



LNC Meeting Minutes, November 12-13, 2005, Baltimore, MD

To: Libertarian National Committee
From: Bob Sullentrup
CC: Shane Cory, Sam New
Date: 11/13/2005

Current Status: [Automatically Approved March 1](#)

Version last updated December 20, 2005.

These minutes due out in 30 days:	December 13, 2005
LNC comments due in 45 days:	December 28, 2005
Revision released (latest) 14 days prior:	February 25, 2006*
Barring objection, minutes official 10 days prior:	March 1, 2006*

*** Relative to March 11 Charlotte Meeting**

The meeting commenced at 8:37am on November 12, 2005.

Attendance and Credentials

Secretary Bob Sullentrup confirmed the attendance of the members and alternates.

Attending the November 12-13, 2005 LNC meeting in Baltimore, MD were:

Officers: Michael Dixon, Lee Wrights, Mark Nelson, Bob Sullentrup

At-Large Representatives: Rick McGinnis, Admiral Michael Colley, Mark Rutherford, and Bill Redpath attended. BetteRose Ryan was not in attendance

Regional Representatives: George Squyres, Dan Karlan, Dena Bruedigam, Ed Hoch, Aaron Starr, M Carling, Jeremy Keil and Dr. James Lark.

Regional Alternates: Emily Salvette, Chuck Moulton, Trevor Southerland, and Richard Burke

Regional representative Michael Gilson deLemos (aka MG) was not in attendance.

Regional alternates Tim Hagan, Tony Ryan and Mark Cenci were not in attendance.

Acting Chief of Staff and Director of Communications Shane Cory attended.

General Counsel Bill Hall attended starting in the late morning.

Also attending were Sean Haugh (ED NC), Daniel Cloud (*LP News*), Robert Kraus, Chris Thorman, David Sten (Chair Maryland LP), Brett Peterson (Treasurer, Cecil County MD LP), Lorenzo and Susan Gaztañaga, Todd McGreevy (Davenport, IA) John LaBeaume (Washington DC), Tim West, Dianne Pilcher, Rod Severson, Katie Berger, Pere Garlinghouse, Lorena Seitz, Sara Neugroschel, Kelly Kohut and Matt Dailey.

For completeness, the following table lists the composition of the current LNC as accepted at the May 31, 2004 meeting, and as subsequently amended.

Region	Affiliates	Representative	Alternate
Region 1, East	Maine, New Hampshire, Vermont, Massachusetts, Rhode Island, New York, Connecticut, New Jersey	Dan Karlan, New Jersey	Mark Cenci, Maine
Region 1, West	Alaska, Washington, Montana, Wyoming, Idaho, Colorado	Ed Hoch, Alaska	1 st : Joseph Thompson Colorado 2 nd : Mike Fellows Montana
Region 2	California, Oregon, Hawaii	Aaron Starr, California M Carling, California	1 st : Scott Lieberman California 2 nd : Richard Burke Oregon
Region 3	Indiana, Michigan, Ohio, Kentucky	Dena Bruedigam, Ohio	Emily Salvette Michigan
Region 4	Georgia, Florida, Alabama, Mississippi, Tennessee, North Carolina, South Carolina	Michael Gilson deLemos, Florida	Trevor Southerland Tennessee
Region 5 West	Wisconsin, Illinois, Minnesota, Iowa, Missouri, North Dakota, South Dakota, Nebraska, Kansas	Jeremy Keil, Wisconsin	Tony Ryan, South Dakota
Region 5 East	Virginia, Maryland, Delaware, West Virginia, District of Columbia, Pennsylvania	Jim Lark, Virginia	Chuck Moulton Pennsylvania
Region 6	Nevada, Texas, New Mexico, Arizona, Utah, Oklahoma	George Squyres, Arizona	Tim Hagan, Nevada

Public Comment

Lorenzo Gaztañaga welcomed the LNC to Baltimore. The LNC noted and thanked Lorenzo for the hospitality suite of Friday evening.

Sean Haugh noted the LP had been kicked off the ballot in NC and the LP in collaboration with other third parties are striking back by suing the state. The premise is a fundamental one, that NC election law awards special privilege to Democrats and Republicans while imposing special burdens to other political parties. The suit addresses all aspects of election law, not just ballot access.

Richard Burke, Region 2 alternate from Oregon noted a local success in breaking a government monopoly on water supply and distribution after a victory at the polls with 53%.

Consent Agenda

The Kansas City meeting minutes were automatically approved on November 2 in accordance with the provisions in the Policy Manual, there having been no objection to the final version released earlier.

Approval of the Agenda

The group amended the agenda by appending two items to the original (the appended items appear in italics):

Libertarian National Committee November 12-13, 2005

Call to Order	Saturday November 12, 2005	8:30 AM
Moment of Reflection		1 minute
Opportunity for Public Comment		10 minutes
Credentials Report and Paperwork Check (Secretary)		5 minutes
Report of Potential Conflicts of Interest		5 minutes
Approval of the Agenda		10 minutes

Standing Reports

Chair's Report		30 minutes
Treasurer's Report		20 minutes
Executive Session		20 minutes
To receive confidential reports from the Treasurer		
Secretary's Report		10 minutes
EPCC Report		10 minutes

Staff Reports

Chief of Staff Report		30 minutes
Operations Director's Report		10 minutes

Third Party Presentations

Material Sales (Garlinghouse)		10 minutes
LPNews (Millett, Rollins, ADMospheres)		30 minutes

Voter Solutions	20 minutes
EntCo	15 minutes

Action Items previously submitted in writing

Action regarding LPNews and Material Sales	30 minutes
Dues Resolution (Karlán/Southerland)	20 minutes

Reports previously submitted in writing

Campus Organizing Report (Lark)	15 minutes
Ballot Access Report (Redpath)	15 minutes
Strategy 3 Report (Squyres)	5 minutes

Topics for Discussion

2006 Budget Presentation (Nelson)	30 minutes
Status Report of LNCC (Carling)	10 minutes
Office Relocation Status (Colley)	15 minutes
Strategy 1 (Keil)	20 minutes
Program Committee Report (Gilson)	20 minutes
Convention Planning Report (Chair/Lark)	20 minutes

<i>2002 Convention close out with unrecorded Bylaws change</i>	<i>15 minutes</i>
<i>Confidentiality of LNC reports</i>	<i>15 minutes</i>

Action Items

Election of Platform Committee Representatives	20 minutes
Election of Credentials Committee Representatives	15 minutes
Opportunity for Public Comment	10 minutes

Moment of Reflection

Chair Michael Dixon called for a moment of reflection, a practice at LNC meetings.

Paperwork Check

Chair Michael Dixon reviewed the items in the binders.

Report of Potential Conflicts of Interest

Chuck Moulton disclosed two potential conflicts of interest:

Chuck has accepted a position on the Board of Directors of the Libertarian National Congressional Committee, which has recently been incorporated. The LNCC will soon be a national committee of the Libertarian Party raising money to elect Libertarians to State Legislatures and later the U.S. Congress. He will amend this potential conflict of interest statement if he is elected an officer in the LNCC.

Moreover, he has accepted a position on the Board of Directors of the Libertarian Reform PAC. The Libertarian Reform PAC is a political action committee raising money to support the Libertarian Reform Caucus, whose mission is to reform the Libertarian Party platform, membership certification, and strategy by lobbying delegates to LP National Conventions. It advocates a big tent Libertarian Party focused on realistically electing incrementalist libertarians to public office, and removing the current institutional impediments that frustrate that end. <http://www.reformthelp.org/>

No other conflicts of interest were reported since the last meeting in Kansas City, MO.

Officer Reports

Chair's Report

Chair Michael Dixon began his report noting this was a 'very interesting quarter' that featured a 'lot of change'. Shane Cory has been instrumental in analyzing the pathway of how to move forward and making that happen.

A key component of that boils down to 'training our people'. That is key not only for staff, but for our relationships with affiliates now in the wake of the zero dues proposal which included initiatives for training and other support.

Michael asked the chairs of two states on hand to comment on their actions in response to the zero dues proposal.

Aaron Starr of California said they have implemented a new dues structure: \$25 introductory membership and \$50 for the second year and beyond. These actions put California ahead of the curve in getting its members to establish a relationship with the state party. For years that relationship had primarily been with the national party, and California is now aggressively trying to convert those members.

Mark Rutherford of Indiana said they reacted positively to the zero dues proposal. This has caused IN to reevaluate its Bylaws in terms of determining who is a member, or a delegate or an activist. In addition, IN has acquired a very capable development person whom the LPIN has contracted with for 10 hours per week.

Michael also noted some of the other major changes include Shane Cory having made great strides in developing a suite of online training courses for candidates and other Libertarians.

Further, Mark Rutherford, the chair of the Fundraising Committee, has succeeded in collecting some large checks and reestablishing conversations about large checks.

Michael also reported he has had more media contacts in the last 90 days than ever before. Sam New had been tasked to make media contacts, and the outcome was a dramatic up tick in media inquiries. His last interview was the most bizarre – the question was "Does the legalization of gay marriage lead to legalization of polygamy?"

