 2005, we have

had the situation of separate national and state membership, with people understandably confused that they are not members of both. It is also perhaps not coincidental that our national membership has never recovered the levels achieved prior to 2005 when UMP was in operation. This proposal addresses the most common critiques of UMP:

- This proposal will be voluntary, entered into only on the initiative of each state affiliate and with the express approval of the LNC Executive Committee.
 - The minimum dues amount is set as the combination of the minimum dues amount for national (\$25) and the state affiliate (varies), ensuring that adoption does not result in a sudden halving of current revenues.
 - This proposal requires that agreements specify remittance procedures in a legally binding manner, so that payments are not "held hostage."
 - This proposal allows for either national or state to collect the amounts and remit to the other party. Some state affiliates currently collect for both and remit the amounts to national; this allows for national to do the same in reverse.
 - This proposal directs that a failsafe training, communication, and mutual aid system be set up for FEC filing, reassuring states that are hesitant of their ability to sustain FEC compliance.
- **Reallocating existing staff and resources to maximize use of donor and volunteer data obtained from the Jorgensen/Cohen campaign records.** More on this to come.
 - Adding the LNC-authorized **Communications Director** and **Activism Coordinator** roles. Thanks to the help of the EPCC and numerous LNC volunteers who reviewed applications and conducted interviews, we are down to our final group of candidates and I hope to make announcements soon.
 - **Affiliate in a Box Contest.** The Affiliate Support Committee, and Ms. Sarwark in particular, have already secured over one-third of their 2021 budget goal. She's worked the phones and communicated the enthusiasm of the project, motivating some of our generous supporters to dig a little deeper.
 - **Frontier Summit 2021 and Campaign Certification Training.** Next weekend, I will be in Cheyenne, Wyoming with several of you to begin planning campaigns in that region for 2022. A similar meeting two years ago is how we formulated what ultimately became the Frontier Project, developing our strategic, fundraising, messaging, and campaign tactic skills to win majority support for Libertarian candidates. Similarly, in the staff report, Cara Schulz outlines our new Campaign Certification program, where you can take 16 classes on field ops, strategy, fundraising, volunteer recruitment, and more, and be recognized as someone certified to lead a Libertarian campaign. Thanks to the enthusiastic reception from our donors, Cara and Apollo will be taking this training all over the country in 2021 and 2022 in two-day sessions. Contact Cara to sign up or donate. More donations means more trainings and more successful Libertarian campaigns.
 - **50th Anniversary Discussion.** At this meeting you will be presented with a concept for celebrating our 50th anniversary: a summer event in Colorado for Libertarians to spend time with each other, in part making up for our inability to have a full 2020 convention. I am grateful for the Development Committee working with Ms. DeSisto to fine-tune this

- concept. If the LNC finds it of interest, we will proceed with finalizing details and the contract. If the LNC wishes us to re-evaluate, we will take that feedback and do so.
- **Activist of the Month.** I promised if elected Chair that I would celebrate an activist each month and celebrate their achievements at the grassroots level. Christopher, Kasie, Ford, Martha, Alicia, Aaron, Jennifer, and Trisha don't spend their time complaining online. Instead they are acting and achieving results. I highlight their stories to give examples for me and the rest of us to follow and help make our unsung heroes a little more sung. If you have a nomination for Activist of the Month, please email me at chair@lp.org.

As of this writing, there are 224 Libertarians holding elected office in 37 states: 96 partisan offices, and 128 nonpartisan offices. I'm proud to say that is an upward trend, and of course we now have two state legislators in that mix for the first time in decades: State Rep. Marshall Burt (L-Wyoming) and State Rep. John Andrews (L-Maine).

Having even one Libertarian as the voice of principle and common sense at the legislative negotiating table is truly a gamechanger. Later in this issue, you'll hear about Rep. Burt's legislative agenda and how ensuring that your bill is tripartisan is now all the rage in the Wyoming House. At the local level, I've talked with Libertarian officials who are working to keep small businesses open, who are focused on getting people safely back to work, who are making sure kids' educations aren't forgotten, who are challenging harmful regulations and asking questions no one will about line items in the budget.

It's a crazy time. I know many people are hurting. Experiencing 2020, and seeing government oscillate from ambivalent tragicomic incompetence to frightening militaristic overreaction, it only makes me double down on the Libertarian Party being the only hope for principled leadership, sane solutions, and a free world in our lifetime. Thank you!

LNC Matters

Mr. Harris and I communicate regularly, and he has set up a regular leadership team meeting of our staff department heads to coordinate action items and plan strategy. I have also had numerous one-on-one conversations with our staff and contractors, discussing their background, understanding of main duties and responsibilities, which have assisted in aligning our staff capabilities and our strategic priorities.

I repeat my observation from September 2020 that the LNC should establish a Bereavement Committee to ensure consistency in such matters, and **I ask the LNC to consider acting on that suggestion.**

Candidates & Elected Officials

I will be participating in the Frontier Project 2021 on May 12-14. If any LNC member is not currently registered but would like to participate, please reach out. We would love to have you.

I've exchanged several messages with Phil Gray, who is running in a special May 1 election to fill a U.S. House vacancy in Texas. I have connected Mr. Gray with fundraising and messaging opportunities.

As the California political situation heads towards a rare recall of their Governor, I have been in communication with the California LP chair and numerous other individuals over how best we leverage the situation.

I communicate regularly with many of our elected officials, as this is the legislative peak season. I hope the LNC will establish the LESS program to formalize and institutionalize some of this communication, broadening it to more elected Libertarians.

Development

I have spent many hours on the phone introducing myself to our top donors and discussing our priorities for the coming year. The staff report has more detail on our overall progress in this regard. I have worked closely with Ms. DeSisto in preparing an overhaul to our prospecting, asking, and stewardship strategies.

To make our budget – our existing budget, not our reach budget – we must raise \$5,000 a day. Counting weekends and holidays. We are hitting that goal, but only by being mindful of how our fundraising staff uses their time, the opportunity costs of spending time on low-return projects vs. high-return projects.

When I ran for Chair, I promised to try and test, reinforce success, and pull the plug on failures. One rule of good marketing is that you hype your successes and quietly end your failures. But sometimes the lessons learned from a failure are a helpful learning experience. People want to know why I pulled the plug on an affiliate referral program whereby we paid a bounty of 20% to someone who signed up a new member. Here's why: it failed as a fundraiser.

When I came into office in July, I decided to evaluate our programs and resources. If this program was actually about building official spokespeople for the party, it needed to be set up very differently. If it was about recruiting active volunteers, we needed better coordination with state affiliates a project for our first Activism Coordinator that we are hiring soon. The affiliate program was evaluated as a fundraiser. Here's what we found:

- Our most generous 100 donors have been giving to us for an average of 26 years.
- Our top 1% of donors give one-third of our revenue; \$25-level donors give just 12%.
- In 2019, we spent about \$80,000 to secure \$591,000 in major gifts from 190 people. Over a hundred high-dollar prospects did not get a personalized ask because we had insufficient resources dedicated to that function.
- The same year we spent \$350,000 in staff time and direct expenses to secure \$373,000 in \$25 membership renewals from 10,542 people – a net gain of less than \$25,000.

The first fundraising failure was no clear goals, metrics, or guidelines. Creation of the program had no consideration for the cost of staff time to manage the program, the efforts to reach out when an individual stops giving, and no LNC approval of this undefined budget. There was no coordination between marketing, activism, development, or state affiliates.

I know many successful fundraisers, including myself. In fundraising, some main principles are

- 80% of your revenue will come from 20% of your donors.
- Deepening relations with existing donors is less costly than acquiring new donors.
- Renewal rates matter. An average first-year rate is 50%; subsequent years average 70%.

Non-Monetized Referral Links, 2020

\$ 2,760.00	Cara Schulz referral link
\$ 1,765.00	Jo Jorgensen referral link
\$ 1,565.00	Jacob Hornberger referral link
\$ 1,500.00	Justin O'Donnell referral link
\$ 1,100.00	Staff Prospecting Email
\$ 1,055.00	Joshua Smith referral link
\$ 625.00	2019 appeal
\$ 575.00	Staff Prospecting Email
\$ 440.00	Oregon State Affiliate Link
\$ 400.00	Vermin Supreme referral link
\$ 125.00	MD State Affiliate Link
\$ 100.00	Nicholas Sarwark referral link
\$ 100.00	LP LinkedIn Page
\$ 50.00	Bob Johnston referral link
\$ 50.00	Kenneth Brent Olsen
\$ 50.00	Dan Fishman referral link
\$ 50.00	Various Staff Renewal Emails
\$ 30.15	33forliberty
\$ 25.00	Richard Longstreth referral link
\$ 25.00	NM State Affiliate Link
\$ 25.00	LC
\$ 25.00	Elizabeth Van Horn referral link
\$ 10.00	CAC

Monetized Referral Links, 2020

Gross	Ineligible	Payout	
\$12,467.25	\$5,657.25	\$1,362.00	Tom Woods
\$2,325.00	\$1,800.00	\$105.00	Scott Horton
\$535.00	\$135.00	\$80.00	Kevin Gaughen
\$750.00	\$575.00	\$35.00	Mike Shipley
\$225.00	\$75.00	\$30.00	Marc Clair
\$100.00	\$0.00	\$20.00	Buck Johnson
\$50.00	\$0.00	\$10.00	Brian Nichols
\$830.00	\$780.00	\$10.00	Peter Quinones
\$50.00	\$0.00	\$10.00	John McCaskey
\$50.00	\$25.00	\$5.00	Davie Parish
\$25.00	*	\$ -	James Weeks

Only 11 people signed up to be affiliates and only two of them used it enough to get more than \$100 in bounties. 75% of the sign-ups recruited didn't renew after the first year despite requests. In 2020, bounties were claimed on \$17,407.25 of revenue, but after staff reviewed each one for eligibility only \$8,335.00 was eligible, for which \$1,667 commissions were paid (about 300 new members out of the 8,000 we gained last year).

Staff and I came up with quite a few solutions that might improve these numbers, all of which required more resources and time commitments. The opposite of what I'm trying to do.

The non-monetized referral program currently has 25 participants and was associated with \$12,450.15 in revenue in 2020. While still a modest amount of revenue, this program involves no payout, no vetting of eligible donations, and no contractual negotiations, so it is not affected. (Based on the replies we've received, many people seem to have confused these two programs.)

These conversations all started in July and picked up in December once the election was behind us. Effective January 1, I decided to raise the minimum bounty threshold to \$60 while awaiting the full 2020 results. By January 27, based on total 2020 revenue figures, I decided to pull the plug. After learning three more people had signed up that morning, I decided to close it to further entrants beyond them while I reviewed if this would change anything. It did not. On February 5, looking at the projects staff was managing, I decided the Affiliate Program had to go. We sent short notes to our partners saying the program would end in 30 days. Links would still work, but 11 people would no longer be treated special.

