

LIBERTARIAN PARTY OF CALIFORNIA

Saturday, March 3, 2007

Executive Committee Meeting

Sheraton Gateway Hotel in Los Angeles

1. The meeting was called to order at 10:08 am. The following Executive Committee members were present:

Officers:
Aaron Starr, Chair
Lawrence Samuels, Northern Vice Chair
Mark Selzer, Southern Vice Chair
Willard Michlin, Treasurer
Daniel Wiener, Secretary

Representatives:
Ted Brown
M Carling
Bruce Cohen
Zander Collier (arrived late)
Don Cowles
Bruce Dovner
Mark Johnson
Camden McConnell
Richard Newell
Kevin Takenaga

Alternates:
Lois Garcia (not present)
Jay Eckl (not present)

Executive Director: Angela Keaton

2. Announcements: Al Carlin passed away recently at the age of 76.

3. Agenda review: Item 7 will be moved to immediately after Item 4. The Chair's report was changed to 10 min, and the Audit committee report was changed to 10 min. Consideration of a resolution regarding AB1294 (5 min) was added as item 6d. The Operation Breakthrough discussion was extended to 15 min. The agenda was approved as amended.

4. Staff & Officers Reports

- a. Chair Aaron Starr – Old financial data was corrupted, and Aaron has been transitioning to Quick Books and Donor Perfect. We are importing about 8,000 names of current and recently lapsed members plus older large donors, at a cost of about \$285 per month plus the initial conversion expenses. There have been weekly teleconferences regarding the 2007 convention, and it has been painful. Assembly Member Audra Strickland will consider inserting legislation on our behalf regarding write-in votes. We've been demanding information from counties regarding elected officials and their voter ID's, so we can match those officials against voter registration data. This will be Aaron's last term as state chair.
- b. Executive Director Angela Keaton – A written report was sent out on February 15th (see below). Ali Martin is coming back on Monday. Once the office is straightened out, Angela will be doing some serious fundraising. Volunteer assistance and coordination will be a major requirement.
- c. Northern Vice Chair Lawrence Samuels – Bob Barr came to the northern area and spoke in Davis and Berkeley. Lawrence is working on the JSA conventions. Some libertarians want to have a mini-convention in Sacramento in the summer.
- d. Southern Vice Chair Mark Selzer – Mark has been diagnosed with an enlarged heart and high blood pressure, so has not been able to do much.
- e. Secretary Daniel Wiener reported on the results of recent Executive Committee email ballots (results are listed as Yes-No-Abstain-NVR, where NVR means No Vote Received prior to close of balloting):
 - A motion to approve the minutes of the November 18, 2006 Executive Committee meeting was passed by a vote of 8-0-1-5 on 11/28/2006.
 - A resolution to approve the final prices provided by the convention contractor was passed by a vote of 11-0-0-4 on 12/16/2006:

Attachment A: Convention Committee final pricing

a. Day Access pass* (avail. Fri., Sat., and/or Sunday) . . \$65/day, with discount \$59/day

b. w/ breakfast, lunch, dinner, and two snacks (avail. Sat. and/or Sun.) . . \$110/day, with discount \$99/day

c. Overnight accommodations - includes dinner night of stay and breakfast, lunch, and two snacks the following day (avail. Fri/Sat and/or Sat/Sun) . . \$240/night, with discount \$215

Minimum purchase is \$99.

Taxes are included in the prices

All speakers (TBD) are included in the prices

Additional charges apply for optional airport ground transportation

Discounts are available only through Feb. 28th

(*nomenclature subject to change when marketing the convention to attendees)

- A motion that the LPC refund by March 1, 2007 all 2006 contributions for MARA participation was passed by a vote of 9-1-0-5 on 2/11/2007.
- M Carling prepared a spreadsheet of the county delegate allocations for the 2007 state convention (see below), which was subsequently sent to County Officers on 12/9/2006. In addition to the number of delegates listed, the Chair of each county (or the Chair's designee) is also a delegate, as are any elected Libertarian officials.
- The LPC Judicial Committee submitted the following Report on the membership suspension of Paul T. Ireland. This report itself was approved by a vote of 4 Yes and 1 not voting. The report states:

On November 18, 2006, at the regularly scheduled quarterly meeting of the Libertarian Party of California (LPC) Executive Committee (ExComm), the LPC ExComm voted 11-0 to suspend the LPC membership of Paul T. Ireland, for cause.