Michael indicated that he has spent much time worrying about the legal implications of our changes. Yet he noted that while we may have the smallest staff ever, productivity seems to be as great as ever. He also noted that he has tried to impress upon people that staff turnover has substantial costs, and that the turnover has led to an important loss of institutional memory.

The most important items over the next 90 days include "implementing these changes and making the convention revenue-neutral."

Treasurer's Report

Mark Nelson's treasurer's report is attached as Appendix A.

Mark noted that despite recent success, the big picture reveals the LNC isn't generating enough revenue to cover expenses. We have about \$13k in cash (plus some additional assets) and about \$90,000 in payables.

Mark called for the LNC to establish metrics to be tracked and reported, and directed staff to report those metrics. The primary metrics in Mark's opinion are the revenue and associated expense items.

Mark also cited problems in posting outreach revenue which results in individual revenue lines being misrepresented. Accounts payable remains suspect.

Mark cited additional concerns that the convention might not break even.

Shane Cory has reversed a problem identified with the pledge program. When Mark's personal pledge did not go through, he was told the problem lay with his credit card. It turns out it was an item the office could correct.

Moreover, a large check sent late in 2004 to HQ apparently was lost and was not cashed until recently discovered.

Mark encouraged the LNC to 'get an executive director' soon and to 'get a spine'. By that he means to 'do the work, make the decisions, take the action and deliver on commitments.'

Secretary's Report

Bob Sullentrop reported:

- He has produced a Delegation Chair's manual for 2006 that has been reviewed by Dan Karlan and Emily Salvette. The manual and an associated FAQ document are available at <http://lp.org/organization.shtml>. The document awaits updating with 12-31-2005 membership data to complete the delegate allocation calculation. The document includes new forms for amendments, region formation and messages.
- His request in LP News for volunteers has garnered no takers so far, although Dr. Lark indicated that he had confidence the LP Oregon would provide capable volunteers for this purpose.
- He has updated the Credentials Committee software to include 'Delegates Registered in Attendance' and 'Delegates Registered not in Attendance' to reduce the quorum requirement late in the convention. This terminology dovetails what is expressed in the Bylaws, but may not prevent a challenge in as much as precise meanings in Robert's may be ascribed to 'session' versus 'meeting'. Emily Salvette has reviewed the software and suggested additional changes.
- He has created software to assist in preparing amendments to the Bylaws, Platform Planks and Convention Rules for overhead display.
- He has reviewed and updated vote tabulation and projection software
- He expects a printer/copier and PC to be provided as in Atlanta.

- That Credentials Committee nominees include (as of November 6):

Emily Salvette, Gary Johnson, Jack Tanner, Dena Bruedigam, Michael Houze.

The Chair asked Bob to provide Jim Lark a list of needs for convention planning including tables and chairs, computers, cables, printer/copiers, and so on.

Employee Performance and Compensation Committee (EPCC)

Admiral Colley noted he “has not found the right person” yet. The LNC decided in Kansas City that finding the right person was an imperative.

Admiral Colley indicated that even if the right person were found to serve as ED, the LP doesn't have the funds to hire an ED at this time.

Admiral Colley's EPCC report is attached as Appendix D.

Staff Reports

Executive Director's report

Shane Cory presented the Executive Director's and HQ reports attached as Appendix B.

To start, Shane noted he's been very busy since the Kansas City LNC meeting. He was especially pleased with recent direct mail return rates. Excluding the 'found check' and another major donor, October's contributions exceeded budget by \$14k, amounting to \$124k.

Pledge income has been increasing \$700-\$1000/month.

At this point the LNC provided time for prospective vendors to address the group describing their ideas and proposals for outsourcing various activities and products of the LNC. These presentations are detailed in sections that follow starting with 'Webb Garlinghouse' and ending with 'Terry Quick'.

Presentations

Meeting time was provided to hear from prospective vendors for a variety of products and services the LP is outsourcing.

Webb Garlinghouse, National Electronic Type, 'LP Stuff'

Webb Garlinghouse of National Electronic Type of Topeka, KS, declared he wanted his firm to be a source for the fulfillment of printed products including: t-shirts, hats, pins, brochures, ball caps and 'stuff'.

He pointed out his firm had produced the “*New Vision for America*” brochure. Moreover, his firm would build, host and manage LPStuff.com.

According to the prospective agreement, the LP would have a 'say' in the design of logos and items in the design stage. In response to Dr. Lark's question, Mr. Garlinghouse indicated that the LNC would have veto power in this matter.

National Electronic Type would design, promote, distribute, and fulfill orders for products. His firm wants a commitment for five years. National Electronic Type would buy our existing inventory of 'stuff', but we would need to buy it back remaining inventories after six months.

Brandon Millett, Kidron Publishing, LP News

Brandon Millett of Kidron proposed to have his firm assume the publication of, *LP News*.

The Kidron team would include:

- Brandon Millett, the CEO of Kidron Publishing, is also the Editor of *The Verdict*, a publication that investigates and reports on government corruption. He is a PR consultant to companies and non-profits and a trained media spokesman having had his own radio show. In addition, he has experience as a direct mail consultant and political strategist.
- Wesley Millett, Brandon's father and predecessor in the firm, has particular expertise in advertising. In addition, he has experience as a direct mail consultant, developer of marketing plans, business manager, newsletter publisher and a ghost writer for trade publications.
- Daniel Cloud is the Editor of *LP News*, and is an award winning reporter, editor, and photographer with newspaper experience on the *The Chattanooga Outlook* (TN), *The Daily Citizen* (GA) and *Herald-Chronicle* (TN).
- Steven Wilson is a senior financial officer with 13 years of business management experience who has managed multi-million dollar non-profit and for-profit organizations. He has expertise in budgeting, accounting, administration and human resources.
- Kidron Strategies is another arm of the Kidron relationship. They are an established public relations and political consulting company with expertise in campaign management, lobbying, strategic planning, marketing and business development. Kidron Strategies has partnered with noted political and corporate consultant Arthur Finkelstein.

Kidron offers a set of core competencies and says they are committed to limited government as we are.

Kidron would:

- Keep existing subscription commitments
- Publish 12 issues in 2006
- Retain current Editor, Daniel Cloud
- Charge LP lowest possible ad rates
- Keep LP membership list confidential
- Provide LP Chairman with monthly column
- Maintain fidelity to LP principles
- Expand subscription base through comprehensive marketing plan
- Aggressively pursue new advertisers
- Charge LP "at cost" rate of \$7.17 for existing members and for new donors
- Charge LP discounted rate for *LP News* subscribers who become LP donors

The LP would:

- Pay costs of fulfilling existing subscriptions (\$67,401) in 6 payments, first of each month, beginning December 1
- Advertise and promote transfer of ownership
- Provide membership database upon execution of contract
- Provide Kidron access to LP legal counsel to ensure FEC compliance
- Provide Kidron access to membership staff
- Pay advertising and subscription costs in advance of publication
- Endorse *LP News* as the “official” publication of the LP

In addition, Kidron would nurture an ‘aspiring author program for Libertarians’ by helping establish ISBN numbers and promote via Barnes and Noble.

Kevin Rollins, *The Libertarian Insider*

Kevin Rollins’ idea is to create a publication for everyone involved in the production and marketing of liberty. He proposes a trade journal analogy. He already publishes the *Free Liberal* magazine, an attempt to speak to democrat liberals persuading them that freedom, rather than government, provides a better means of solving America’s problems.

As an example, *Mid-Atlantic Brewing News* is a publication for everyone involved in the microbrew industry in this part of the country, from brewers and pub owners, to sophisticated beer lovers. It provides information on the new beers and ingredients, brew master personnel changes, and what events are happening in each locality.

Similarly, a “Liberty Entrepreneur” would be interested in the “Market Conditions” (by way of the Political Environment), the “Supply Chain” (the Libertarian Movement), “Product Development” (Theory and Policies) and “Marketing Strategy” (Political Tool Bag)

The *Libertarian Insider* would include sources of: Campaigns and elections, legislative and lobbying activity, court cases and regulations, public opinion, leaders, activists, academics, candidates, think tanks, political groups, and media.

The *Libertarian Insider* would include intellectual ammunition (history and facts, economic and political theory, research) and policy proposals (workability and salability, and pros and cons).

The *Libertarian Insider* would include a political tool bag with tips on starting an organization, raising money, building a team, developing candidates, working with the press, coalition building, and lobbying.

All of these items would be useful to seven of the 20 planks of our strategy plan:

- Strategy 3: Direction and Destination
- Strategy 7: Better and More Qualified Candidates
- Strategy 10: Increase the Support Base
- Strategy 13: Training Candidates and Campaign Managers
- Strategy 14: Internal Education
- Strategies 15 and 16: Outreach to Public Opinion Leaders and Friendly Groups

Kevin Rollins has experience publishing nine issues of the *Free Liberal* over three years conveying the idea to liberals that liberty and community aren’t mutually exclusive. Liberty is a good and it also leads to other good things. He has been:

- A Candidate, Campaign Manager, Volunteer
- A Chairman of LP of Buncombe County, NC
- A “Top Volunteer County” and “Most Active County”
- A recipient of hundreds of press mentions

- Ran for Asheville City Council at age 21 with Asheville Freedom Team

He has had political training at Leadership Institute including

- Campaign Leadership School
- Public Relations School
- Applied Public Relations School
- Student Publications School
- Legislative Project Management School

The details of the proposal include:

- Editing and Printing: \$75,000
- 4-color process: + \$6,000
- Mailing (Labeling and Sorting): + \$7,000
- Postage: \$45,000 - \$75,000
- TOTAL OUTLAY: \$133,000 – 165,000

Todd McGreevy, *Libertarian Life*

Todd McGreevy is the publisher of Davenport, IA's *River Cities Reader*.