That I haven't explained all this in detail is on me, and anyone who felt blindsided, I apologize. Through the entire LNC budget process and individual engagement, no one mentioned this program. I report on all decisions made in my quarterly reports, but more frequently might be more appreciated.

So where do we go from here? Staff has already been hard at work with more successful fundraising efforts. In the last six months we have:

- Opened new FEC subaccounts to allow people to give far more than the FEC basic maximum (currently \$35,500) for the first time. And we have accepted such gifts.
- Tripled the number of our highest tier of maximum donors, and directly engaged them with initiatives.
- Staff now has time to make calls with donors of \$250 and up, and LNC members help with everyone else, including myself.
- We are using state-of-the-art donor databases to ensure we are focusing our scarce time and resources on prospective donors with the highest ROI.
- We are preparing to roll out a new "moves management" stewardship program to ensure we are communicating our results and impact, and giving a thank you for every gift.
- Restructured our staff responsibilities and focuses to make all this happen.

I also request that LNC regional representatives and alternates regularly do call time to encourage renewals from members. I want to thank Mr. Phillips and Mr. Coburn for doing this on a regular basis. Ms. DeSisto is ready to onboard and train other LNC members who wish to assist our fundraising efforts.

Finally, I request that all LNC members become monthly pledge donors, to set a good example.
I would like to inform prospective donors that 100% of our Board are monthly donors.

Activism & Membership

I have continued the Activist of the Month program, celebrating an activist each month who had extraordinary impact. By recognizing these achievements at the grassroots level, I hope we can give examples to follow and make our unsung heroes a little more sung. Nominations for Activist of the Month may be sent to chair@lp.org. The next issue of LP News will include a spread on the most recent recipients.

- December: **Alicia Mattson & Aaron Starr**. Corrupt city officials in Oxnard, California have met their match in a Libertarian duo who have rallied public support against a series of unlawful actions. Alicia and Aaron, through ballot measures, appearances at city meetings, running for Mayor and lining up a slate to run for other offices, and litigation, have pushed back hard on efforts to impose an illegal sewage tax on the residents of the city, prevent transparency, and avoid accountability. Thanks to Aaron and Alicia, Oxnard meetings in 2021 for the first time must hold meetings open to the public after 5pm, follow meeting procedures, and allow public speakers for up to 3 minutes. Oxnard voters approved their initiative last November with 57% of the vote, although city officials are gearing up to challenge it in court. Millions of dollars are also on their way back to Oxnard residents. In December, a judge ruled in favor of Aaron and Alicia, ordering (in Aaron's words) "the City of Oxnard to IMMEDIATELY repay all of the money siphoned since March 2014 – now over \$34 million! – back to the City's three utility enterprises." The city put out a press release denouncing Aaron, and is appealing that one too. They may be considered a PITA but everyone knows Oxnard will be better off with the reforms they are pushing through despite city officials' opposition. That's why I am honored to name them as December 2020's ACTIVISTS OF THE MONTH!
- January: **Jennifer Moore** is among the most dedicated and effective activists in the Libertarian Party of Pennsylvania and the entire Libertarian Party. Since becoming Eastern Vice Chair of the LPPA three years ago, she has organized 10 county affiliates, including 6 within the past 3 months alone. She coordinated paid and volunteer petition drives in 2018 and 2020, earning the attention of the national party and a spot on the LNC ballot access committee. As candidate for Auditor General in 2020 she gained 3% of the vote, guaranteeing the LPPA minor party status. She herself is an elected auditor and serves as chair of the board of auditors. Her work on the LPPA elections committee has resulted in 47 electoral victories! She has built bridges and has become a universally liked and respected member of her community. She has accomplished all of this while holding a full-time professional career and raising two delightful children. As one Pennsylvania LP member puts it: "Few people in this party have served a more vital role in my formation as an activist and leader in this party than Jennifer has, and I know countless other Libertarians in Pennsylvania can say the same. Jennifer Moore is

a mentor and an inspiration to everyone she works with." Jenn's passion for liberty and her vision for the party have taken the Libertarian Party of Pennsylvania to heights we've never seen before, and makes me honored to name her as January 2021's ACTIVIST OF THE MONTH!

- February: **Trisha Butler** is one of the hardest-working Libertarian activists. She has been closely involved in the Frontier Project, and was elected last year to the City Council of Clarksville, Tennessee's fifth-largest city with a population of over 130,000. On the Council, Trisha has already worked to cut spending and regulations, including introducing a total repeal of the city's restrictive regulations on short-term rentals like Airbnb. Trisha is also an active leader in the Tennessee party, and through the Frontier Project has been energetically involved in helping other Libertarian candidates across the country. She's also taking the lead on establishing one of the LP's next big projects: the Libertarian Elected Support System (LESS), which will bring together elected Libertarians to provide mutual support and expert policy advice. Additionally Trisha has also been involved in issues at the national level, traveling to Washington, DC to lobby members of Congress to end America's endless wars overseas. The Libertarian Party's future is built on dedicated members like Trisha Butler, which is why I'm proud to have her in the party and to recognize her as February 2021's ACTIVIST OF THE MONTH!
- I've continued to intervene with Facebook to assist state affiliate leaders and others who have been suspended for various reasons.
- We are continuing the process of coordinating transfer of data from the Jorgensen campaign staff to CiviCRM, which has involved scaling up our infrastructure. The data the campaign gathered is being provided to us for free. Additionally, the campaign negotiated the purchase of additional voter file data but did not close the transaction prior to Election Day. LNC staff has had discussions about the utility of acquiring this data (essentially stepping into the shoes of the campaign and taking up the agreement they negotiated), and we are seeking donor support to do so.
- I had an extensive conversation with Nathan Fatal on the structure of an activist support program within LPHQ.

Marketing & Media

- In my LNC Chair capacity I participated in a number of print, radio, and podcast interviews promoting the party and our activities.
- Since the December meeting, I shared 146 social media posts relating to Libertarian Party initiatives, which were viewed approximately 200,000 times.
- At the request of several LNC members, on January 6, I composed a short statement condemning the violent actions occurring at the Capitol. I received several hundred messages of support and thanks, and a fundraising push based on that messaging was extraordinarily successful.
- I have worked with Mr. Raudsep and staff on exploring future concepts for LPStore. The current vendor has limited selection and bloated shipping costs.

- I welcome input and advice on our messaging, particularly specific actionable ideas.

Budget & Operations

- I continue to track the progress of the Task Force on Respectful Conduct Practices, which I established on July 29 to make recommendations on (1) policy and practice changes for the national LP to consider; (2) a model policy that state LPs may adopt if they wish; (3) steps to ensure a credible and equitable process for handling complaints and investigations; and (4) other proposals that ensure the LP is a place that values and respects all its members. Following the resignation of Ms. Kaeding due to work commitments, I appointed Jared Hall (Indiana LP) and Holly Ward (Virginia LP) to the task force. They are currently planning on presenting recommendations to the LNC at the June 2021 meeting. I look forward to their recommendations and **will ask the LNC to give them due consideration.**
- I have met frequently with the EPCC and Mr. Harris as our hiring process moved forward. We have a luxury of choice given the talent available to us.
- I am thankful to everyone who was a part of paying off our HQ mortgage. The value may be in the neighborhood of \$875,000 to \$925,000, depending on market conditions. Kudos to Robert Kraus who successfully appealed our property tax assessment and secured a reduction in our HQ property tax bill for 2021.

Other

- I have gratefully been demoted to an At-Large member of the DC Libertarian Party executive committee, with Patrick Hynes taking over as Chair and Mike Collins taking over as vice-chair effective February 27 (the date of the DCLP convention). I am honored that in my tenure as DCLP chair, registered Libertarians doubled from 1,025 to 2,135; we had candidates receive 8% and 6% of the vote respectively; we secured ballot access through 2022; we became compliant with FEC and OCF rules; and we built a database of hundreds of volunteers and donors and a core volunteer team of two dozen.
- I've joined the Board of Directors of the Joseph Rainey Center for Public Policy, a 501(c)(3) organization which works to advance the voices of minorities, women, and mavericks in public policy. www.raineycenter.org @RaineyCenter
- I've been named as Senior Fellow at Empower Mississippi, a research and advocacy organization dedicated to removing policy barriers so that Mississippians can flourish. I'll be advising and contributing to their tax policy analysis work.
- Of course I remain full-time at National Taxpayers Union Foundation @ntuf where I'm suing the IRS and state tax agencies on behalf of taxpayers! Also unchanged is my service on the Bloomberg Tax State Advisory Board.
- I attended the Tennessee LP convention and am making preparations to attend several more state conventions this spring.