Mr. Ireland subsequently appealed that suspension to the LPC Judicial Committee (JC).

The JC met per Bylaws 5.5 and 13.3 to hear this matter on December 5, 2006 via teleconference without the parties present but with the consent and written arguments of both parties, per Bylaw 13.9.

The JC's mandate is two-fold, under the direction given by the Convention in Bylaws 5.5, 13.3 and 5.6.2. First, the JC must determine by way of a hearing whether the ExComm acted consistent with the founding documents of the LPC. Second, the JC must subsequently rule as to whether the appellant's membership in the LPC should continue or be terminated.

The JC notes that a ruling to continue a suspended membership must construe as the Convention's intent that the membership be restored to good standing.

The JC also notes that it is empowered to rule either way on the continuation or termination of a suspended membership regardless of its determination as to whether the ExComm did or did not act consistent with the founding documents.

Finally, the JC notes that the JC is the only LPC entity with the power to terminate a membership against the will of the member, and that such an action should not be taken lightly.

While these structural facts may at some time result in the JC affirming the procedure of the ExComm in the ExComm's suspension of a membership but then ruling that the membership in question shall continue due to deficient merit in the ExComm's argument, that situation does not exist in this case.

After approximately 44 minutes' deliberation as to the question, "Did the Libertarian Party of California Executive Committee act consistent with the LPC's governing documents in the suspension of Paul T. Ireland's membership on November 18, 2006?", the JC voted 5-0 in unanimous affirmation.

The Members noted that the LPC had made its case and that Mr. Ireland had shown no defect either in the procedure followed by the ExComm in his suspension, or in the evidence that the suspension could be maintained for cause.

In a subsequent vote as to the question, "Shall the LPC membership of Paul T. Ireland, having been suspended for cause by the LPC ExComm acting in good faith and consistent with the founding documents of the LPC, be terminated?", the JC ruled by a 5-0 vote that cause does indeed exist and therefore Paul T. Ireland's LPC membership should be terminated.

Held: That the Libertarian Party of California Executive Committee acted consistent with the founding documents of the Party, and that Paul T. Ireland's membership therein is terminated.

**Respectfully Submitted,
Mark Hinkle, LPC JC Chair**

- f. Treasurer Willard Michlin – A simplified Balance Sheet, and Profit & Loss Budget vs. Actual, and detail sheets, were presented (see below). There are some deficiencies which still need to be corrected (such as deferred revenues for recent life memberships), and there are other totals for which details are not available, due to old corrupted financial data. The Operation Breakthrough pledges have not yet been billed, because we want to first get Donor Perfect running. Quick Books is an on-line service so they automatically back things up. Our cash position is down fifty thousand dollars due to a variety of factors, such as the ending of national dues payments under UMP.
- g. LNC Representative M Carling – The next Libertarian National Committee meeting is in two weeks. The next convention will be in Denver in May, 2008. The LNC is expected to choose members of the next Platform Committee, and we need to pick someone. The national LP's financial situation is improving a bit. Dues have been reinstated at a minimum \$25 level.

7. Discussion of Priorities & Committee Reports:

- a. Operation Breakthrough – Aaron Starr reported on Operation Breakthrough, which was disappointing in 2006. Angela is still following up a couple of leads on possible additional elected libertarians. We had a couple of hundred candidates. Pledge bills for the five winners we know of, worth about thirty thousand dollars, will go out when Donor Perfect is integrated. We spent about forty two thousand dollars to recruit candidates and raise money through telemarketing and direct mail.
- b. Follow-up with Elected Libertarian Officials – Angela has been interviewing elected libertarians. Laura Brown may pick up on that. Sean Haugh is working on the national level to put together an accurate list of elected officials.
- c. Voter Registration – Bruce Dovner asked Bill Hall about his consultation rates for BCRA issues, but has not gotten a response. There has not yet been a follow-up. Bruce had previously come up with some ideas for increasing registration and running test drives.
- d. Student Recruitment & Organizing – Zander Collier has been inquiring at some colleges and trying to find ways of identifying potential libertarians. Professors who can act as advisors are very influential. JSA can be useful.
- e. Fundraising – Don Cowles has two mailings going out this week, one to life members and one to regular contributors, to ask that people increase their giving. The California Libertarian Coffee Club is being started, at one to five cups a day. One cup per day at Starbucks is \$42 per month.