Todd's notion for the publication applies a contemporary frame to a simple set of propositions that include: Liberty, choice, inspiration and tools (or the top four reasons to pledge to the Libertarian Party).

The notion of Liberty is that the LP watches America's back to keep government *out* of your wallet and *out* of your bedroom.

The notion of Choice is that the LP invests your pledge to win elections and break the deadlock of America's two-party system – *in your lifetime*.

The notion of Inspiration is that the LP subscribes you to *Libertarian Life*, the "Utne Reader" of the *libertarian think* across America.

The notion of Tools is the state-of-the-art maps, in-depth metrics and dynamic web services which are the barometer of Liberty in America.

As examples of articles, features and ideas include:

- o "Clint Eastwood and how Hollywood Shapes American Values"
- o Liberty meter, assessing the impact of judgments and laws
- o Ballot access, a US map showing where the LP is on the ballot and focusing on what obstacles are in place in the remaining states.
- o A reality TV show featuring the challenges LP candidates face

Libertarian Life would be published nine times per year and under an initial two year contract.

The LP would provide content for up to 62 pages per year.

The LP would mail 40k to 75k copies of the new publication to potential donor lists and offers *Libertarian Life* as a premium subscription for new donors.

McGreevy would provide turn-key publishing including expenses for all content, editing, design, production, marketing, sales, printing, postage and website.

The LP would pay McGreevy's publishing company \$250k per year.

Terry Quick

Terry Quick is the 2006 Portland, OR convention planner. Mr. Quick has managed conventions and events for anywhere from 2 individuals up to 5000. A large current client is the western Professional Insurance Association that encompasses 11 states.

Mr. Quick noted a key component of effective convention management, in addition to preparation, is to provide timely, correct information to the conventioners -- correct reservations, correct airport information, correct information to volunteers and so on.

Mr. Quick presented a timeline for convention planning targets and activities.

Richard Burke, the Executive Director of Oregon, requested a weekly conference call with Mr. Quick to better communicate upcoming activities. Mr. Quick readily agreed to Richard's request.

Special Announcement

The Chair committed to the minutes that the LNC acknowledges this Veterans Day weekend, and recognizes and thanks all veterans for their gallant service. Within our own ranks, that included Shane Cory, Admiral Michael Colley and R. Lee ("Emery") Wrights.

Staff Introductions

Before breaking for a late lunch, the many staff members who had assembled in Baltimore from nearby Washington, DC, introduced themselves:

John LeBaume Development

Chris Thorman, Development Coordinator

Katie Berger, Development

Robert Kraus, Director of Operations

Pere Garlinghouse, Development

Lorena Seitz, Development

Sara Neugroschel, Development

Kelly Kohut, Development

Matt Dailey, Policy Analyst

In turn, the LNC members introduced themselves.

In particular, Lorena Seitz graces the home page of lp.org.

Staff Reports, Continued

Returning from these presentations, the staff reports continued ...

Shane logged in to www.lp.org/lis, the website for the upcoming Libertarian Leadership School that will be unveiled and rolled out officially at the LSLA Conference in January in Phoenix. The website provides online training courses to Libertarian activists, candidates and members on topics ranging from 'Ballot Access' to 'Personal Health and Presentation' to 'Candidate Recruitment' to 'FEC Compliance' and so on, about a dozen in total.

The website would be available 24x7, and instructors are available as well to provide assistance. Instructors include Marc Montoni, Bill Redpath, Steve Gordon, Matt Dailey, Joe Starrs and others.

The cost to the LP is \$40 per course, paid to the instructor. The LP is considering selling endowments as a means of providing scholarships. There are weekly quizzes, and the best students will be recognized at LP conventions.

Shane is also working with Jeremy Keil on branding / market research initiative, a voter vault (get out the vote) initiative and upgrading the website to provide a better focus for candidates and campaigns.

Robert Kraus highlighted updates within his area. A complete account can be found in Appendix B.

George Squyres praised Shane's work on the Libertarian Leadership School, but called for the LNC to meet what he perceived as part of the zero-dues resolution in KC to provide training, particularly at the LSLA conference in January and specifically on filling out FEC forms for states and campaigns. George's motion was ruled out of order since the time allotted for staff reports had expired.

At this point the LNC went into executive session

SUNDAY

Agenda Change

Mark Rutherford moved to rearrange the agenda placing those items with actions forward in the list. It passed without objection. The order is reflected in the section headings that follow.

LP Material Sales

George Squyres moved to outsource materials sales to Mr. Garlinghouse's firm subject to a contract that proves acceptable to our legal counsel and Chair, a contract that would be executed by the Chair.

Mr. Starr expressed a concern about the long term (5-year) commitment. Dr. Lark expressed a concern about unduly encumbering affiliates by this arrangement.

George's motion passed without objection.

LP News

George Squyres moved to outsource *LP News*.

The motion failed. *LP News* will be retained in house.

LP News Recast

Mark Nelson moved to eliminate *LP News*. January 1, 2006 and be replaced by a 'slick, informational bulletin without advertising, like Joe Bast's *Heartlander*'.

M objected to the consideration of this measure as a 'waste of time' at this point. M's motion needed 2/3 to pass. In a 10-5 vote, the measure passed and the issue was not addressed.

Dues Resolutions

Two dues resolutions had been circulated via e-mail prior to the meeting.

Dan Karlan, acting upon the request of the Massachusetts affiliate, was going to move:

That both UMP I and UMP II be re-instated as they were prior to the August 2005 LNC meeting, and that dues be set at \$30 effective January 1, 2006.

Trevor Southerland was going to move:

Resolved; the LNC sets membership annual dues to \$0.0001 to be paid from a restricted membership fund.

Jack Tanner agrees to donate \$100.00 to the restricted membership fund to prepay for 1,000,000 members at \$0.0001 each.

George Squyres objected to the consideration of both motions. By a vote of 10 – 5, the motion to object to consideration satisfied the 2/3 requirement and neither motion was broached.

Convention Committees

Article 13, Section 7 of the Bylaws is as follows. This passage will be useful to the following two sections.

There shall be a Platform Committee, a Bylaws and Rules Committee and a Credentials Committee for each Regular Convention. The National Committee shall appoint a temporary chair of each committee to serve until each committee selects its own chair.

- a. *The Bylaws and Rules Committee shall consist of ten Party members appointed by the National Committee no later than three months before a Regular Convention. No more than five of these members shall be members of the current National Committee.*
- b. *The Platform Committee shall consist of 20 members selected as follows:*
 - *One member by each of the ten affiliate parties having the largest memberships as determined for Convention delegate allocations. These members shall be selected no later than the last day of the fifth month prior to the Regular Convention.*
 - *Ten members appointed by the National Committee, including no less than five members from states other than the ten having the largest Party memberships. These members shall be appointed no later than the last day of the fifth month prior to the Regular Convention.*
- c. *The Credentials Committee, composed of ten members, shall be selected as follows:*
 - *Five members chosen by the National Committee.*

- *One member by each of the five affiliate parties having the largest memberships as determined for Convention delegate allocations. These shall be selected by each of the affiliate parties no later than one month prior to the Regular Convention.*
- d. *Ranked alternates may be named by the appointing bodies to fill any vacancies in the Convention Committees.*

Platform Committee

In accordance with the above, the Bylaws provide for the creation of a Platform Committee of size 20, 10 of which are named by the LNC. Nominees for the Platform Committee included:

- George Squyres AZ
- David Aitken CO
- Robert Murphy OK
- Lorenzo Gaztanaga MD
- Trevor Southerland GA
- David Owens PA
- Jim Duensing NV
- Greg Clark WA
- Adam Mayer OR
- Beatrice Jones SC
- Chuck Williams SC
- Lee Wrights NC
- Bill Van Allen, Jr. FL
- Michael Gilson deLemos FL
- Donny Ferguson VA
- Tim West WV

As with the Bylaws Committee, the voting methodology provided for positive and negative tallies for candidates. Only those with positive net votes were to be eligible for membership on the Platform Committee.

Nine were elected outright:

Lorenzo Gaztanaga MD	13
George Squyres AZ	12
David Aitken CO	12
Robert Murphy OK	11
Trevor Southerland GA	11
David Owens PA	11
Adam Mayer OR	11
Tim West WV	9
Donny Ferguson VA	8

Tied for the 10th and final slot were:

Jim Duensing NV	7
Greg Clark WA	7
Chuck Williams SC	7
Lee Wrights NC	7

Others included:

Beatrice Jones SC	3
Bill Van Allen, Jr. FL	1
Michael Gilson deLemos FL	-8

Lee Wrights won a runoff election for the final slot with 12 votes.