APPENDIX C – END-OF-MONTH FINANCIAL REPORT JANUARY 2021



JAN 2021 END OF MONTH FINANCIAL REPORTS

Page 2 – EOM Membership and Revenue Charts and Graphs

Page 4 – EOM Financial Summary Reports

Page 5 - Statement of Operations Budget vs. Actual

Page 6 - 2021 v. 2019 Comparisons Statement of Operations

Page 7 - P&L Detail (w-Functional Allocation of Expenses) by Month

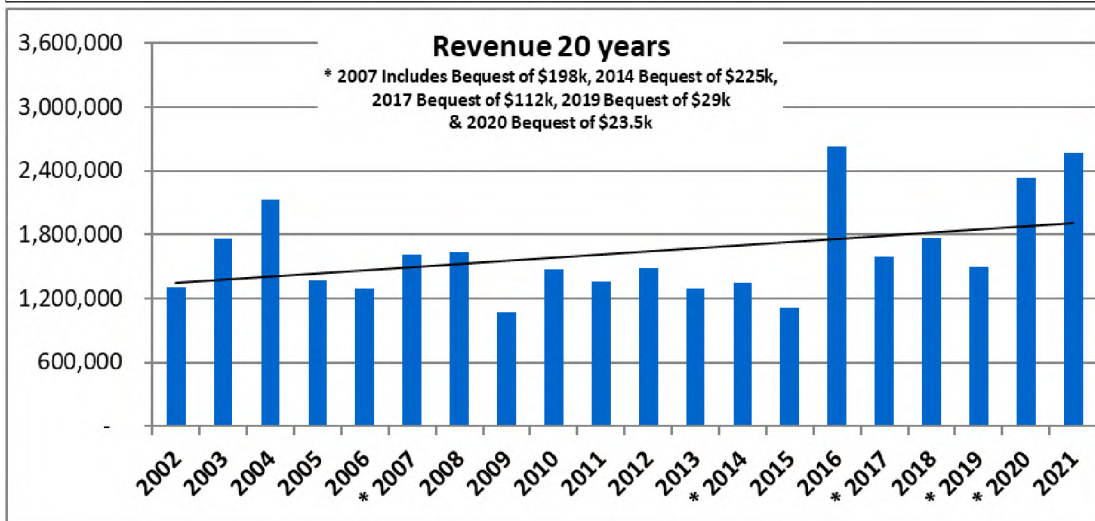
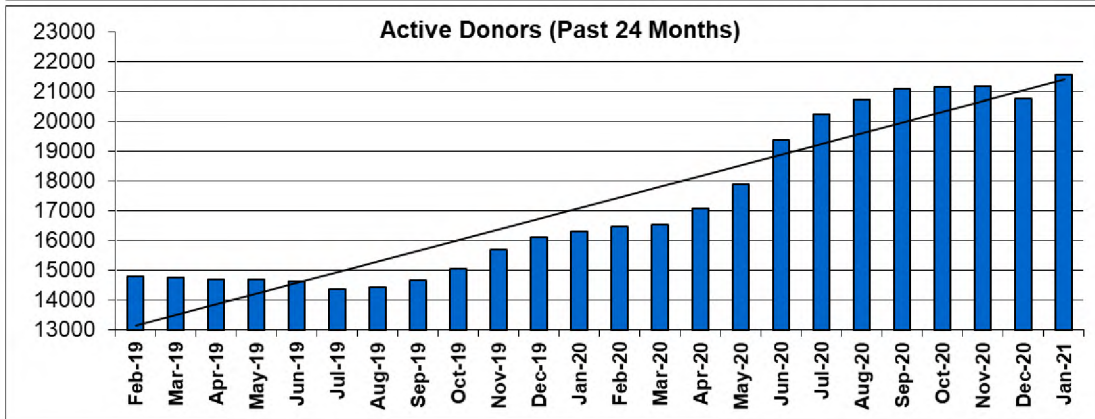
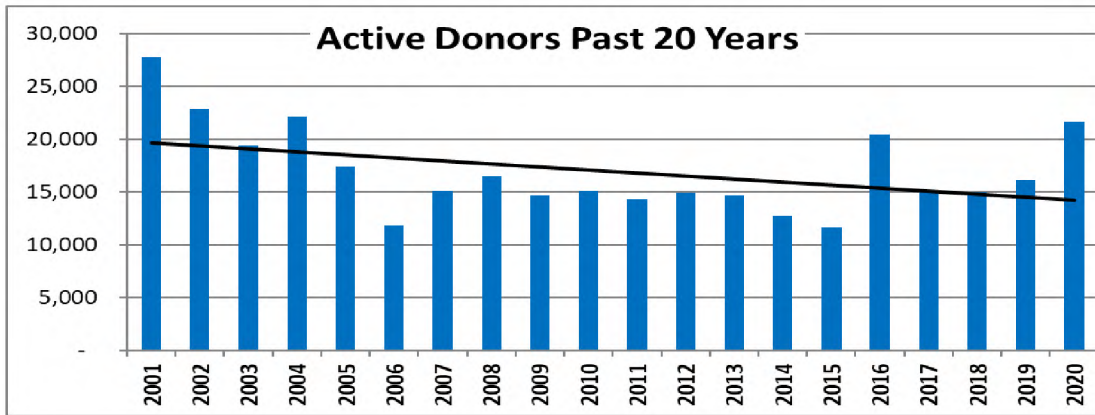
Page 10 – Balance Sheet Curr v. Prior Month Comparison

Page 12 - Cash Flow Report

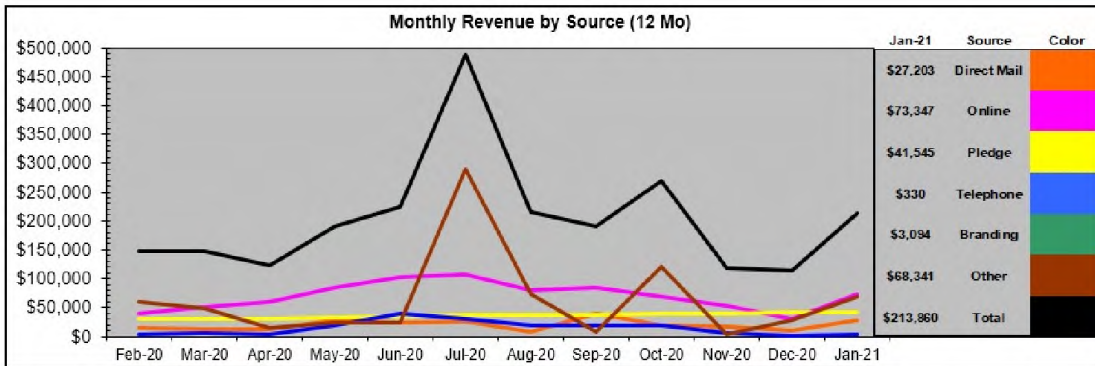
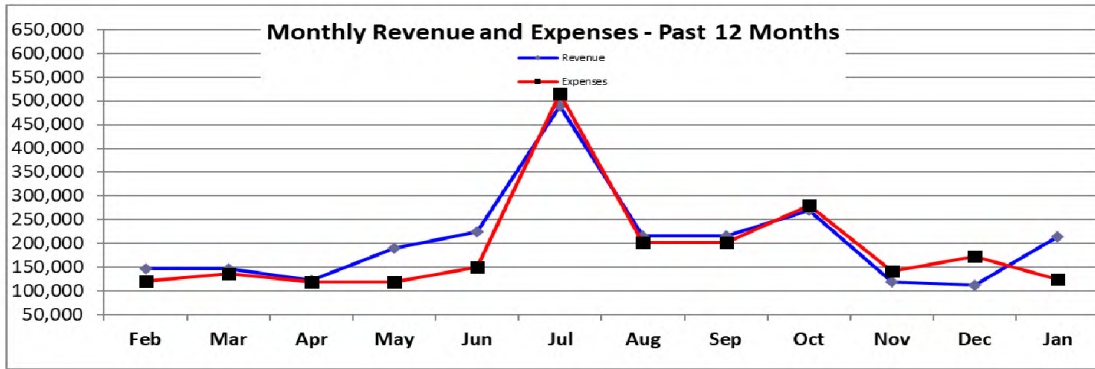
Page 13 – Related Party Contributions and Disbursements

Page 13 – Chair’s Discretionary Disbursements

End of Month Reports – Charts



APPENDIX C
END-OF-MONTH FINANCIAL REPORT JANUARY 2021



Reserve Adequacy Trend & Cash Less Liabilities (24 Months)

2020 Resv Target = \$47,542 - Curr Month Resv = \$90,574*

* Reflects definition change effective 11/19

Reserve Requirement = Sum of Monthly Occupancy, Labor & Governance Expenses

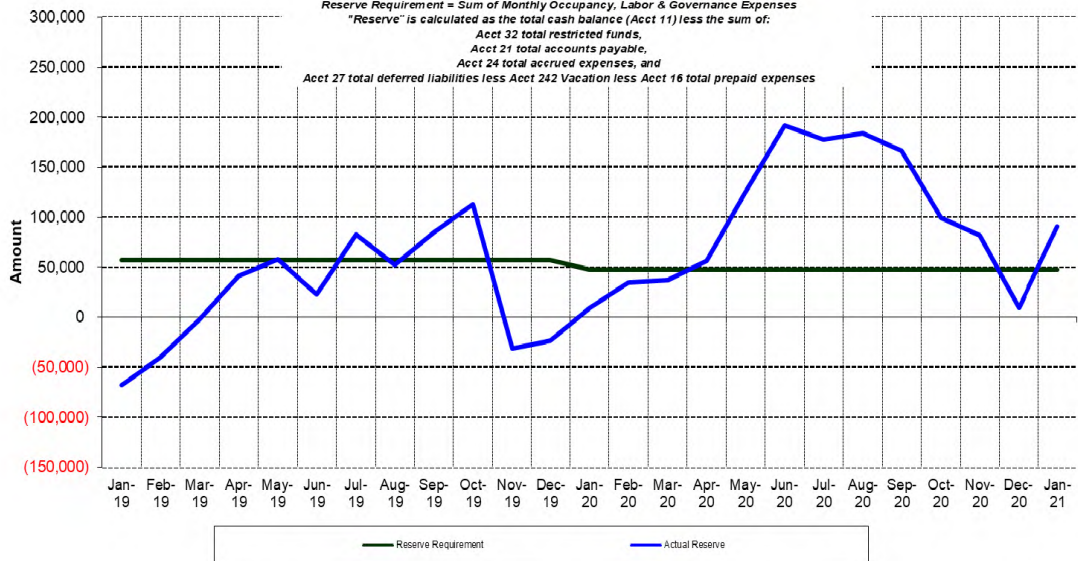
"Reserve" is calculated as the total cash balance (Acct 11) less the sum of:

Acct 32 total restricted funds,

Acct 21 total accounts payable,

Acct 24 total accrued expenses, and

Acct 27 total deferred liabilities less Acct 242 Vacation less Acct 16 total prepaid expenses



End of Month Reports – Financial Summary

Revenue - by Function as % of Total
2017 thru 2021 (Not Including Convention Packages)

	2017	2018	2,019	2020	2021 YTD
Membership Revenue	554,688	583,082	622,486	879,035	84,860
% Total Non Conv Revenue	38%	39%	41%	42%	40%
General Fundraising	764,757	762,568	648,038	843,565	78,449
% Total Non Conv Revenue	52%	51%	43%	40%	37%
Project/Program/Other	156,261	145,456	230,807	363,056	50,551
% Total Non Conv Revenue	11%	10%	15%	17%	24%
Total Non Convention Package Revenue	1,475,706	1,491,106	1,501,331	2,085,656	213,860

P&L Acct Summary Last Month
January 2021

	TOTAL
Revenue	
4000 - General Fundraising	163,309
4100 - Project Revenue	38,896
4300 - Program Revenue	11,705
4600 - Refunds of Contributions	(50)
4700 - Other Receipts	0
Total Revenue	213,860
Expense	
7000 - General Fundraising Expense	45,295
7300 - Program-Related Expenses	32,826
8000 - Salary & Related Expense	25,462
8100 - Admin & Overhead Expense	10,741
8200 - Professional Services	7,200
8300 - Depreciation Expense	2,774
Total Expense	124,298
Net Revenue	89,562

Balance Sheet Summary - Current vs Prior Month

	Jan 31, 21	Dec 31, 20	\$ Change	% Change
ASSETS				
Current Assets				
Total Checking/Savings	144,884.04	93,158.53	51,725.51	55.52%
Total Other Current Assets	33,026.94	29,015.01	4,011.93	13.83%
Total Current Assets	177,910.98	122,173.54	55,737.44	45.62%
Total Fixed Assets	836,243.13	839,017.45	(2,774.32)	-0.33%
TOTAL ASSETS	1,014,154.11	961,190.99	52,963.12	5.51%
LIABILITIES & EQUITY				
Liabilities				
Total Current Liabilities	63,518.20	72,944.79	(9,426.59)	-12.92%
Total Long Term Liabilities	0.00	27,172.41	(27,172.41)	-100.00%
Total Liabilities	63,518.20	100,117.20	(36,599.00)	-36.56%
Total Equity	950,635.91	861,073.79	89,562.12	10.40%
TOTAL LIABILITIES & EQUITY	1,014,154.11	961,190.99	52,963.12	5.51%