Aaron Starr moved that it be a standing policy for the Executive Director to report at each meeting a list of how much money each Executive Committee member has given. Seconded. Defeated 5-6.

- f. California Freedom – Bruce Cohen said there'd be an issue coming out this week. There has been some conflict on email discussion lists and with regard to state convention items. Paul Blumstein and Brian Holtz are somewhat disillusioned about participating, as is Bruce himself.

Lawrence Samuels moved to advertise and interview potential editors for the newsletter. Seconded. Passed 11-0. Ted Brown was appointed to be in charge of seeking a new editor.

- g. Libertarian Perspective update – Rich Newell reported that we are up to 93 Libertarian Perspectives and they continue to come out on a regular weekly basis.
- h. Database & Infrastructure update – Robert Obraczek is a very sharp young new webmaster. Angela said he's also really, really nice and we should try to avoid alienating him. The office computers are old and unreliable; they've crashed on us in the past and they often freeze up, causing major problems. There was a consensus to purchase one or more new computers.
- i. Audit Committee – Don Cowles has provided a list of items which the Audit Committee wishes to inspect. The Executive Committee went over some of those expenses.

The meeting broke for lunch at 12:41 pm. and reconvened at 2:00 pm.

5. Old business:

- a. The theme of the LPC 2007 state convention is "Libertarian Success". There is no transportation at this time, and there is no enforcement of the \$99 minimum. The process is disorderly, and the objective now is to get past the convention. Mike Denny has had to withdraw as a co-contractor due to business issues, so Terry Floyd is now the sole contractor. The contract with the convention committee has not been officially signed, but we are operating as though it has been agreed to. A discussion was held concerning the use of LPC membership data to solicit volunteers.

Camden McConnell moved that the Executive Committee recommended that Starchild approach individual counties to seek telephone numbers to solicit volunteers. Moved to amend by substitution, that the Executive Committee shall provide Starchild with telephone numbers from Alameda and Contra Costa counties for the purpose of soliciting volunteers. Passed by voice vote. Moved to amend by replacing "Starchild" with "the convention contractor". Passed by voice vote. Moved to amend by adding the phrase "and attendees." Passed by voice vote. The amended motion passed by voice vote, and now reads as follows: **The Executive Committee shall provide the convention contractor with telephone numbers from Alameda and Contra Costa counties for the purpose of soliciting volunteers and attendees.**

Camden McConnell moved that a Sex Workers panel organized by Starchild be added as a third track at the convention. Failed 0-13 with two abstentions.

A motion to extend time to discuss the viability of the convention failed 8 to 6.

- b. County Dues & Memberships – There is currently a motion out for an email ballot directing that the state party mail out membership renewals statewide. The state party's deteriorating financial condition was discussed, along with the long-term ramifications if we were to attempt to maintain the existing dues split of 60% to the county organizations.

Aaron Starr moved to set annual membership dues at \$20 and annual newsletter subscriptions at \$30; mailings for annual membership solicitations will request a combined \$50 where the split will be disclosed; and furthermore the first year's dues will include a free subscription. Seconded. Richard Newell moved to amend by making the dues \$25, for a total of \$55 with a subscription. Seconded. M Carling moved a substitute amendment to make the dues \$25 and the newsletter subscription \$35 for a total of \$60. Failed 6-8. The Newell amendment then passed 10-4. The motion as amended ("**Moved, to set annual membership dues at \$25 and annual newsletter subscriptions at \$30; mailings for annual membership solicitations will request a combined \$55 where the split will be disclosed; and furthermore the first year's dues will include a free subscription.**") then passed 12-3 on a roll call vote: Voting Yes were Aaron Starr, Lawrence Samuels, Mark Selzer, Willard Michlin, Daniel Wiener, Ted Brown, M Carling, Bruce Cohen, Don Cowles, Bruce Dovner, Camden McConnell, and Richard Newell. Voting No were Zander Collier, Mark Johnson, and Kevin Takenaga.