In that runoff, alternates were ranked as follows:

1st Alternate: Chuck Williams (3 votes)
 2nd Alternate: Jim Duensing (1 vote)
 3rd Alternate: Greg Clark (0 votes)

From the original vote, the remaining alternates are:

4th Alternate: Beatrice Jones
 5th Alternate: Bill Van Allen, Jr.

George Squyres was nominated to be the interim chair of the Platform Committee. The LNC passed that motion. The Platform Committee will choose its chair.

There is a stipulation in the Bylaws regarding the composition of this Committee based on membership from the largest states. This can be assessed in January after the delegate allocation for the convention is determined using 12-31-05 membership data.

Credentials Committee

The Bylaws provide for the creation of a Credentials Committee of size 10, 5 of which are named by the LNC. Nominees for the Platform Committee included:

Nominees included:

Emily Salvette (MI)
 Gary Johnson (TX)
 Jack Tanner (FL)
 Dena Bruedigam (OH)
 Michael Houze (IN)
 Ronda Birr (OH)

The votes:

Emily Salvette (MI)	16
Dena Bruedigam (OH)	15
Gary Johnson (TX)	14
Jack Tanner (FL)	13
Michael Houze (IN)	8
Alternate:	
Ronda Birr	7

Emily Salvette was nominated to be the interim chair. She was elected unanimously. The Credentials Committee will choose its chair.

There is a stipulation in the Bylaws regarding the composition of this Committee based on membership from the largest states. This can be assessed in January after the delegate allocation for the convention is determined using 12-31-05 membership data.

Payables Prioritization

Aaron Starr moved that “no UMP Payments shall be paid to state affiliates while undisputed payables to vendors exist that are more than 30 days past due”.

The motion failed 7-7 with two abstentions.

Reports Previously Submitted in Writing

Campus Organizing

Dr. Lark's report is included as Appendix C. One highlight involves Jim's work with the Advocates for Self-Government, which is interested in helping Libertarian students becoming successful communicators of the ideas of liberty.

Topics for Discussion

Convention Report

Michael Dixon reported the schedule for the convention is as follows:

- Wednesday-Friday, June 28-30, Convention Committee meetings, scheduled when Committee Chairs so desire.
- Friday, June 30, constituency group meetings that may materialize. This includes college students, pro-life, pro-choice, pro-war, anti-war, bisexual and gay Libertarians, Small Business Initiative, LP women, veterans, bloggers, state treasurers, chairs and so on. Any group must commit to using the facilities acquired and suffer a cancellation penalty if reneged.
- Friday, June 30, reception
- Saturday and Sunday, July 1 and 2, business sessions. (Note: This implies the membership numbers to use for delegation allocation are those from 12-31-05 rather than November's).
- Sunday, July 2, evening banquet
- Monday, July 3, Torch Club breakfast.
- Monday, July 3, LNC meeting, scheduled to end by noon.

The committee voted without objection to appoint Richard Burke to the Convention Oversight Committee as the replacement for Chris Farris.

The slate of speakers for the convention has yet to be determined.

At this point the LNC went into executive session

The LP of Oregon will provide a host of volunteers to perform useful services such as binder assembly, registration and so on.

The Chair reiterated that expense and revenue transactions for the convention will be separated from those of Party operations.

M Carling moved the LNC authorize up to \$15k for convention expenses during the 2005 budget year. The motion passed.

Dr. Lark asked the committee to express its appreciation to Adam Mayer and spouse Christiana for their ongoing help for the convention. Michael Dixon agreed with Dr. Lark's suggestion.

LNCC

M Carling had reported prior to the meeting:

The gestation of the LNCC has progressed. All seven Incorporators (Ben Brandon, M Carling, Ed Clark, Judge Gray, Jim Lark, Bill Redpath and Mark Rutherford) have signed the Articles of Incorporation. However, the Articles of Incorporation cannot be filed with the DC corporations office until Michael Dixon, in his capacity as LNC Chair, signs a letter prepared by Bill Hall approving the use of the name Libertarian National Congressional Committee.

At the meeting M reported he secured Michael Dixon's signature on Saturday. The next step is for the members of the board to approve the bylaws. See LNCC.org for more information.

Office Relocation Status

Admiral Colley reported that with seven weeks left until the end of the office contract, negotiations continue. The landlord thinks the building is a 'Class A' property and thus should command a \$3 / sq ft premium in the DC market.

Admiral Colley believes he can acquire the new space at the same rate that is in the current proposed contract. Dr. Lark mentioned that at the May 2005 LNC meeting, some staff members suggested that the proximity of the Watergate to George Washington University provided easy access to a pool of interns that would be lost by moving the headquarters. The value of that type of access was estimated in May to be worth \$45 -50k per year.

The relocation negotiation continues in the capable hands of Admiral Colley. While the hour may be nigh, the hand is steady, the resolve is firm, and the demeanor is resolute and confident. (*Secretary's note: My money's on the Admiral – damn the torpedoes, and all that*).

Ballot Access

Bill Redpath submitted a report that can be found in Appendix E.

Bill noted the October 31 fund balance stood at a deficit of \$14k. He expects that after returns from the ballot access letter the fund will go positive in November.

Bill provided a quick recap of key states and their ballot access potential.

- Arkansas: Ballot access may be achieved with a 3% vote for governor
- Illinois: 25k signatures are required, or 5% in a governor's race for full party status.
- Maine: 4k signatures
- Massachusetts: 10k valid signatures, by August 1
- Nebraska: A statewide slate makes ballot access highly likely, or 4735 signatures
- New Hampshire: 3k valid signatures required
- New York, 15k signatures or 50k votes for governor (outlook for the latter not good)
- North Carolina: a lawsuit is underway that is gaining momentum and widespread support, or 67k raw signatures
- North Dakota: 7k signatures or 5% from the Attorney General or Secretary of State races.

Bill Redpath moved: Under the conditions that: If a positive ballot access fund balance exists, and with the approval of chair, and if the possibility of gaining ballot access through 2008 is likely, then financial assistance to such states is approved.

The motion passed.

Strategy 3 Report (Platform)

George Squyres provided a very brief report on Strategy 3, essentially noting that the platform website (lpconvention.org/platform) is up and running and has been attracting notice and posts. The platform is online at http://www.lp.org/issues/platform_all.shtml.

Strategy 1 Report (Branding)

Jeremy Keil, working with Mick McWilliams, a volunteer and former Microsoft employee, reported efforts are underway to conduct a survey in support of the branding initiative. The survey aims at identifying who the libertarians in America are, where they are and what they are particularly interested in. The sample size is 1000 of randomly selected members of the electorate.

The cost of the survey is \$16.7k. The fund balance for this activity stands at \$20k. Bill Redpath suggested Scott Rasmussen as an alternate supplier for the service. Jeremy noted that he had canvassed the market and the \$16.7k was as lower than any other bid and that Nick McWilliams was providing his services at cost.

Jeremy moved to allow this project to move forward with the stipulation that costs of the survey not exceed the fund balance.

Mr. McWilliams is a former market research executive with Microsoft, and is now employed by MSI.

The motion passed without objection.

Program Committee

Since MG was not on hand, there was no report on the Program Committee. The Program Committee is established by the Bylaws to recast up to 10 platform planks in a form that is marketable to the US mainstream.

Aaron Starr moved to remove the current members of the Program Committee.

After some discussion that noted deliverables from the Program Committee for the past three years, the motion passed.

George Squyres nominated Sean Haugh as a member of the Program Committee. M Carling nominated Bruce Dovner. After the Chair called for an LNC member to act as chair for this Committee, Dena Breudigam volunteered.

The slate of Sean Haugh, Bruce Dovner and Dena Breudigam as chair was elected.

2002 Convention

Dan Karlan who has undertaken the task of constructing the 2002 Indianapolis Convention minutes from notes he and Steve Givot had, noted that on July 3 2002 a Policy Manual provision passed. It stated: Special agreements with states require the approval of the full LNC. Mark Nelson had so moved.

Further details are sketchy. The section is annotated with 'ASDF', which was Steve Givot's code to denote that 'something happened'. The affected section was Article 2, Section 7.

Jim Lark noted that it is his recollection that such a motion passed.

Bob Sullentrop noted a Bylaws change from the same convention requiring a 7/8ths majority for accepting a delegation or delegation members at a convention has already been incorporated in the most current version of the Bylaws.

The LNC decided to have Mr. Karlan come back to the committee at the next meeting with a specific recommendation as to where in the Policy Manual the motion should reside.

Further, Dan Karlan had a package of notes from the 2002 Indianapolis convention which he delivered to the Chair (in broad daylight and with plenty of witnesses).

Finally, Dan reported that Geoff Neale resigned as Bylaws Committee Chair in protest over the LNC's decision to set dues at \$0, and the Judicial Committee's ruling, or refusal to rule, on the matter. The issue is one Geoff believes to be in violation of the Bylaws. Dan wanted the committee to 'just know about it' since Dan, as the ranking member of the Committee, can act as interim chair until a new chair can be named.

Report Distribution Security

Chuck Moulton, though not in attendance at this point in the meeting, raised the issue via Michael Dixon serving as proxy, of report security. Some of the Baltimore meeting's reports ended up on blogs before the meeting. In as much as the information contained financial data, the reports perhaps should not have appeared on blogs before the LNC had a chance to digest, review and comment.