Standard Statement of Operations - 2021
Budget vs. Actual

	Un- restricted Jan-21	Temp. Restricted	Total Jan- 21	Jan-Dec 2021	Budget Year to Date	Actual vs. Budget YTD	Annual Budget 2021	2022 Budget Remaining
Support and Revenue								
20-Membership Dues	84,860		84,860	84,860	58,667	26,193	704,000	619,140
21-Donations	15,970		15,970	15,970	12,417	3,554	149,000	133,030
22-Recurring Gifts	41,545		41,545	41,545	40,276	1,269	483,306	441,761
23-Board/ED Solicitation MajorGifts	20,809		20,809	20,809	16,500	4,309	198,000	177,191
24-Convention Revenue	0		0	0	0	0	0	0
25-Project Program Revenue	7,976	38,896	46,872	46,872	7,150	39,722	85,800	38,928
26-Brand Dev / Political Materials	3,094		3,094	3,094	5,350	(2,256)	64,200	61,106
27-Ballot Access & Related Donations	75		75	75	7,000	(6,925)	84,000	83,925
28-Membership Communication	635		635	635	392	243	4,700	4,065
29-Other Revenue	0		0	0	0	0	0	(0)
Total Support and Revenue	174,964	38,896	213,860	213,860	147,751	66,109	1,773,006	1,559,146
Cost of Support and Revenue								
32-Fundraising Costs	30,133		30,133	30,133	34,729	(4,596)	416,749	386,616
33-Membership Fundraising Costs	13,414		13,414	13,414	10,842	2,572	130,100	116,686
35-Convention	0		0	0	0	0	0	0
36-Ballot Access Fundraising Exp	0		0	0	833	(833)	10,000	10,000
37-Building Fundraising Exp	0		0	0	0	0	0	0
Total Cost of Support and Revenue	43,547	0	43,547	43,547	46,404	(2,857)	556,849	513,302
Net Support Available for Programs	131,417	38,896	170,313	170,313	101,346	68,967	1,216,157	1,045,844
Program Expense								
40-Administrative Costs	12,886	7,830	20,716	20,716	27,753	(7,038)	333,040	312,324
45-Compensation	33,188		33,188	33,188	36,300	(3,112)	435,600	402,412
50-Affiliate Support	5,585		5,585	5,585	6,180	(595)	74,160	68,575
55-Brand Dev / Political Materials	879		879	879	5,350	(4,471)	64,200	63,321
58-Campus Outreach	0		0	0	63	(63)	750	750
60-Candidate, Campaign & Initiatives	13,648		13,648	13,648	14,292	(644)	171,500	157,852
70-Ballot Access VR & Related Exp	0		0	0	7,000	(7,000)	84,000	84,000
75-Litigation	0	0	0	0	458	(458)	5,500	5,500
80-Media	427		427	427	0	427	0	(427)
85-Member Communication	6,308		6,308	6,308	3,281	3,027	39,375	33,067
88-Outreach	0		0	0	417	(417)	5,000	5,000
90-Project Program Other	0	0	0	0	208	(208)	2,500	2,500
Total Program Expense	72,921	7,830	80,751	80,751	101,302	(20,551)	1,215,625	1,134,874
Total Net Operating Surplus (or Deficit)	58,496	31,066	89,562	89,562	44	89,518	532	(89,030)
Unrestricted Net Operating Surplus (or Deficit)			58,496	58,496			2,178	

Statement of Operations - 2021 v. 2019 Comparison

	Total Jan-21	Total Jan-19	Diff 20 v 18
Support and Revenue			
20-Membership Dues	84,860	43,121	41,739
21-Donations	15,970	14,632	1,338
22-Recurring Gifts	41,545	33,173	8,372
23-BoardSolicitation MajorGifts	20,809	25	20,784
24-Convention Revenue	0	0	0
25-Project Program Revenue	46,872	11,942	34,930
26-Brand Dev / Pol Materials Rev	3,094	3,471	-377
27-BallotAccess Donations	75	550	-475
28-Publications Materials Other	635	0	635
29-Other Revenue	0	7	-7
Total Support and Revenue	213,860	106,921	106,939
Cost of Support and Revenue			
32-Fundraising Costs	30,133	12,088	18,045
33-Membership Fundraising Costs	13,414	8,316	5,098
35-Convention	0	0	0
36-Ballot Access Fundraising Exp	0	0	0
37-Building Fundraising Exp	0	0	0
Total Cost of Support and Revenue	43,547	20,403	23,143
Net Support Available for Programs	170,313	86,518	83,796
Program Expense			
40-Administrative Costs	20,716	23,042	-2,326
45-Compensation	33,188	40,661	-7,473
50-Affiliate Support	5,585	2,470	3,115
55-Brand Dev / Pol Materials	879	1,026	-147
58-Campus Outreach	0	75	-75
60-Candidate, Campaign & Initiatives	13,648	2,562	11,086
70-BallotAccess Petitioning Related Exp	0	0	0
75-Litigation	0	5,000	-5,000
80-Media	427	1,750	-1,323
85-Member Communication	6,308	0	6,308
88-Outreach	0	0	0
90-Project Program Other	0	142	-142
Total Program Expense	80,751	76,727	4,023
Net Operating Surplus (or Deficit)	89,562	9,791	79,773

P&L Acct Detail w-Funct Alloc of Exps Last Month
January 2021

	<u>TOTAL</u>
Revenue	
4000 · General Fundraising	
4010 · Direct Mail Fundraising	
4010-10 · DM - House Fundraising General	3,418.31
4010-11 · DM - House Fundraising Renewal	350.00
4010-20 · DM - Donor Renewal	22,250.00
4010-30 · DM - New Donor Prospecting	1,185.00
Total 4010 · Direct Mail Fundraising	<u>27,203.31</u>
4020 · Direct Solicitation Major Donor	
4020-10 · Board Solicitation	500.00
4020-20 · Chair Solicitation	10,000.00
4020-30 · ED Solicitation	10,309.00
Total 4020 · Direct Solicitation Major Donor	<u>20,809.00</u>
4030 · Online Contributions - Web	
4030-10 · Online Cont - General	12,602.03
4030-20 · Online Cont - Donor Renewal	26,703.05
4030-30 · Online Cont - New Donor Prosp	34,041.65
Total 4030 · Online Contributions - Web	<u>73,346.73</u>
4040 · Tele Fundraising - Phone Bank	
4040-20 · Tele Fund - Donor Renewal	330.00
Total 4040 · Tele Fundraising - Phone Bank	<u>330.00</u>
4080 · Recurring Contrib - Pledge	41,544.54
4090 · Ballot Access / Voter Reg	75.00
Total 4000 · General Fundraising	<u>163,308.58</u>
4100 · Project Revenue	
4108 · Building Fund	38,896.26
Total 4100 · Project Revenue	<u>38,896.26</u>
4300 · Program Revenue	
4310 · Affiliate Development	2,589.76
4340 · LP News	635.00
4360 · Campaign Support & Initiatives	
4360-40 · Campaign/Candidate Support	5,386.04
Total 4360 · Campaign Support & Initiatives	<u>5,386.04</u>
4375 · Brand / Political Materials	3,094.03
Total 4300 · Program Revenue	<u>11,704.83</u>
4600 · Refunds of Contributions	(50.00)
4700 · Other Receipts	
4710 · Interest & Dividends	0.28
Total 4700 · Other Receipts	<u>0.28</u>
Total Revenue	<u><u>213,859.95</u></u>

APPENDIX C
END-OF-MONTH FINANCIAL REPORT JANUARY 2021

Expense	<u>TOTAL</u>
7000 · General Fundraising Expense	
7010 · Direct Mail Fundraising Exp	
7010-10 · DM - House General Expense	2,984.53
7010-20 · DM - Donor Renewal Expense	10,327.56
7010-30 · DM - New Donor Prospecting Exp	<u>976.96</u>
Total 7010 · Direct Mail Fundraising Exp	14,289.05
7030 · Online Contributions Exp - Web	
7030-20 · Online Cont Exp - Donor Renewal	300.60
7030-30 · Online Cont Exp - New Donor	<u>48.84</u>
Total 7030 · Online Contributions Exp - Web	349.44
7050 · Fundraising Contractors	15,215.00
7060 · Membership Contractors	1,760.00
7080 · Recurring Contrib - Pledge	5,904.65
7095 · Credit Card Prc Fees	6,028.69
7099 · Gen Fundraising Staff Salary	<u>1,748.26</u>
Total 7000 · General Fundraising Expense	45,295.09
7300 · Program-Related Expenses	
7310 · Affiliate Support	
7310-10 · Affiliate Development & Support	(84.00)
7310-20 · Affiliate Dev Contractors	5,669.00
7310-30 · Affiliate Support Staff Salary	<u>394.77</u>
Total 7310 · Affiliate Support	5,979.77
7320 · Outreach & Marketing	
7320-20 · Outreach & Marketing Staff Sala	<u>56.40</u>
Total 7320 · Outreach & Marketing	56.40
7330 · Media Relations	
7330-10 · Media Relations General	<u>427.49</u>
Total 7330 · Media Relations	427.49
7340 · Membership Communications	
7340-10 · LP News	6,308.12
7340-20 · Mem Comm & Support Staff Salary	<u>4,793.62</u>
Total 7340 · Membership Communications	11,101.74
7360 · Campaign Support & Initiatives	
7360-40 · Campaign/Candidate Support	1,059.30
7360-45 · Candidate Support Contractors	12,588.60
7360-60 · Camp/Cand Support -Staff Salary	<u>394.77</u>
Total 7360 · Campaign Support & Initiatives	14,042.67
7375 · Brand Development	
7375-10 · Brand / Political Materials	879.07
7375-20 · Brand Development Staff Salary	<u>281.98</u>
Total 7375 · Brand Development	1,161.05
7380 · Ballot Access - Other Related	
7380-60 · B/A & Petitioning Staff Salary	<u>56.40</u>
Total 7380 · Ballot Access - Other Related	56.40
Total 7300 · Program-Related Expenses	<u>32,825.52</u>