The following email ballot, for which balloting was still open, was approved 15-0 on a roll call vote:

Resolved, the Executive Director and Officers of the LPC are directed to mail a membership renewal solicitation within five (5) days of approval of this motion to all members statewide whose membership has lapsed on or since 31 Dec 2005, or who have membership expiration dates before 1 July 2007.

6. New Business:

- a. Selection of National Platform Committee representative – Rob Power, Bruce Dovner, and Brian Holtz were nominated. Voting was by IRV, and the vote was 5-5-5. The second-place votes were 3-6-3, resulting in Bruce Dovner's selection.
- b. Creation of Community Service Committee – It was moved to create this committee. Failed by voice vote.
- c. Consideration of 2008 State Convention – The only bids we have are for cruises to Ensenada from the Royal Caribbean Monarch or the Carnival Paradise on the weekend of April 20-21, 2008. No bid was received from San Diego despite some earlier preliminary interest. Lawrence Samuels moved to postpone the subject until the next meeting; the motion failed. The Chair stated that the motion on the floor consisted of a choice between the two cruise ships. The ruling of the Chair was challenged, and the Chair's ruling was overturned on a vote of 8-6. A vote was then held on whether to have the convention on a cruise ship. That motion passed by an 8-7 roll call vote: Voting Yes were Aaron Starr, Willard Michlin, Daniel Wiener, Ted Brown, M Carling, Bruce Cohen, Zander Collier, and Mark Johnson. Voting No were Lawrence Samuels, Mark Selzer, Don Cowles, Bruce Dovner, Camden McConnell, Richard Newell, and Kevin Takenaga. A second motion on whether to select the Royal Caribbean or the Carnival Paradise resulted in 8 votes for the former and 0 for the latter. Hence the 2008 convention will be held on the Royal Caribbean Monarch.

8. Next meeting / Adjournment:

The next Executive Committee meeting will be held immediately following the end of the state convention at the San Ramon Conference Center on April 22, 2007. This meeting was adjourned at 5:12 pm.

| | Members | Delegates |
|----------------|---------|-----------|
| Alameda | 38 | 11 |
| Amador | 2 | 1 |
| Butte | 1 | 1 |
| Calaveras | 9 | 3 |
| Contra Costa | 49 | 14 |
| El Dorado | 8 | 3 |
| Fresno | 12 | 4 |
| Humboldt | 5 | 2 |
| Imperial | 4 | 2 |
| Inyo | 2 | 1 |
| Kern | 5 | 2 |
| Lake | 6 | 2 |
| Los Angeles | 260 | 72 |
| Madera | 2 | 1 |
| Marin | 21 | 6 |
| Mariposa | 1 | 1 |
| Mendicino | 9 | 3 |
| Mono | 1 | 1 |
| Monterey | 5 | 2 |
| Napa | 6 | 2 |
| Nevada | 3 | 1 |
| Orange | 138 | 38 |
| Placer | 9 | 3 |
| Plumas | 3 | 1 |
| Riverside | 10 | 3 |
| Sacramento | 18 | 5 |
| San Bernardino | 14 | 4 |
| San Diego | 152 | 42 |
| San Francisco | 35 | 10 |
| San Joaquin | 3 | 1 |
| San Luis | | |
| Obispo | 3 | 1 |
| San Mateo | 35 | 10 |
| Santa Barbara | 18 | 5 |
| Santa Clara | 111 | 31 |
| Santa Cruz | 14 | 4 |
| Shasta | 2 | 1 |
| Sierra | 2 | 1 |
| Siskuyou | 2 | 1 |
| Solano | 16 | 5 |
| Sonoma | 8 | 3 |
| Stanislaus | 5 | 2 |
| Trinity | 1 | 1 |
| Tulare | 3 | 1 |
| Tuolumne | 3 | 1 |
| Ventura | 37 | 11 |
| Yolo | 5 | 2 |
| Yuba | 1 | 1 |

Executive Director's Report (February 15, 2007)

Dear Executive Committee, County Officers and valued Volunteers:

I appreciate the patience you have extended to me for the past three months. While the job has not been easy, I am still enthusiastic and believe that this is a better match for me than serving on the executive committee.

For those of you who read my blog, I have never been one for feminine tact nor have I ever pretended to be a gentlewoman. I will save everyone time by apologizing in advance for the inevitable offence many will take. Any difficult task requires a blunt assessment of the problem.