The consensus was this is a tricky area. We cannot mark too many documents as 'Confidential' lest we conceal too much of our operations and plans to our members who have an interest in knowing. For that

reason, the default status of documents should be 'open', and the committee calls upon information producers to pay the requisite attention to this matter and label their documents accordingly.

2006 Budget

Staff had submitted a budget to Mark Nelson which he reworked and presented to the LNC. The initial goal of this presentation was to present the numbers to the LNC to increase their comfort level and understanding. The plan was to then vote on the matter by mail.

During the discussion, line items for affiliate development and campus organizing were added.

Jim Lark noted that the Committee should articulate a set of goals for 2006 and prepare the budget to achieve those goals.

M Carling initiated a proposal that after discussion and tweaking moved to commit the writing and the passage of budget to Executive Committee, with the following stipulations:

- That the EC distribute to the full board by December 1 its proposed budget,
- That the LNC would have one week to comment on the budget,
- That the EC would rework the budget in light of the comments.

Though this was not part of the motion, the expectation was set with the Committee that the budget would include explanatory text in addition to numbers.

Dr. Lark requested the EC provide the LNC with a description of the LNC goals for 2006 that the EC used to prepare the draft. Mr. Dixon indicated that this would be appropriate.

The motion passed.

Membership Card

Mark Nelson noted that the Policy Manual obligated the LNC to provide membership cards to new members. With zero dues set to take place, this obligation would continue with no means of funding. The relevant section is Article 2, Section 4 on page 12 of 41.

Dan Karlan moved to delete Section 4 in Article 2. of the Policy manual, and the motion carried.

Resolution of Thanks to Baltimore

Bob Sullentrup, on behalf of the LNC, expressed his thanks and appreciation to the Party members of Baltimore and Maryland for their gracious welcome, hospitality and additional events they organized.

Announcements

The Chair announced that Audit Committee chairman M Carling had resigned, and that he (Mr. Dixon) had named Bill Redpath to replace M on that committee.

Adjournment

The meeting ended at 2:04pm.

Next Meetings

The schedule for subsequent LNC and national meetings is as follows

2006 Q1 meeting	March, 11-12, 2006	tba, Florida (or New Orleans, or Charlotte, or Tucson)
2006 Q2 meeting	June 30, 2006	Portland, OR
2006 New LNC	July 3, 2006	Portland, OR
<i>LSLA (State Chairs)</i>	<i>Jan 27-29, 2006</i>	<i>Phoenix. Contact George Squyres.</i>

Treasurer's Report

The October 21, weekly LNC Update provides a good opportunity for a preliminary Treasurer's report. Corrections are being made to the September financials. I will forward them to the LNC, with comment if necessary. Preliminary financials for October may be available at the meeting.

Despite the "incredible" response to the recent letter, the big picture is that the LNC isn't generating enough revenue to cover expenses. The September Balance Sheet reported Accounts Payable over \$95,000 in excess of cash available. This is an increase from August.

The "facts" presented in the Weekly Update are technically accurate; however, they are not measures the LNC has traditionally reviewed. There is a long term pattern in staff/board relations – only the most optimal "facts" are reported. I am insisting that the same data points be consistently reported.

The increase in the new pledges is a positive sign, but this also isn't a typical metric. The typical reporting metric is the gross Pledge dollars collected. Pledge Revenue did increase in September (\$4,000), but is still well below pre-Raiser's Edge installation and Budgeted levels. Because of the continued problems with the Pledge, I took an active role in monitoring the Pledge in October.

Rather than report a narrow data point within the Pledge, the LNC would be better served by a complete recap of the internal problems that created the sustained drop in Pledge Revenue. The Pledge deterioration clearly illustrates several shortcomings in our current operations.

The LNC needs to establish metrics to be tracked/ reported, and direct staff to report those metrics. My opinion is that budgetary lines – Revenue and associate Expenses, and the relationship between those lines and the budget, are the primary metrics. If lower level data points are reported, a complete report/analysis, rather than selected data points, should be available to the committee. Whatever the LNC commits to, they must aggressively adhere to. Our current reporting and financial requirements provide a good policy system, but we are ineffective, if not incompetent, in enforcement.

In addition to fundraising metrics, there are several reporting issues that need the LNC's attention. Outreach Revenue is not being posted as budgeted, so individual revenue lines are misrepresented. The total revenue should be accurate. I have begun reviewing the daily revenue log for accuracy.

There are continued problems with the expense coding associated with revenue streams. In the 3rd quarter expense journals, roughly 10% of the Outreach, Contributions and Membership transactions are questionable. Again, the total expense lines should be accurate.

There are continued questions on the Accounts Payable. All outstanding invoices are being copied for my review. Additionally, there is no method to gauge how much has been purchased but not invoiced.

Budget:

Roughly, the 2nd week of September, staff was directed to prepare a draft budget. This was to help with ongoing coding problems. The draft was to be available for review/refine on September 25, 2005. An EC meeting was to be scheduled shortly after this review. As of this report, a draft budget has not been completed. The unintended consequences of this delay may be good.

Michael Colley is investigating lower cost office options. This is a minor (<5%), but highly predictable portion of our expenses.

Appendix A. Mark Nelson, Treasurer's Report, Baltimore, MD, November 12, 2005

The initial bid(s) indicate that outsourcing LP News may be substantially more expensive than our current budget arrangement. This could be a significant budget line that needs to be accurately budgeted.

The pledge revenue, as a sizable portion (10%+) of our revenue stream should become more stabilized, allowing for better projection of revenue.

It is my hope that staff will provide a draft budget well before the LNC meeting. At the meeting, the LNC can provide direction to the EC. The EC can finalize a budget, and present it to the LNC for approval via a mail ballot in early December.

Other Issues:

In September, staff reported that UMP funds were used to offset a full page LP News ad. This is a violation of FEC regulations. (Staff has been instructed that UMP funds can not be used to offset state generated memberships. Bill Hall has informed, and reinforced, these discussions, as have the FEC consultants.) I directed staff not to deduct the UMP funds for the LP News ad. Staff questioned this decision. Bill Hall and FEC consultants supported me. The LNC may have to absorb this ad's cost.

In September, the LP News distribution was delayed waiting for the CA newsletter. In early summer, Daniel Cloud asked about the co-bundling of LP News with the CA newsletter and CA's inclusion of a fundraising piece. I told him that co-bundling of the two newsletters was contrary to FEC regs, which was confirmed by Bill Hall. Daniel was specifically directed to discontinue the co-bundling arrangement immediately. September was the first I was informed that this did not occur. I have not received confirmation that the practice has been discontinued.

Several 2004-05 UMP checks outstanding (a total of \$5,455.00) were written off without board or officer approval. After to asks, I was given a list of the checks. Many may be duplicate checks, but staff has not indicated which checks are duplicates, and what is owed to the states. Staff stated they were directed to do this by the past ED. I believe that the board's approval to write off checks is required, and that even with the ED's direction, staff should come to the Chair, Treasurer, or the LNC for approval. Staff was especially critical of suggestions to contact states about the uncashed checks that were written off. They have also been slow to research and address an April, 2005 uncashed UMP to TX LP.

The preliminary September membership report indicated a negative number of new subscribers. This is impossible, but staff defended the report. I have not seen a correction. Coupled with prior reports indicating a prospecting letter had a below \$25/donor average response, but the number of donors equaled the number of new subscribers/members, this suggests the membership numbers are not accurate. The variances may not be significant, and may be costly to track.

The staff received an invoice for the Convention Planner. Without funds budgeted, they do not have authority to pay the invoice. They also expressed concern about the convention planner's pricing (this was a no-bid contract), and the need for reporting from the planner.

The staff expressed concerns about Ballot Access expenditures. There is no spending authority for Ballot Access, other than fund raising expenses, with LNC approval of a Ballot Access plan.

The staff reported plans for a fundraising for the proposed educational program. I have significant concerns about doing this without explicit LNC approval of the program, the establishment of policy and the creation of budgetary guidelines. I also have concerns about the educational program's content, focus and implementation. Finally, the LNC should establish clear, concise metrics to measure the program's effectiveness prior to implementation.

Appendix A. Mark Nelson, Treasurer's Report, Baltimore, MD, November 12, 2005

I have several ethical concerns about our fund raising practices and vendor payments.

My questions about the accuracy of fund raising statements have been answered with a "we are trying to raise money," or a "we need to do what is necessary to keep the donors checks flowing" attitude.

My questions about measures for the effectiveness of activities have been answered by statements about the need to do something to keep donors involved.

There is adamancy about sending monthly fund raising letters, not to address the topic of the letters, but to pay ongoing and prior bills. Notably, we are now having discussions about sending out the 2006 annual report, and have not yet paid the printing bill for the 2005 annual report.

Staff indicated they wanted to approach our long term past due vendors to discount the amount due for immediate payment. Bill Hall has advised that this could be an FEC violation. More importantly, I do not see this as a principled business practice.

Action Items:

Unless prohibited from doing so by the chair, I intend to institute a purchase order system. This will allow us to gauge what has been purchased, but not invoiced, and provide a control on expenses.