APPENDIX C
END-OF-MONTH FINANCIAL REPORT JANUARY 2021

8000 · Salary & Related Expense	TOTAL
8005 · Salary Bonus Sick & Vac (Admn)	19,088.91
8010 · Hourly Wages (Admin Portion)	1,382.68
8020 · Employer Cont to P/R Tax	1,127.84
8030 · Employer Cont to 401K & Adm	1,491.69
8040 · Fed & State Unemployment	102.32
8060 · Health Insurance	1,705.31
8080 · Payroll Service Fees	81.75
8090 · Employee Search	481.00
Total 8000 · Salary & Related Expense	25,461.50
8100 · Admin & Overhead Expense	
8110 · Ofc Supplies & Non Cap Equipt	160.09
8120 · Telephone & Data Services	808.95
8130 · Postage & Shipping	500.00
8170 · Occupancy Expenses	
8170-10 · Mortgage Interest Expense	49.46
8170-20 · Utilities Expense	320.00
8170-30 · Property Taxes, Fees & Permits	803.20
8170-40 · Maintenance, Cleaning & Repairs	414.04
8170-60 · Assc Fees, Rent & Storage	545.00
Total 8170 · Occupancy Expenses	2,131.70
8180 · Printing & Copying	1,467.13
8190 · Software, Hardware & Other IT	4,732.69
8195 · Other Expenses & Bank Fees	940.84
Total 8100 · Admin & Overhead Expense	10,741.40
8200 · Professional Services	
8210 · Legal	
8210-10 · Legal - General	4,500.00
Total 8210 · Legal	4,500.00
8220 · Accounting	500.00
8230 · FEC Filing & Consulting	1,600.00
8240 · Computer Services	600.00
Total 8200 · Professional Services	7,200.00
8300 · Depreciation Expense	2,774.32
Total Expense	124,297.83
Net Revenue	89,562.12

Balance Sheet Current vs Prior Month
As of January 31, 2021

	<u>Jan 31, 21</u>	<u>Dec 31, 20</u>	<u>\$ Change</u>	<u>% Change</u>
ASSETS				
Current Assets				
Checking/Savings				
11 · Cash				
111U · PNC Check Acct 1 (Unrestricted)	58,154.81	36,127.25	22,027.56	60.97%
112U · BBT Check Acct 1 (Unrestricted)	38,108.90	12,255.29	25,853.61	210.96%
113R · PNC Check Acct 2 (Restricted)	3,649.39	3,649.39	0.00	0.0%
114R · BBT Chck Acct 2 (Rest Building)	25,554.55	14,812.21	10,742.34	72.52%
115R · BBT Check Acct 3 (Rest Legal)	19,416.39	26,314.39	(6,898.00)	(26.21%)
Total 11 · Cash	<u>144,884.04</u>	<u>93,158.53</u>	<u>51,725.51</u>	<u>55.52%</u>
Total Checking/Savings	144,884.04	93,158.53	51,725.51	55.52%
Other Current Assets				
13 · Other Current Collectables				
130 · Bequests Expected - Current				
130-10 · Shaber - 1st International Bank	0.00	23,382.97	(23,382.97)	(100.0%)
Total 130 · Bequests Expected - Current	<u>0.00</u>	<u>23,382.97</u>	<u>(23,382.97)</u>	<u>(100.0%)</u>
Total 13 · Other Current Collectables	0.00	23,382.97	(23,382.97)	(100.0%)
16 · Prepaid Expenses				
161 · Bulk Mail Account				
161-10 · Prepaid Bulk Mail VA	1,581.53	771.62	809.91	104.96%
Total 161 · Bulk Mail Account	<u>1,581.53</u>	<u>771.62</u>	<u>809.91</u>	<u>104.96%</u>
165 · Prepaid Licenses	26,584.99	0.00	26,584.99	100.0%
166 · Prepaid Insurance	3,760.42	3,760.42	0.00	0.0%
168 · Prepaid Rent	1,100.00	1,100.00	0.00	0.0%
Total 16 · Prepaid Expenses	<u>33,026.94</u>	<u>5,632.04</u>	<u>27,394.90</u>	<u>486.41%</u>
Total Other Current Assets	<u>33,026.94</u>	<u>29,015.01</u>	<u>4,011.93</u>	<u>13.83%</u>
Total Current Assets	<u>177,910.98</u>	<u>122,173.54</u>	<u>55,737.44</u>	<u>45.62%</u>
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	134,613.90	134,613.90	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	<u>825,000.00</u>	<u>825,000.00</u>	<u>0.00</u>	<u>0.0%</u>
178 · Ofc Impmnt Acq & Capt Expense	70,519.11	70,519.11	0.00	0.0%
179 · Accumulated Depreciation	(259,366.49)	(256,592.17)	(2,774.32)	(1.08%)
Total 17 · Fixed Assets	<u>836,243.13</u>	<u>839,017.45</u>	<u>(2,774.32)</u>	<u>(0.33%)</u>
Total Fixed Assets	<u>836,243.13</u>	<u>839,017.45</u>	<u>(2,774.32)</u>	<u>(0.33%)</u>
TOTAL ASSETS	<u>1,014,154.11</u>	<u>961,190.99</u>	<u>52,963.12</u>	<u>5.51%</u>

APPENDIX C
END-OF-MONTH FINANCIAL REPORT JANUARY 2021

LIABILITIES & EQUITY	Jan 31, 21	Dec 31, 20	\$ Change	% Change
Liabilities				
Current Liabilities				
Accounts Payable				
21 · Accounts Payable	19,530.28	23,575.76	(4,045.48)	(17.16%)
Total Accounts Payable	19,530.28	23,575.76	(4,045.48)	(17.16%)
Other Current Liabilities				
24 · Accrued Expenses				
241 · Accrued Payroll	18,332.80	20,167.99	(1,835.19)	(9.1%)
242 · Accrued Vacation	21,556.00	26,434.00	(4,878.00)	(18.45%)
244 · Other Accrued Expenses	0.00	798.00	(798.00)	(100.0%)
245 · Accrued Real Estate Tax	803.20	0.00	803.20	100.0%
Total 24 · Accrued Expenses	40,692.00	47,399.99	(6,707.99)	(14.15%)
25 · Accrued Payroll Taxes				
251 · Payroll Tax Liabilities	0.04	0.04	0.00	0.0%
252 · 401(k) Liability	1,326.88	0.00	1,326.88	100.0%
Total 25 · Accrued Payroll Taxes	1,326.92	0.04	1,326.88	3,317,200.0%
27 · Deferred Liabilities				
272 · Deferred Convention Revenue	1,969.00	1,969.00	0.00	0.0%
Total 27 · Deferred Liabilities	1,969.00	1,969.00	0.00	0.0%
Total Other Current Liabilities	43,987.92	49,369.03	(5,381.11)	(10.9%)
Total Current Liabilities	63,518.20	72,944.79	(9,426.59)	(12.92%)
Long Term Liabilities				
29 · Loans & Mortgages (Principal)	0.00	27,172.41	(27,172.41)	(100.0%)
Total Long Term Liabilities	0.00	27,172.41	(27,172.41)	(100.0%)
Total Liabilities	63,518.20	100,117.20	(36,599.00)	(36.56%)
Equity				
31 · General Operating	814,372.46	768,292.20	46,080.26	6.0%
32 · Temp. Restricted Balances				
3204 · Fund - Campus	1,730.39	1,730.39	0.00	0.0%
3210 · Fund - Building	25,554.55	14,812.21	10,742.34	72.52%
3213 · Fund - Legal Action Fund	19,416.39	26,314.39	(6,898.00)	(26.21%)
Total 32 · Temp. Restricted Balances	46,701.33	42,856.99	3,844.34	8.97%
Net Revenue	89,562.12	49,924.60	39,637.52	79.4%
Total Equity	950,635.91	861,073.79	89,562.12	10.4%
TOTAL LIABILITIES & EQUITY	1,014,154.11	961,190.99	52,963.12	5.51%

Statement of Cash Flows
January 2021

	<u>Jan 21</u>
OPERATING ACTIVITIES	
Net Revenue	89,562.12
Adjustments to reconcile Net Revenue to net cash provided by operations:	
130-10 · Shaber - 1st International Bank	23,382.97
161-10 · Prepaid Bulk Mail VA	(809.91)
165 · Prepaid Licenses	(26,584.99)
21 · Accounts Payable	(4,045.48)
241 · Accrued Payroll	(1,835.19)
242 · Accrued Vacation	(4,878.00)
244 · Other Accrued Expenses	(798.00)
245 · Accrued Real Estate Tax	803.20
252 · 401(k) Liability	1,326.88
Net cash provided by Operating Activities	<u>76,123.60</u>
INVESTING ACTIVITIES	
179 · Accumulated Depreciation	2,774.32
Net cash provided by Investing Activities	<u>2,774.32</u>
FINANCING ACTIVITIES	
29 · Loans & Mortgages (Principal)	(27,172.41)
31 · General Operating	(3,844.34)
3210 · Fund - Building	10,742.34
3213 · Fund - Legal Action Fund	(6,898.00)
Net cash provided by Financing Activities	<u>(27,172.41)</u>
Net cash increase for period	51,725.51
Cash at beginning of period	93,158.53
Cash at end of period	<u>144,884.04</u>