Our previous executive director was hired to fund raise, not run a highly chaotic office. As a sensible capitalist, he was gone most of the time to make significantly more money elsewhere. Chairman Starr recognized this problem and offered me the position of executive director. Since taking on the position, I have immersed myself in cleaning up and organizing our affairs. We probably would have been better had I started six months prior, but there is little one can do about the past.

Accounting.

The existing accounting program, MYOB, while inexpensive, was never conducive to someone who does not have an accounting background, and was not well thought of by those who do. The interface was too unwieldy, unsupported and did not provide readable reports. After former LPC Treasurer Monica Kadera resigned as the volunteer bookkeeper for the party, we did not act promptly in finding a replacement.

To add to the comedy of errors, our computer hardware was and still is inadequate for our needs. Our hard disk drive crashed sometime last year, causing much of the accounting data to become corrupted, and could not be recovered.

The chairman and I have spent many hours working together to fix this. I must give him a great deal of credit. Very few volunteers would put the time in that he has. I owe him a debt of gratitude. Whenever I need help, he's there. That said, the staff needs the undivided attention of the next chair as well.

As of February 1, we abandoned MYOB and have moved to Quick Books, which is the most commonly used for small businesses. I do not need to tout its advantages as many of you use it for your own businesses. The staff can now move through its tasks quickly and easily create reports for audits and executive committee meeting minutes. Mr. Starr entered several years of summary information by month through September 2006. He will be finished with the current information shortly. Finally, we have hired an excellent bookkeeping service that can provide full support.

Membership Database.

Since the end of Unified Membership with the national party, the state party has been left responsible for maintaining its own membership and serving the county parties. We had high hopes that a software application could be written by a volunteer that could meet all of the membership database needs. This was never a realistic expectation. This strategy only caused further dissention on the board and frustrated our county officers. Our dues and membership acquisition structure is too complex for anything other than a commercial database.

Given the importance of fund raising, mailings and the need to keep our data secure, we have been migrating to a commercial application that can handle our membership, fundraising and volunteer management needs. The program is called Donor Perfect. You can look at it online at www.donorperfect.com. Donor Perfect, is designed for larger non-profits. Once fully implemented, we should be able to match volunteers with their stated interests and skills, track donor giving histories, and send out mailings with same force of those other political parties. In addition, Donor Perfect includes a new credit card processing package with is compatible with Quick Books.

Going through two simultaneous system conversions with the limitation of being a one-person staff has been amusing at best, an anxiety inducing. Often routine, everyday tasks need to be put aside. I have come to accept that there is simply much work to do before we can put ourselves on a disciplined schedule that smoothly handles the core functions of a political party.

Office Assistant.

Speaking of being a one-person operation, our intern, Ali Martin is returning March 1 after a four month absence. (She's been sorely missed.) She will be taking over several of the office duties two days per week including quick response to our volunteer and membership inquiries. She will bring us closer to the day where we have a normal operating environment that can focus more on fundraising.

That said, we still need help and we can not do this without you, the volunteers, the heart of the party.

There are two things the office cannot create—time and money.

If you have time, we have many activities that you can do from your home computer. For those of you in the Los Angeles area, please drop by for a visit. Even an afternoon or evening's worth of time makes a big difference to us.

If you have money, our address is still the same.

Libertarian Party of California
14547 Titus Street, Suite 214
Panorama City, CA 91402—4935