I suggest the LNC discuss declaring a state of financial exigency. This is provided for in the Policy Manual. At this time, I do not have an opinion on this. The benefits of this action are debatable.

I suggest the LNC review the reporting and financial requirements in the Policy Manual. Few of these are adhered to. I suggest we limit those requirements to those we are willing to strictly enforce.

I suggest the LNC migrate from the current membership / subscribers numbers report to a number of individual donors over time. Since, national political entities operate on four year cycles; I suggest this be divided into yearly segments back through two presidential election years, or a minimum of five years data.

I encourage the LNC to provide staff policy and budgetary direction on the convention, educational programs and ballot access.

With the gap between this LNC meeting and the next LNC meeting, the serious financial circumstances, and the events scheduled, I encourage the LNC to direct the chair to schedule monthly EC meetings to keep the LNC members apprised, and involved, in the decisions.

There have been comments that our financial reports are too complicated. I tend to agree. My efforts to work with staff to simplify and arrange our reports to more directly correlate with the budget lines have not been fruitful. I would like approval to go to an outside contractor for help.

I encourage the LNC to direct the Chair and the employment committee to move forward with the hiring of an Executive Director as quickly as possible. Properly hired, this position should be more than pay for itself, and address several ongoing operational problems.

LPHQ Update

Acting Chief of Staff

by **Shane Cory**

Over the past three months, we've focused first on fixing and improving internal operations along with moving forward with the implementation of zero dues and training programs among other things. As you will see below, we have had an extremely productive three months.

- We are down to a bare-minimum staff with four full-time employees, eight hourly employees and one intern. Jessica Neno Wilson resigned in August to accept a job in South Carolina. Daniel Cloud was converted to a contractor with the same job responsibilities and now works outside of the office.

Sam New has been temporarily tasked by me to serve as the acting director of communications and is performing those duties in addition to his own. Chris Thorman has stepped-up and taken on all of Jessica's former duties showing outstanding results and initiative.

We have hired four new callers since August, Lorena, Sara, Katie and John. Kelly continues to serve in the development department focusing on the pledge program and pledge news. Additionally, Pere Garlinghouse has returned after a semester overseas and is assisting with calling.

Our calling program is fully staffed and showing results. We've increased the number of pledgers each month, knocked out the build-up of renewal calls and have recaptured a great deal of lapsed credit card numbers. As a result of our work, we reduced our credit card decline rate from a six month average of 34% to 16.5% in October.

- In order to reduce expenses, we stopped using an outside consultant to write our direct mail letters, saving \$1,200 per letter. This has shown to be a smart move as our first "in-house" letter has performed well with the high dollar version bringing in a 4.24% response rate with a \$74 average donation. Our current house letter on ballot access started to come in just days ago and looks promising although it is too early to provide statistics. The November letter on the Libertarian Leadership School will drop on the 22nd or 23rd and is also a strong letter.

In addition to our standard house letters, we have mailed renewal letters with the required zero dues language along with inquiry packs. The average contribution on renewals has increased from \$44 to \$50.

Last month we also mailed 150 major donor letters. While the returns are still coming in, the mailing, which was done in house for less than \$60, has brought in over \$8,700 with a 6.7% response rate.

Our total fundraising efforts have improved each month despite the September results. In August our total gross was \$100,811, September was extremely low due to Katrina

Appendix B. Headquarter's Report, Baltimore, MD, November 12, 2005

at \$89,166, and October brought in \$159,307. Our November fundraising goal is \$110,000.

- While we have all been extremely busy with fundraising and operational improvements, we have been able to follow through with our directive to create training programs by creating the Libertarian Leadership School (LLS).

The LLS is an online school that is planned to launch in January after the State Chairs' Conference. Twelve classes are in development and should be ready for audit before Christmas. Each class will have 25 students and we have scheduled 7 semesters for 2006. In total, we have the capacity to train 2,100 libertarians in 2006.

More information will be provided on the LLS along with a course demonstration at this LNC meeting.

We have also moved forward with developing an LP voter identification database. The RNC is particularly effective during elections with its "Voter Vault" which is its brand name voter ID database. The database will give us the ability to identify likely Libertarian voters and, during campaign seasons, our affiliates will be able to print out call and walk lists to accurately target their voter bases. A demonstration of the database will be provided at the LNC meeting.

Below is a month by month summary of our activities.

August:

- Announced zero dues per our instructions
- Prepared and dropped Eminent Domain house letter
- Finished phone type consolidation for Raiser's Edge
- Wrote renewal letters to include zero dues language
- Began planning for training programs
- Solicited bids for the outsourcing of material sales and LP News

September:

- Prepared and wrote zero dues house letter
- Responded to hurricane Katrina by creating a direct giving program for Franklin, LA
- Created the structure for the Libertarian Leadership School
- Reviewed solutions for an LP voter identification database
- Identified a significant problem with our credit card pledge mult
- Finished first draft of the updated New Vision for America
- Began build-up of the pledge calling program

October:

- Resolved credit card pledge mult issues, recouping approximately \$6,000 in revenue
- Prepared and wrote (internally) the ballot access house letter
- Created and launched the LP News survey
- Revived market research survey and completed survey for launch
- Began course development for the Libertarian Leadership School
- Created and launched convention survey

Director of Operation's Report

by **Robert Kraus**

Blackbaud

We are still in process of using all the concessions gained from our negotiated settlement with Blackbaud. We still have a long way to go with on site consultation still owed to us as well as training hours. We are in the process of trying to negotiate some additional training. We should be using both our consultation and training hours by the end of the year.

We have however already exchanged RE:Anywhere software for the Netsolutions software. We are currently still in a test mode since we have only implemented some of the features including on line donations and pledges. We have to further implement some of the member features so that their updates from the web will be processed directly to RE. In addition, Netsolutions offers some enhanced web marketing capabilities that we are still exploring. There are also some frustrating limitations and bugs that Shane can elaborate on.

Consulting assessment – As mentioned in the prior reports to the board the goal of this assessment was to determine exactly what was needed to get LNC's database in good working order. The assessment confirmed what historical information was transferred from the old data base to the new. The assessment highlighted that for an organization that had only been using RE for less than a year, we had a very good understanding of what the program could and could not do. They felt our major needs were in the area of advance training but in general they felt our data base was working for HQ and that most organizations take 18 months or more to come up to the level of skill we gained in less than a year. They felt once we had firm business rules in place, then we could use the additional consulting time to help us set up RE for the next year.

Based on our conversations with their technical experts, we have upgraded our RE program but are still experiencing some problems with queries and exports. We have been testing a program called RE:Que which has significantly sped up the exporting of the DUMPS but still doesn't work as promised. The program was to essentially allow us to schedule all the exports to run overnight. However, the schedule mode of this program is not functioning correctly and is only allow us to run a few exports at a time. We are working with Blackbaud to develop some solutions to this problem to get us to the point where the DUMPS are much more automated than they are now.

We are continuing with the quarterly NCOA on demand with address, congressional district, phone & deceased on all 400k of our records.

Customer Service and Data Dumps

All states are now using the improved "All in One" data dump format that is all inclusive providing up to 35% more records than the old three file data dump had. The dump also includes all the primary preferred phone and email records. We have also finished consolidating these fields and retired the old phone and email types. We have received a number of good positive feedbacks from the States and will be further restructuring the data dump to account for that feedback once the funds and budget lines are established

Appendix B. Headquarter's Report, Baltimore, MD, November 12, 2005

for 2006. The final version of the dump will once again include congressional districts and flags for the signed oath.

In terms of the "office environment" we have increased the number of staff meetings (several a week) and have increased productivity. We have made an increased effort to make sure phones are answered and installed a time clock system to better track hours (for both management and hourly employees). The attitude of all staff is very positive and everyone also enjoyed talking with Adm. Colley about the working situation and what work place policies are needed to place our staff in the "mind set" of working and producing to further our cause.

Financial

In September and October we have been able to return our focus to reviewing various contracts to cut costs and keep spending in check. We have finished evaluating new medical and 401k plans that will cut our benefit costs in half (resulting in about \$25,000 in total savings per year). We are now looking at reducing other expenses by re-negotiating our office equipment leases, workman's comp and liability insurance policies, and our server / computer maintenance agreements.

We continue to work with the Treasurer to assure that both income and expenses are properly booked and that the income reports from Raiser's Edge match up with QuickBooks. Additional prior month adjustments are expected to be made as RE is further corrected for split gifts. Due to the lower than expected income in September, under the advice of the Chair, we further involved the Treasurer in the daily activities of HQ by providing a daily report of receipts along with holding daily phone conferences to discuss payables and cash. The Treasurer is also being supplied copies of all invoices, bank statements and has been granted on line access to our bank accounts.

A/P: We have made terrific progress in reducing the A/P since the last LNC Meeting. In the last report we noted that in order to further reduce payables, a concentrated effort needed to be made on outreach, pledges and direct solicitations efforts, to boost our revenue in the near term.

We are happy to report that primarily due to the last house letter and efforts to boost and fix the pledge program, that current A/P is at it's lowest levels overall since January, down to \$91,000 (from a high of \$125,800 in April). In addition, the aged payables (past 90 days) are down to only \$12,850 from a high of \$41,800 in June.