APPENDIX C
END-OF-MONTH FINANCIAL REPORT JANUARY 2021

RELATED PARTY TRANSACTIONS AS OF: 01/31/21

Related Party Donations	Mem Expires / BSM Expires	MTD Contributions	YTD Contributions	Lifetime Giving (Since 1990)	Liberty Pledge Club
Erin Adams	Life Member	\$ -	\$ -	\$ 1,770.70	
Paul Bilyeu *	Life Member	\$ 50.00	\$ 50.00	\$ 8,610.00	Yes
Whitney Bilyeu	Life Member	\$ 50.00	\$ 50.00	\$ 7,362.25	Yes
Ethan Bishop-Henchman *	Life Member	\$ -	\$ -	\$ 1,570.00	
Joseph Bishop-Henchman	Life Member	\$ 25.00	\$ 25.00	\$ 15,167.50	Yes
Richard Bowen	06/14/21 - 07/07/21	\$ -	\$ -	\$ 1,176.00	
Matthew Bughman	12/31/21 - 02/01/22	\$ 10.00	\$ 10.00	\$ 97.50	Yes
Christopher Campbell *	07/07/21 - 09/14/21	\$ -	\$ -	\$ 865.00	
Tucker Coburn	12/31/21 - 01/01/22	\$ 5.00	\$ 5.00	\$ 468.00	Yes
Laura Ebke	Life Member	\$ 76.50	\$ 76.50	\$ 5,086.50	Yes
Timothy Ferreira	Life Member	\$ 50.00	\$ 50.00	\$ 5,679.59	Yes
Kevin Hagan *	10/12/21 - 10/22/21	\$ -	\$ -	\$ 877.00	
Timothy Hagan	Life Member	\$ 10.00	\$ 10.00	\$ 11,146.82	Yes
Jared Hall	12/31/21 - 02/01/22	\$ 10.00	\$ 10.00	\$ 821.50	Yes
Caryn Ann Harlos	Life Member	\$ -	\$ -	\$ 7,535.09	Yes
Wayne Harlos *	04/03/21 - 04/03/21	\$ -	\$ -	\$ 1,388.00	
Jeffery Hewitt	Life Member	\$ -	\$ -	\$ 3,475.00	
Susan Hogarth	Life Member	\$ 650.75	\$ 650.75	\$ 4,298.19	Yes
Richard Longstreth	Life Member	\$ 15.00	\$ 15.00	\$ 2,709.00	Yes
Chris Luchini	Life Member	\$ -	\$ -	\$ 4,202.00	
Kenneth Moelman	Life Member	\$ -	\$ -	\$ 3,361.00	
Dustin Nanna	07/10/21 - 07/12/21	\$ -	\$ -	\$ 2,082.00	
Steven Nekhaila	Life Member	\$ 10.00	\$ 10.00	\$ 3,300.40	Yes
John Phillips	Life Member	\$ 75.00	\$ 75.00	\$ 5,078.20	Yes
Hillary Priebe *	04/07/20 - 03/21/20	\$ -	\$ -	\$ 125.00	
Erik Raudsep	Life Member	\$ 30.90	\$ 30.90	\$ 3,391.20	Yes
Nicholas Sarwark *	Life Member	\$ 20.00	\$ 20.00	\$ 7,256.00	Yes
Valerie Sarwark	Life Member	\$ 10.00	\$ 10.00	\$ 2,234.00	Yes
David Sexton	02/14/22 - 02/01/22	\$ 45.15	\$ 45.15	\$ 2,274.45	Yes
Victoria Paige Sexton *	12/31/21 - 02/01/22	\$ 5.15	\$ 5.15	\$ 725.95	Yes
Joshua Smith	12/31/21 - 02/01/22	\$ 25.00	\$ 25.00	\$ 1,863.00	Yes
David Valente	Life Member	\$ 35.00	\$ 35.00	\$ 3,117.09	Yes
Francis Wendt	03/01/22 - 02/22/22	\$ -	\$ -	\$ 819.00	Yes
Total Contributions:		\$ 1,208.45	\$ 1,208.45	\$ 119,932.93	

* Non LNC Member disclosed related party

Related Party Disbursements	Memo	MTD Disbursements	YTD Disbursements
Caryn Ann Harlos	Reimbursed Expenses	\$ 30.00	\$ 30.00
Total Disbursements:		\$ 30.00	\$ 30.00

CHAIR'S DISCRETIONARY DISBURSEMENTS AS OF: 01/31/21

Chair	Memo	MTD	YTD

APPENDIX D – STAFF REPORTS

Staff Report Q1 2021

Prepared and Compiled By Tyler Harris,
Interim Executive Director

Summary and Introduction

The Libertarian Party is advancing on every front. January and February saw our two highest total membership number months since 2005. Though membership growth is historically hard to sustain in the year immediately following a presidential election, I am confident that we can continue to perform very favorably compared with comparable points in past 4-year cycles. Our number of monthly pledge members has grown this quarter by 22% and has increased by 80% over the last year.

Stewardship is ensuring that we are bringing more of those new members into their state and local affiliates and that they are seeing more engagement from the national party. Many of our state affiliate parties are reporting remarkable membership growth as well.

The upcoming Regional Trainings are poised to provide immeasurable value to our activists and affiliates, and our appeal for support of this program has already become our most successful candidate support fundraising appeal in memory.

We have 224 Libertarians holding office nationwide, 96 of them in partisan offices. With the high-profile legislative efforts of Libertarian Rep. Marshall Burt and, soon, the support of the Libertarian Elected Support System (LESS), more people than ever will have the opportunity to see that the Libertarian party can govern as well as campaign.

We have an amazing staff, and a staff organization that is reshaping itself to better and more effectively support them and their efforts. We are creating a solid foundation for future growth, and building out a program for higher-dollar fundraising to support that growth.

Staff closes out Q1 and moves into Q2 excited and committed to achieving the goals the Chair and the LNC have laid out for us in the budget and in the Chair's enduring executive order on priorities. I can think of no better or more capable team for those tasks than that which the LNC has assembled.

Organizational Changes and New Positions

The last quarter began with extensive organizational changes for staff. Our membership functions were reorganized under the Development department and a more straightforward organizational chart adopted. Staff reporting directly under the Executive Director was thus reduced from virtually all staff and contractors to the heads of departments and major projects, with junior level staff and contractors organized under their functional areas. To reinforce this shift while still encouraging cross-functional collaboration and coordination, new weekly meetings were established consisting of just the staff leadership team. Additionally, the twice-daily stand up meetings which had been our practice for the past year have been pared back to twice weekly for operations, twice weekly for external relations, and once a week for all hands.

This allows more time and space for department-level meetings to be organized at the discretion of the department heads.

Additionally, an extensive search has been conducted in coordination with the Chair and with EPCC for the newly created roles of Communications Director and Activism Coordinator. Approx. 60 applicants applied for these positions. A pool of 26 applicants was selected to receive phone interviews conducted by members of the LNC who had volunteered for the task. From these, six final interviews were conducted by the Chair and Interim Executive Director. At the time of this writing, we are discussing contract details for negotiation with the selected applicants.

Further, our CRM team has been expanded with the addition of David Aitken. David is an experienced database manager and will be aiding primarily with CRM onboarding and other assistance to our state affiliates.

Finally, we are expanding the infrastructure of some of our HR and benefits services. We are engaging an outside HR company for a review of current policies and practices to identify and fill any gaps that may be present, and to manage day-to-day HR-related functions moving forward. We will also gain access to advice on current best practices, modern training modules, and performance management tools. Additionally, we are exploring PPOs and other options for extending health coverage to direct employees outside the DC/Maryland/Virginia service area of our current HMO.

These are all steps to elevate the level of professionalism of LPHQ's institutions to that already exhibited in the work of our professional staff, and to provide the LP with a scalable framework to support not only current staffing levels, but to facilitate future growth.

LP Store

The Interim Executive Director met with the Marketing & Media Committee this quarter to discuss improvements and changes to LP Store. The Committee had looked into a number of options, including print-on-demand vendors. Meetings were taken by staff with the vendor that the Committee felt most closely met the criteria that would be beneficial to us. In the end, staff could not recommend a change to this vendor, however, due to cost and logistical concerns, and because it would essentially have supplemented rather than replaced our current fulfillment house (adding a layer of complexity and cost when the overall goal is streamlining and simplification).

In parallel with exploring that option, staff met with our current fulfillment house and conducted a postmortem analysis of performance over the course of the 2020 campaign season – clearly identifying the issues and pain points that we encountered. In the past month, our fulfillment house has ended their relationship with the promotional products company with whom many of the worst delays and issues occurred, and have engaged a new relationship with a vendor that is lower cost, more responsive, has faster turnaround, and is able to offer print-on-demand services (something desirable to us that was hitherto unavailable). Our contract with them will renew next month, but in

light of the changes made and substantially reduced sales volume outside a campaign cycle, continuing this relationship while moving many of our offerings to print-on-demand seems the best way forward for LPStore given the alternatives explored.

The new Communications Director will have oversight over LPStore when they come on board.

Publications

Liberty Pledge, our publication for monthly pledge members, entered Q1 running a consistent two weeks behind schedule. In February, the hard work of Membership Associate Michelle MacCutcheon and Publications Editor Gideon Oakes saw this delay trimmed to only one week, and the March edition is currently on track to go to print on time. This rectifies an issue of consistent delays that had been present since at least the back half of last year.

Our flagship quarterly publication, LPNews, was delayed one week in Q1, but in doing so we have seen the content expand from 12 to the full 16 pages. At the time of writing, it is preparing to go to the printer. Postal issues still impact delivery substantially, leading to a wide timeframe for delivery of our Q4 issue (hitting some doors up to a month after having already been received by others). There is, unfortunately, little that can be done about this aside from wishing the postal service a speedy return to something resembling reliable operation.

A Note on the Following

You will find below, the reports of Director-level staff and the heads of significant projects and/or functional areas. In support of our organizational restructure, with an eye towards scalability, and out of respect for the Committee's valuable time and bandwidth, I have asked Directors to engage with their direct reports and incorporate their items and activities into a single departmental staff report for each functional area and project (rather than each member of our growing staff submitting their own individual report every quarter).

Operations Report

(Prepared by Robert Kraus)

Financial

The EOM Jan Report showed several things of note – one is we have zero long term liabilities (see note under Building below). Our reserve was also almost double the target. We also had our best January in over 20 years!

New membership levels have produced some very positive results. We ended January at 21,584 - the highest level since March 2005! The average online new or renewed membership gift has gone up by over 15% from \$49.61 Nov-Dec to \$57.08 Jan-Feb. In addition, since the beginning of the year, we've added over 600 new monthly pledgers representing about \$12,500 in additional annual revenue. We expect by end of March the monthly pledge revenue will exceed the reserve target of \$47,542!

Blackbaud – Data Dumps – Internal Customer Service

Data Dumps continue to be sent out regularly to non CRM states.

Building Fund / Office

From the Treasurer's January Report to the LNC List: "Biggest news is that the Long Term Liabilities dropped to zero, as shown on pages 4 and 11. The LNC purchased the office in April 2014 for \$825,000 using earmarked donations for the down payment. The LNC took out a \$500,000, 25-year mortgage with a balloon payment due July 2024. The LNC's prudence, donations to the Headquarters account, dedicated fundraising for the office, and the Weiner Rule accelerated paying down the mortgage's principal. The mortgage is paid off after less than seven years!"

"The Headquarters Building account will be used for maintenance, upkeep, repairs, utilities, property taxes, renovations, furnishings, and other allowable expenses for operating the office."

Some recent repairs included \$3,000 for a roof repair for storm damage & \$600 to repair a broken window mechanism. In the next couple months we will be spending \$2-3K on deferred fire damage repairs & re-painting the lower level. We will likely spend about another \$2-3K to repaint the rest of the office by summer.

FEC Filing

We continue to file accurate FEC reports and use Paula Edwards to complete the FEC Filing Process on a monthly basis and handle our amendments. The reconciliation and audit steps to this process continue to work to assure that these reports are correct prior to filing, and to ensure that the disbursements and contributions match to our cash accounting records.

As a reminder, the FEC reports are done on a cash basis while our financial reports are done on an accrual basis as required by our bylaws which require adherence to GAAP. Therefore, our Statement of Operations will not always look the same as what is reported on the summary page of our FEC Filings.

Development Report

(Prepared by Tara DeSisto)

Proposals

ALE – We have a \$60,000 proposal out to support the Association of Libertarian Educators.

Data – We have a \$175,000 proposal out to support the purchase and strategy surrounding a major dataset.

Major Gifts

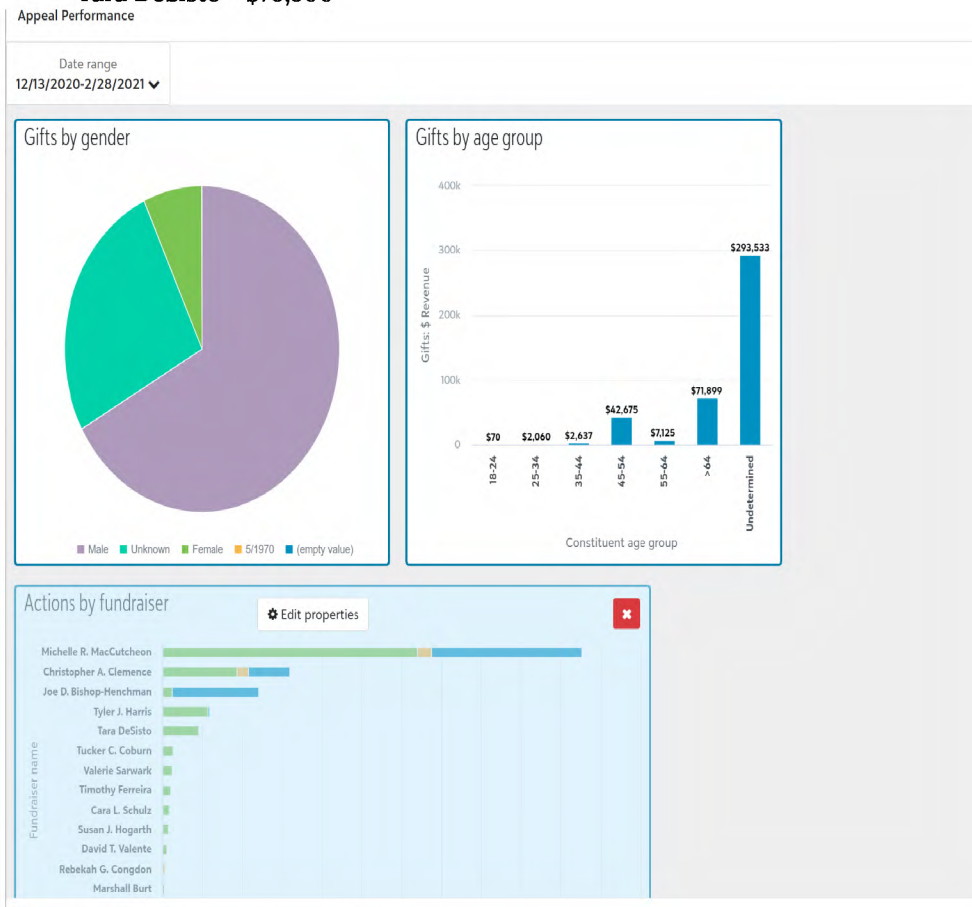
Building Fund Payoff – Thank you Chris and Melodie Rufer - CA

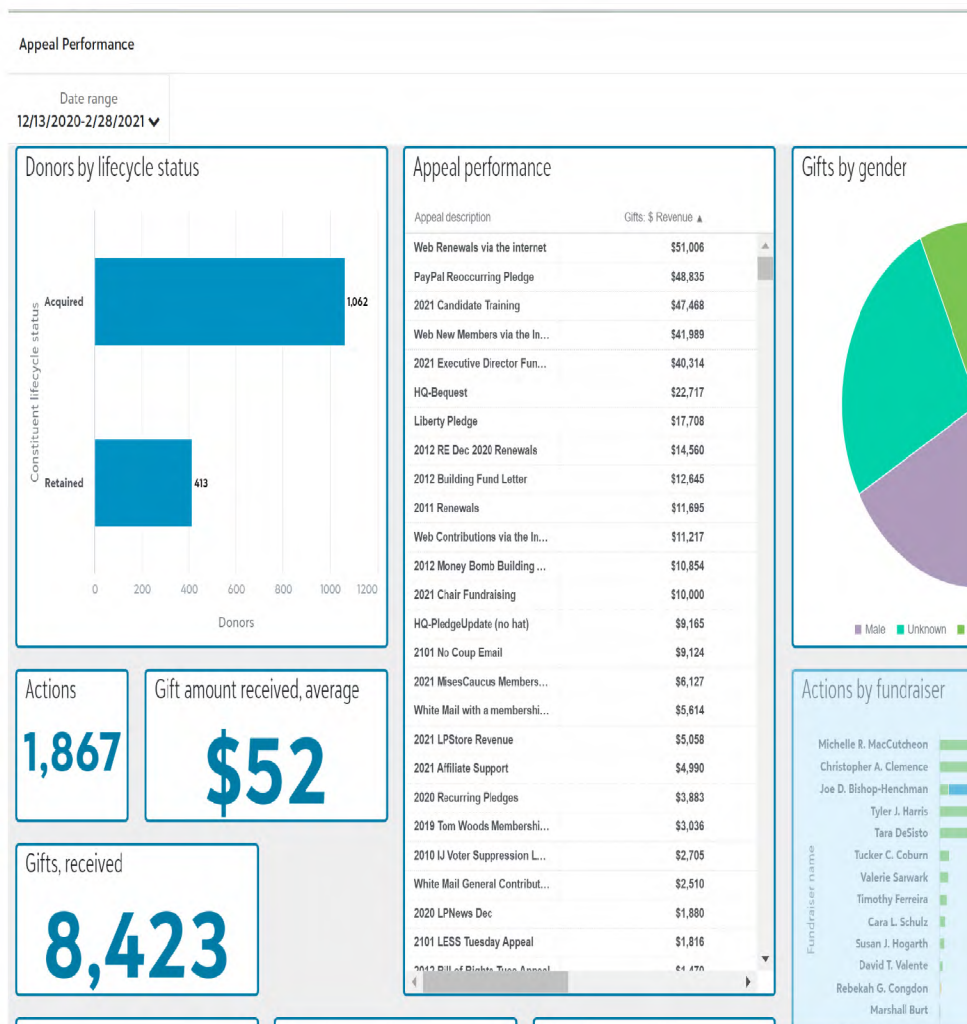
Candidate Support Training Payoff – Thank you Bill Perkins - VI

Notable Gifts – Michael Kalb – FL – \$10,000
Richard Clise – WA – \$10,000

Fundraisers

Valerie Sarwark – Raised \$5,762
Joe Bishop Henschman – \$10,000
Tucker Coburn – \$1,000
Susan Hogarth – Authored Bitcoin appeal just released 2/26 – Contributed \$500 in Bitcoin
Tyler Harris – \$1,309
Cara Schulz – \$1,215
Tara DeSisto – \$76,500





Programs

Appeals – January brought in \$21,206.99
February brought in \$14,103.98

Top Performing Appeals
Capitol Response - \$9,544.87
Candidate Training Competition - \$7,751.91

Stewardship – Has been working on lapsed members who have contributed \$150+. We have seen progress with renewals and have increased our record keeping capacity for membership as well as donorship. Thank you to Tucker Coburn for doing regular call time on this; we still need ongoing help from LNC regional representatives and alternates on this. We have been engaging at a staff level on what will new giving levels will look like.

Membership – Membership has been brought in to be supported through the development team. We have kept a monthly schedule of appeals going out for renewals and targeting those in our records who have never been members via text, email and direct mail strategies intended to maximize ROI. Michelle has picked up our publication outreach and pieces of social media including LinkedIn and Slack. Being part of a team effort has aided the capacity of this program. Michelle has excelled beyond expectation and has multiple avenues for support in her deliverables. As of March 1, Membership was 21,585.

Monthly Pledge – Our number of monthly pledge members has continued to grow throughout this quarter. Year end 2020, we had 2059 active monthly pledges. As of EOM February, there are 2516 active monthly pledgers. For comparison, the number of active monthly pledgers in February 2020 was only 1400.

Having just taken membership onboard and in light of other priorities, there was not sufficient Development bandwidth in Q1 to fully implement a renewed program targeted towards monthly pledges. This will be an area of increased focus in Q2. We did, however, roll out the framework for our pledge stewardship program, and began working pledge stewardship into workflows/call time by giving level (\$15-\$24 monthly stewarded by Membership Associate Michelle MacCutcheon, \$25-\$99 monthly by Stewardship Associate Chris Clemence, and \$100 and up per month by Interim Executive Director Tyler Harris).

Prospecting – We have identified several hundred high dollar prospects among our current donors and beyond and have been working towards profiling prospective and current donors to engage deeper.

Events

Freedom Fest – Lifetime of Liberty Celebration 7/22/21 7pm-9pm
Cyclorama Room and Art Galleries,
Dahl Arts Center,
713 7th Street,
Rapid City SD 57701

Promotional Offer for Event – Free to Lifetime Members – \$500 for non-lifetime members to count towards lifetime membership.

Promotion to LP Lifetimers for Freedom Festival: Rate: \$349 per person, \$299 for guest
Membership to be notified of discount in upcoming weeks.

50th Anniversary

Committee Involvement - Development has engaged the Fundraising Committee to assist in coordination efforts and welcome LNC input and guidance

Contract negotiations - Negotiations on venue and menu underway with the Lakehouse at Cherry Creek just outside of Denver, CO for August 27-28.

Alternatives - Alternative locations in Colorado were viewed but dates were limited and prices were high as many events from last year had been awaiting reschedule. Venues explored were Cielo Pines, The Mission, The 1st Bank Center, Infinity Park and The Club at Golden Hills.

LNC Goals

Funding has been secured for all 8 regions to conduct candidate and affiliate trainings run by Cara Schulz.

The Frontier Project is working to secure an additional sizable contribution from a longstanding donor. We will continue to support the program in Development as priorities come about.

Affiliate Support has been working with the committee assigned meet their targets. Over 1/3 of the annual goal has been reached.

Affiliate Support for Development

Conducting or have conducted Development trainings for candidates and affiliates online or in person through Candidate Support, Florida, New Hampshire, Colorado, and Alaska affiliates.

Affiliate Support Report

(Prepared by Andy Burns)

State Migrations

An overview of the migrations can be found at <https://my.lp.org/contribute/crm-project/#states>

We have hired David Aitken, LPCO Database Manager to serve as our CRM Success Specialist. He started on January 28. His work is breaks down into these areas:

Level I support: (40%) for CRM (triage, answer user-oriented questions)

Migration Assistant: (40%) Project manage state affiliates onboarding into CRM and all facets that entails: data ETL, client communication (get credentials, key information, etc) that ensures migration moves forward.

Onboarding: (1 to 1.5 hours) Conduct initial training of state IT Director and key users for smooth transition to using CRM.

Client Maintenance (training): (20%) Keep metrics on states and triage states that are under-utilizing system or PEBCAK errors. Focus on building IT Director strength. Improve documentation where appropriate.

Thus far, David has primarily been focused on transforming the data from the states so it is ready for import.

Migrated States

We completed Florida in November 2020. We await some loose ends including their contribution and event history.