Acting Director of Communication's Report

by Samuel P. New

The last couple of months have been an exciting time for the staff at National Headquarters. Following the Kansas City meeting, we began preparation for the zero dues transition. Thus far, the preparation for the transition has progressed smoothly from a staff standpoint. Additionally, the news of the change to zero dues has been largely well-received by the membership. Over the past couple of months, staff morale has been extremely high, and office operations have stabilized. In a time of many

transitions Shane Cory has, in my view, demonstrated exceptional leadership, eliminating internal chaos, repairing operational flaws, and overseeing staff transitions. I am looking forward to productive times ahead, as we continue taking the steps that will make the LP a viable political force.

Libertarian Leadership School

Shane Cory recently asked me to take the lead in managing the development and coordinating the logistics of the Libertarian Leadership School (LLS). I am pleased to do so.

At its Kansas City meeting, the LNC directed staff to provide training to the states in specific areas including ballot access, FEC compliance, fundraising, etc. In response, Shane began brainstorming on various methods by which these key topics could be covered. Hence, the idea for the LLS was born.

The LLS will be an online school consisting of six-week courses beginning immediately after the state chairs' conference in January 2006. The types of courses will be divided into three categories: **affiliate courses, campaign and candidate courses, and electives.**

The affiliate courses category will include courses on campus organizing, ballot access, FEC compliance, database usage, and candidate recruitment. The campaigns and candidates courses will include candidate training, campaign fundraising, media communications, personal health and appearance, and scientific message development. The electives group will include, for starters, blogging and member recruitment.

In preparation for the beginning of the LLS, I have devised a calendar that contains vital information including a registration timetable and drop-add periods. Additionally, Shane and I are working to ensure that we have instructors in place, and that course outlines and reading materials are submitted to us for approval prior to the each course's beginning. Finally, I am in the process of creating an email discussion list, so that course instructors will have a venue for discussion for the purposes of sharing ideas. As always, if you have additional ideas for courses, or if you are interested in teaching a course, please let Shane or me know.

Market Research Project

Jeremy Keil, Shane, and I have been working closely with Mick McWilliams, an LP member and former market research executive with Microsoft, to develop a market research survey for the LP. Mick has volunteered his time and expertise to help us, as we identify the methodology by which we can best build a high-quality brand.

The segmentation survey, which will offer respondents a scale of 1-7 to indicate agreement/disagreement with a given statement, is divided into categories regarding economic issues, social issues, and foreign policy. If approved, Mick's new employer, MSI (www.msimsi.com), will administer the survey to a selected sample.

By conducting this survey, we as an organization will be better-equipped to make determinations regarding our most likely voters, members, and contributors. After

viewing Mick's revisions of our survey questions, and seeing the format of the survey, I feel confident that this endeavor will be highly beneficial to the LP as we seek to gain broader appeal.

A New Vision for America

We are nearing the completion of the updated version for the outreach publications, *A New Vision for America*. You will recall from the meeting in Kansas City that this publication was backordered because the existing supply was depleted (substantially during campaign season) and that the original copy and artworks were non-existent. In the past two months, I re-wrote most of this copy, borrowing largely from the original text, and Shane and I dedicated significant time to its revision.

This copy was then submitted to APRC for approval, and I thank Professor Jim Lark for his thoughtful comments. Prof. Lark's proposed changes were administered (I hope to APRC's satisfaction). After receiving additional edits from Daniel Cloud, this document will be re-submitted to APRC for final approval. Following this approval, the entire document can be united with the necessary artwork by an LP contractor, and production can begin immediately.

When a vendor is selected by the LNC to handle the material sales program, this publication will be transitioned to that vendor.

Internship Program

Following Jessica's departure, I assumed managerial responsibilities for the internship program. Through the Washington Semester Program at American University, we were able to recruit Geoff Reills, a college student interested in the LP and in the processes of political parties.

This fall, Geoff has been a substantial player in helping us tackle vital office tasks. Geoff and I hold regular meetings to gauge his interests in various projects, and to determine the ways in which his skills and interests can best be mobilized. Currently, Geoff is working on a project for us in which we strive to obtain a more accurate accountancy of our elected and appointed officials. As with all Washington Semester interns, Geoff's services have come at no cost to the LP.

Communication Duties

As Shane has taken a more active managerial role as acting chief of staff, I have undertaken some of his former duties as Director of Communications. In this capacity, I have written and edited press releases as well as conducted some media interviews. This has been a learning process, but I have been relatively successful, and I look forward to further honing my skills.

Media appearances have lessened somewhat following the spike after the Iraq Exit Strategy, but I was successful in getting Michael Dixon an appearance on a show at a major Charlotte station. All of this occurs, of course, under Shane's direct supervision and administration. As an assigned task in my media duties, I am responsible for the

Appendix B. Headquarter's Report, Baltimore, MD, November 12, 2005

upkeep of the content on LP.org, as well as for monitoring the number of visits to the site. Data regarding unique visits and total number of visitors can be found below.

Month	Unique visitors	Number of visits
May 2005	51035	92195
Jun 2005	96549	163007
Jul 2005	77015	146221
Aug 2005	67770	134251
Sep 2005	82876	155670
Oct 2005	103373	189398

I have also been tracking links from different search engines. Below is a list of links from major search engines to LP.org. The third column represents the number of hits.

Google	4004	72.7 %	4143	72.4 %
Yahoo	788	14.3 %	788	13.7 %
MSN	250	4.5 %	253	4.4 %
Ask Jeeves	123	2.2 %	123	2.1 %
Google (Images)	115	2 %	121	2.1 %
AOL	70	1.2 %	70	1.2 %
Unknown search engines	39	0.7 %	74	1.2 %
Go.com	32	0.5 %	32	0.5 %
Dogpile	26	0.4 %	26	0.4 %
Netscape				

Acting Director of Development Report

by **Chris Thorman**

Since joining the HQ staff in early June of this year, my duties have increased tremendously. Jessica's absence created a void of institutional knowledge that left the staff with no other option but to simply LEARN QUICKLY. For the most part, I have taken over what were Jessica's duties. These include but are not limited to direct mail logistics, extensive use of Raiser's Edge, responsibility for the pledge program (along with help from Shane), managing our calling program, handling customer service issues on the main phone line and the main e-mail address, moderating the LP.org blog and a host of other miscellaneous daily tasks.

Liberty Pledge Program

Appendix B. Headquarter's Report, Baltimore, MD, November 12, 2005

To date, I consider the most important improvement to be in the pledge program. From January to August, monthly pledge revenue was declining steadily. For reasons unknown to the staff, the process of charging the credit cards had become a headache. Pulling the monthly pledge file was filled with thousands of duplicates that had to be deleted manually. Also, many pledgers who were active and had valid credit cards were simply not being included in the final pledge mult. Finally, the decline rate for the pledge credit cards was at an atrocious 34.85%. This resulted in thousands of lost dollars.

The October and November pledge mults have been entirely in the hands of Shane and me (with help from Jessica's notes). The total number of pledges made in October rose by 132 from the previous month. The declination rate for pledge credit cards dropped by over half to 16.50%.

I believe that one of the key indicators in the efficiency of the pledge program is the amount of money we garner from running the pledge mult. I am not including pledgers who mail in their pledge, new pledges started that month, or declined credit cards we recover but simply how much money we bring in from our one time mass pledge charge. A high revenue on this mass monthly charge indicates that the Raiser's Edge files are being pulled correctly, invalid credit cards are being kept at a minimum and that errors in constituent records are also being kept a minimum. In other words, the pledge program is running at its maximum potential.

While overall pledge revenue has not increased this dramatically, these numbers certainly indicate that HQ has a much better handle on the pledge program than in the past. The increase in efficiency of the pledge program has obviously freed up much of my time that would have otherwise been spent pouring over print-outs and journal reports, as well as attempting to correct constituent information in the information abyss known as Raiser's Edge. Because of this increase in efficiency, the Liberty pledge program is no longer the headache it once was.

Miscellaneous Comments

The employees of our fundraising calling program have been, IMO, a success. Since John, Katie, Sara and Lorena were hired in late September, they have made a combined total of 3,120 calls. These include solicitations for ballot access, new member welcome calls, renewal calls, declined credit card calls, pledge maintenance calls and many others.

As well as calling, each person has been more than helpful with miscellaneous administrative tasks. These callers are able to take on some of the busy work that hinders Robert, Shane, Sam and me from doing the more important work of the office. So far, I have found them to be invaluable

Our staff obviously has a lot of work on their hands. For example, since Jessica left in September, I have been doing my original duties along with many of hers. Also, Jessica had taken on Juliet's responsibilities about this time last year I believe. In essence, I, along with random help from everybody on staff, have taken on the responsibilities of what were at one point three jobs.

Policy Analyst's Report

by **Matthew Dailey**

October 14, 2005, I became a full-time salaried employee at national headquarters. Since the summer I have been working under the title of policy analyst. Before that I worked as an hourly employee as an office assistant. I performed various office duties such as making renewal calls, answering phones, shipping packages, updating the website, and making address changes to the database.