Indiana was completed in December 2020. We put an extra focus on this state as they have been very successful in recruiting new county leaders, which dovetails into a fundamental purpose of the CRM - growing our local affiliates.

States in Progress

Arizona is on (October 6, 2020). Backstory: they accidentally shut down their NationBuilder site earlier than expected and I spent that day working to make an emergency cutover. Their NationBuilder data was not clean so we are just about to import records with contributions only. Once they provide a new registered L SOS file, we will import that as well.

Maine has all available state data imported and we await their response. Mississippi is in a similar phase however they have no state data readily available so we have national data only for them. They said they will get us a membership / contribution file at some point.

Louisiana and Illinois have provided their data and David Aitken has it ready for import.

This highlights one of the core reasons why this project is so important. Most states have had IT upheaval and subsequent data loss. Some states over the last 10 years have switched systems up to 4 times. Some states only can provide data going back 2 years. We encourage states to do the painful yet important work to piece their contribution history files back together by looking at their payment processor records.

Other Notes

- A single checkout for membership remains a priority.
- Continue to improve national contribution reporting for monthly pledges on first of month
- We continue to integrate and automate 2021 state convention signups.
- To meet the support needs of the states, we've assembled an IT Leaders team that is made up of experienced State IT Directors. They cover Level I support.

David Aitken (CO)
Tony Sellers (FL)
Ken Moellman (KY)
PA IT Director

Technical Priorities

These are all high priority items.

Custom Importer (enhancement)

This is in progress. We've worked through iterations and did initial testing and it worked for us. However, recent tests are not allowing us to import custom field data. Investigation ongoing.

Stats for L2 data to import:

85,124 have Civi ID and RE ID

122,400 have Civi ID and no RE ID

47,057 no Civi ID but have RE ID

214,844 no Civi ID and no RE ID

National Membership Automation (enhancement)

Ken Moellman has created a script to create / update membership based on 12 months of giving. This is dependent upon importing the entire RE records set and subsequent contribution history. That depends on the custom importer working.

Multisite issues (bug)

We've seen a handful of bugs that are not reproducible by others in the open source community. We believe this is likely a series of symptoms of a root cause regarding multisite rather than unique individual issues. We will need to pay consultants to investigate.

Amazon SES setup (enhancement)

Amazon SES is our bulk mailing service of the future. Currently we use Sparkpost. However, the maintainer for the extension is not actively maintaining it. It has been some time coming to make this switch. We are in progress of using Kansas as our testing state. Once tested, we will batch switch all states over.

Switched to MariaDB (enhancement)

We made the switch to MariaDB from MySQL. Actual time took under an hour and gave us significant performance improvement for both the front and back end.

Candidate Support

(Prepared by Cara Schulz)

Candidate and Elected Official Activity

- We have just under 100 candidates (projected) for 2021 - not all filing deadlines have been hit yet, and this number will change.
- We had 1 Libertarian appointed to elected office (Brice Burge, Chatham Village Council, MI)
- We had 3 Electeds change to Libertarian (Nate Covington, Barrett Township Auditor, PA - Francisco Ramirez, Hanford Mayor, CA - Matthew Kennedy, New Haven City Council, IN)

State Conventions

Attending/Conducting Training at 5 State Conventions

Regional Trainings

Currently working on contacting Regional and At Large Reps and State Chairs to schedule Regional Trainings. Due to a commitment from a major donor, we are projected to have all 8 trainings funded. In addition to that major donor funding, the current amounts raised by region are as follows:

- R1 - \$1454
- R2 - \$1183
- R3 - \$1444
- R4 - \$477
- R5 - \$1221
- R6 - \$970
- R7 - \$3238
- R8 - \$1714

2021 Regional Training Plan

This is an intensive weekend training which covers two main areas: Campaigns and State Affiliate Leaders. While these two areas have a few classes in common, they are two separate training tracks. Attendees choose one track and stay within that track.

In person training takes place in each region with 5 to 7 expert trainers from around the country. Additional trainers from the region will also be utilized. LPHQ covers the travel and lodging cost of the trainers - budget is set at \$3000 per region. The location is set by the region and the venue costs are covered by the hosting region.

Certifications

Attendees who complete the Campaigns Track are eligible to be certified as a Campaign Operative. Further certifications can be earned through online training and campaign apprenticeships. In addition to a physical certificate, those earning a certification will be listed on lp.org to make qualified campaign operatives easier for candidates to find.

Attendees who complete the Affiliates Track are eligible to be certified as an Affiliate Leadership Professional. In addition to a physical certificate, their completion of the certification will be shared with their state party.

Training Team

- Andy Burns
- Apollo Pazell
- Cara Schulz
- Michelle McClutchen
- Tara DeSisto
- Tyler Harris

New LPHQ Communications Director
Additional Regional Experts, such as Caitlin Cloven, Walter E. Block, Ph.D, Ryan Waterbury, Kevin Gaughen. More to follow.

Note: Not all members of the training team will necessarily participate in all regional training events.

Evaluation

At each Regional Training, attendees will fill out paper evaluation forms on the materials, the presenters, and the training as a whole so we can fine tune after each Regional Training and do a full postmortem. Likewise, the presenters will also do an evaluation on the process for each Regional Training so we can continue to improve.

Campaign Staff Training

From crafting a campaign plan through executing a Get Out the Vote (GOTV) operation, this intensive certificate program teaches students the basic skills needed to manage all aspects of a winning political campaign.

These are the basic modules with time estimates. (Those with an * denote a class shared with the Affiliate Leadership Training or a class which uses the same trainer as the Affiliate Leadership Training)

Campaign Basics - 1 hour

Campaign Structure and Organization
Principles of campaign organization
Roles and Responsibilities

***Management & Leadership** - 1 hour

Creating a positive team culture
Effective meetings and communication
Use of benchmarking goals for motivation
Managing time and priorities effectively to accomplish goals and avoid burnout

Planning & Strategy - 2 hours

Evaluating viability as a candidate
Creating a campaign plan
Campaign Timeline
Crafting a realistic budget
Maximization of time and resources
Campaign management
Purpose of polling and polling strategy
When, and how, to bring on consultants
Vendors and emerging technologies

***Fundraising** - 2 hours

Developing a campaign fundraising plan

How to successfully ask for donations
The importance of personal solicitation
Creating call sheets
Digital Solicitation
Following campaign finance laws
Tracking pledges and donations, following up with and thanking donors
The Magic Figure 8

Communications - 2 hours

Developing a campaign communications plan and content calendar
Running as a Libertarian candidate without becoming a single-issue candidate
Crafting a consistent message in your candidate's voice
Segmented messaging
Managing your candidate and preparing talking points for them
Media monitoring and writing a daily morning communications brief

PR - 1 Hour

Managing the press and earned media opportunities
Paid Media and effective ads
Crisis communications
Protecting your candidate's image

Digital - 1 hour

Developing a digital campaign plan and digital content calendar
Building a campaign website
Crafting effective, targeted social media content and posts
The right voice for each social media channel

***Volunteer Recruitment and Retention** - 1 hour

Where to find volunteers
Strengths and Passions
How to keep them and why they walk away
Moving people up the ladder of engagement

Field Ops - 4 hours

GOTV from the start
How to collect data and where to find it
Contact systems
Recruiting and motivating volunteers
Using data to segment voters and messaging
OPTIONAL: Establishing a voter registration plan and running an absentee voting program
How to build/create coalitions
How to work with existing coalitions
How coalitions are best utilized
Purposes of door knocking

Executing door knocking
Voter Mail/Direct Mail
Phone banking and text banking
Executing GOTV
Election Day Activities

Events - 1 hour
What can events do
Event logistics
What to avoid and ways to make an event stand out

Affiliate Leadership Training Weekend Intensive

This training runs concurrently with the Campaign Staff Training. Some of the classes for campaign staff are also applicable for State Affiliate leaders. For example: classes on fundraising can be attended by campaign staff and by State Affiliate Fundraisers and Executive Directors.

The goal is to help state leaders be more effective in their positions and to have peers meet face to face to network, form relationships, and exchange ideas. Training key officers in each state affiliate reduces churn and increase effectiveness. Face to face relationship/support network building with peers reduces burnout and feelings of isolation and being overwhelmed.

Proposed Sessions (Those with an * denote a class shared with the Campaign Staff Training or a class which uses the same trainer as the Campaign Staff Training)

State Affiliate Basics - 1 hour
Affiliate Structure and Organization
Principles of campaign organization
Roles and Responsibilities
Building a strong affiliate (state and county)

***Management & Leadership - 1 hour**
Creating a positive team culture
Effective meetings and communication
Use of benchmarking goals for motivation
Managing time and priorities effectively to accomplish goals and avoid burnout

Planning & Strategy - 1 hour
Creating a 5 year plan
Crafting a realistic budget
Maximization of time and resources
Vendors and emerging technologies

***Fundraising - 2 hours**
Developing an affiliate fundraising plan

How to successfully ask for donations
The importance of personal solicitation
Creating call sheets
Digital Solicitation
Following campaign finance laws
Tracking pledges and donations, following up with and thanking donors
The Magic Figure 8

***Communications - 1 hour**

Developing an affiliate communications plan and content calendar
Crafting a consistent message
Segmented messaging
The right voice for each social media channel

***PR - 1 Hour**

Managing the press and earned media opportunities
Paid Media and effective ads
Crisis communications

***Volunteer Recruitment and Retention - 1 hour**

Where to find volunteers
Strengths and Passions
How to keep them and why they walk away
Moving people up the ladder of engagement

***Events - 1 hour**

What can events do
Event logistics
What to avoid and ways to make an event stand out

Roundtables and Best Practices

These are led by either a staff member from LP National or a State Chair Affiliate leader. Attendees would come prepared to share what they are doing in their position which works well and an area that is a present challenge. Attendees can then collaborate on solutions and share ideas.

Chair and Vice Chair
Treasurer
Executive Director
Political Director
Membership
Communications
Development/Fundraising

Campaigns Report

(Prepared by Apollo Pazell)

Frontier Project:

- Working on a biennial budget with large donors.
- Process of scaling and identifying opportunities in other states. Tracking our resources to see what we can realistically accomplish in 2022
- Post-March, the project will begin working with municipal candidates to train managers by partnering candidates with campaign managers in training.
- June will begin candidate recruitment which begins with potential candidate meetings, polling, and pre-canvassing work.

LESS:

Upon passage of the LESS resolution, the infrastructure that was built in the winter will be utilized to build membership in LESS and plan the first meeting.

Legislative:

Christine Stenquist has been contracted with for the duration of WY's legislative session to help advance and lobby for our Libertarian legislative agenda. Libertarian Representative Marshall Burt has been successful in obtaining tri-partisan co-sponsorship on several pieces of legislation.

Additionally:

Doing trainings at conventions across the country.