Duties and responsibilities

In my capacity as policy analyst, I am responsible for writing content for the website, such as the daily poll, blog entries, web articles, and outrage of the week. I have started an occasional series in the LP blog regarding the 2006 House races. The aim of the series is to generate interest and highlight the competitive races where a Libertarian candidate could make an impact. My other duties include answering the phones when needed.

Candidate training course

In addition to my regular duties, I am designing a course, entitled Candidate Training 101 for the Libertarian Leadership School. The course will provide the basics about being a political candidate. It will be considered an entry-level course and will assume no prior campaign experience. I will also be in charge of teaching the course. I will be answering students' questions and grading assignments and quizzes.

In addition to designing a course for the Libertarian Leadership School I wrote the guidelines that instructors will be following when they teach a course.

CAMPUS ORGANIZING REPORT

Submitted to: Libertarian National Committee, November 12, 2005

Submitted by: James W. Lark, III
Representative, Region 5E
Libertarian National Committee

The following report will provide information concerning efforts to build and support Libertarian campus organizations. I shall provide an updated report at the LNC meeting should additional information become available.

1) I regret to report that since the previous LNC meeting in August, I have little time to invest in campus organizing activities. In large measure this is due to an unexpected increase in my faculty duties for the Fall 2005 semester. Thus, some projects I had hoped to complete by this time remain uncompleted.

2) The campus organizing manual is still undergoing revision. I had hoped that the revision would be ready for the beginning of the Fall 2005 school session; however, I wasn't satisfied with the revision.

While work on the revision continues, I am distributing to interested parties an article on the "nuts and bolts" of campus organizing that I prepared in 1997 and have updated on a regular basis. So far the article has been well received.

3) I am continuing to investigate opportunities for LP representatives to appear at conferences, workshops, and other events that involve young people (especially political activists).

4) At the request of Shane Cory, I shall put together a course on campus organizing for the Libertarian Leadership School (LLS). Mr. Cory has indicated that he is looking to launch the course on Jan. 5, 2006.

In addition, I hope to work with the Leadership Institute to send more Libertarian campus activists to the Institute's training programs. The feedback I have received from those Libertarian activists who have attended these programs has been extremely positive.

Sharon Harris, president of the Advocates for Self-Government, has expressed considerable interest in seeing the Advocates become more involved in helping Libertarian students become successful communications of the ideas of liberty. I anticipate working with the Advocates in this effort. In the interest of full disclosure, please note that I am currently a member of the Board of Directors of the Advocates.

5) Several prospective donors are interested in providing funds for the campus organizing effort; however, some prospective donors will wait until January 2006 before determining the amount of donations. (One prospective donor just ended his employment with a major Wall Street investment bank, and may not be able to donate as soon as I had hoped.)

Appendix C. Jim Lark, Campus Organizing Report, Baltimore, MD, November 12, 2005

6) I anticipate traveling to various states in 2006 to conduct campus organizing seminars and to visit several universities to meet with Libertarian college students. For example, I am planning to conduct a campus organizing session at the State Chair's conference in Phoenix in late January, and to conduct a workshop at the planned Libertarian Party of Indiana campus convention in Indianapolis in early February.

7) I am in the process of trying to update the webpage of campus contacts. If all goes well, this task will be completed in large measure by mid November.

Please join me in thanking Trevor Southerland, who continues to provide tremendous assistance to the national campus organizing project by virtue of his service as chairman of the National Libertarian Party Youth Caucus, as well as his work with the Libertarian Party of Tennessee.

Employment Policy and Compensation Committee

Report for November 05 LNC Meeting

Staff and Office Update

I have been in DC since late August. I typically have been spending one day per week at the office doing: “HR” interviews with all staff; two interviews with candidates for the Director of Development position; two interviews with candidates for Executive Director; general discussions with Robert Kraus (office move, current financial situation, benefits review) and Shane Cory (fundraising, strategic priorities, staff management). I asked Sam New to place our two staff vacancies at appropriate sites (Conservativejobs.org, Craig’s List, Heritage.org, Leadership Institute). I challenged Chris Thorman to learn all about Raiser’s Edge (and make sure the system is pulling pledges correctly!) so that he can show Shane and the LNC that he should be considered for the Development Director position.

The move to Suite 200 is on hold. The sale of the building brought in a new lease management team. I am negotiating the framework for a new (reasonable!) lease. Issues being worked right now include base cost per square foot, deletion of about 300 square feet from the space, minor construction \$\$, annual rent escalation.

Executive Director Incentive Plan (Quarterly)

I have made a tentative restructure of this plan, as in:

- the number of Party members should not be an ED metric
- the number of Libertarians elected to public office should not be an ED metric
- media placement is important but very difficult to measure objectively
- the evaluation should be more subjective over all

So, I suggest the following:

LNC Performance Award for the Executive Director (Maximum \$6000 per Quarter)

- Staff Management (costs/expenses, personnel turnover, response to LNC tasking, required reports, execution to budget) (maximum \$2000)
- Fundraising (house letters, solicitation of major donors, number of pledgers, total dollars per month pledged) (maximum \$2000)
- Professional Representation of the LNC in the DC arena (partnerships, media appearances, attendance at politically useful meetings and conferences) (maximum \$1000)
- Team Player (support to the LNC, support to the affiliates, partnership with LNC Chair) (maximum \$1000)

Michael C. Colley
Chair, EPCC

BALLOT ACCESS PROJECT REPORT

BALLOT ACCESS PROJECT REPORT
NOVEMBER 12-13, 2005 LNC MEETING
BALTIMORE, MARYLAND

Fundraising:

The Ballot Access Project (“BAP”) letter was dropped on or about October 19. It is my understanding from Shane Cory that it was mailed to about 22,000 people. Shane gave me informal feedback on November 4 that returns from the letter are just starting to come into the National Office, with an average donation to date of \$49.02. Hopefully, more financial details of this letter will be made known in Baltimore. Shane Cory feels confident that the returns from this letter will more than retire the BAP debt to the General Operating Fund.

John LaBeaume has been making telephone fundraising solicitations from the National Office, including solicitations for the BAP. It is my understanding that he has raised about \$7,000 (gross) for the BAP. Shane Cory tells me that John tells him that Ballot Access is the most well received pitch among all fundraising topics.

Ballot Access Status:

The LP has ballot status in 27 states, versus only 17 for the Green Party, 16 states for the Constitution Party, 6 for the Natural Law Party and 5 for the Reform Party.

The LP-New Mexico has completed a petition drive for 3,782 valid signatures (over 6,000 gross sigs were collected), with funds raised through the LPNM. We are awaiting word from the NM Board of Elections regarding validation of signatures. Assuming we have enough valid sigs, the LPNM is qualified for the ballot through 2008. That would make 28 states with ballot access for the LP.

There is what the BAP can do to help our state parties in the 2006 midterm elections—and to gain ballot status for 2008:

Arkansas—The state party has started a petition drive and has a few hundred signatures. With 10,000 valid signatures, we can run a candidate for Governor. If that candidate gets 3% of the vote in 2006—which is eminently doable—we’ll have ballot status for 2008.

Illinois—We’ll need 25,000 valid signatures to get on the ballot in 2006. 5% of the vote for any statewide office will get us ballot status in 2008 for all statewide offices (including President). 5% for Governor will get us full party status.

Maine—We need 4,000 valid signatures to get on the ballot. If we get 5% of the vote for Governor in 2006, we’ll have party status for 2008.

Massachusetts—We need 10,000 valid signatures to get a statewide slate on the ballot. We have been on the midterm ballot in MA four times (1982, 1994, 1998, 2002) in our history. If we earn 3% of the vote for any statewide office—which has been accomplished all four times—we’ll earn ballot status for 2008.

Nebraska—We only need 4,735 valid signatures to earn party status for the 2006 election. We’ll need 5% of the vote for any statewide office to stay on the ballot for 2008. According to Richard Winger of

Appendix E. Bill Redpath, Ballot Access, Baltimore, MD, November 12-13, 2005

Ballot Access News, any party that ran a full slate of candidates in midterm elections always earned party status—going back to 1910!

New Hampshire—We only need 3,000 valid signatures to get on the ballot for Governor. If we earn 4% of the vote, we will have regained party status in New Hampshire.

New York—We need 15,000 valid signatures to get the LP on the ballot in 2006. If we earn 50,000 votes for Governor, we will earn party status through 2010.

North Carolina—If the ballot access legislation that is still alive in the NC legislature passes and is signed into law, our petition drive is done. If not, we'll need to collect about 75,000 more total signatures to get back on the ballot through 2008.

North Dakota—We can do what no other minor party has ever done in ND. If we get 7,000 valid signatures to get on the ballot, and then earn 5% for Secretary of State or Attorney General in 2006, we'll have ballot status for 2008.

Other states:

AL—We could do a full party petition for 2006, but it requires 41,012 valid sigs. It is probably best to wait & do a presidential petition with 5,000 valid sigs in 2008.

DC—We will probably have to wait until 2008 to petition for President.

WV—Petitioning can start anytime for 2008.

KY—Defer presidential petitioning until 2008.

PA—Defer presidential petitioning until 2008.

OH & OK—Lawsuits pending.

States that should be able to handle their own ballot access: IA, VA, WA, TN, RI (petitioner but no money supplied in 2004), MN, NJ.

Bill Redpath