We can't do this without you.
In liberty, Angela Keaton

LPOC
Profit & Loss Budget vs. Actual
January through December 2006

| | Jan - Dec 06 | Budget | \$ Over Budget | % of Budget |
|------------------------------------|-------------------|-------------------|------------------|--------------|
| Income | | | | |
| 41000 · Memberships | 59,874.49 | 75,000.00 | -15,125.51 | 79.8% |
| 42000 · Recurring Gifts | 37,115.36 | 42,000.00 | -4,884.64 | 88.4% |
| 43000 · Appeals | 50.00 | 39,000.00 | -38,950.00 | 0.1% |
| 44000 · Convention | 3,506.45 | | | |
| 45000 · Events | 0.00 | 3,000.00 | -3,000.00 | 0.0% |
| 48000 · Other Revenue | 10,084.80 | 10,000.00 | 84.80 | 100.8% |
| Total Income | 110,631.10 | 169,000.00 | -58,368.90 | 65.5% |
| Cost of Goods Sold | | | | |
| 51000 · Membership Recruitment | 297.20 | 10,000.00 | -9,702.80 | 3.0% |
| 53100 · Direct Mail | 10,300.72 | 20,000.00 | -9,699.28 | 51.5% |
| 53200 · Telemarketing | 3,250.00 | 9,000.00 | -5,750.00 | 36.1% |
| 53300 · Personal Solicitations | 0.00 | 1,000.00 | -1,000.00 | 0.0% |
| 58000 · Other Fundraising Costs | 1,624.04 | 5,250.00 | -3,625.96 | 30.9% |
| Total COGS | 15,471.96 | 45,250.00 | -29,778.04 | 34.2% |
| Gross Profit | 95,159.14 | 123,750.00 | -28,590.86 | 76.9% |
| Expense | | | | |
| 60000 · County Party Distributions | 10,800.61 | 41,250.00 | -30,449.39 | 26.2% |
| 61000 · Administrative | 51,255.00 | 67,000.00 | -15,745.00 | 76.5% |
| 62000 · Campaigns & Elections | 29,546.61 | 35,000.00 | -5,453.39 | 84.4% |
| 63000 · Litigation | 0.00 | 5,000.00 | -5,000.00 | 0.0% |
| 65000 · Media Relations | 644.00 | 3,000.00 | -2,356.00 | 21.5% |
| 66000 · Member Communications | 18,370.79 | 30,000.00 | -11,629.21 | 61.2% |
| 67000 · Outreach | 0.00 | 6,000.00 | -6,000.00 | 0.0% |
| Total Expense | 110,617.01 | 187,250.00 | -76,632.99 | 59.1% |
| Net Income | -15,457.87 | -63,500.00 | 48,042.13 | 24.3% |

LPOC
Balance Sheet
As of December 31, 2006

| | <u>Dec 31, 06</u> |
|--|-------------------------|
| ASSETS | |
| Current Assets | |
| Checking/Savings | |
| 11100 · Cash | 53,469.44 |
| Total Checking/Savings | <u>53,469.44</u> |
| Other Current Assets | |
| 14000 · Investments | 1.00 |
| Total Other Current Assets | <u>1.00</u> |
| Total Current Assets | 53,470.44 |
| Other Assets | |
| 18000 · Other Assets | 395.00 |
| Total Other Assets | <u>395.00</u> |
| TOTAL ASSETS | <u><u>53,865.44</u></u> |
| LIABILITIES & EQUITY | |
| Liabilities | |
| Current Liabilities | |
| Accounts Payable | |
| 21101 · Accounts Payable | 4,451.00 |
| Total Accounts Payable | <u>4,451.00</u> |
| Other Current Liabilities | |
| 21000 · Current Liabilities | 2,143.32 |
| 21900 · Loans Payable | 3,000.00 |
| Total Other Current Liabilities | <u>5,143.32</u> |
| Total Current Liabilities | <u>9,594.32</u> |
| Total Liabilities | 9,594.32 |
| Equity | |
| 31000 · Beginning Net Assets | 59,728.99 |
| Net Income | -15,457.87 |
| Total Equity | <u>44,271.12</u> |
| TOTAL LIABILITIES & EQUITY | <u><u>53,865.44</u></u> |

LPOC
Profit & Loss
January through December 2006

| | TOTAL |
|---|------------|
| Income | |
| 41000 · Memberships | |
| 41001 · Annual -- Renewal | 59,874.49 |
| Total 41000 · Memberships | 59,874.49 |
| 42000 · Recurring Gifts | |
| 42001 · General | 35,115.36 |
| 42002 · Performance Based | 2,000.00 |
| Total 42000 · Recurring Gifts | 37,115.36 |
| 43000 · Appeals | |
| 43003 · Personal | 50.00 |
| Total 43000 · Appeals | 50.00 |
| 44000 · Convention | |
| 44001 · Revenues | 3,506.45 |
| Total 44000 · Convention | 3,506.45 |
| 48000 · Other Revenue | |
| 48001 · Membership List Rental | 5,000.00 |
| 48003 · Interest Income | 769.22 |
| 48009 · Other | 4,315.58 |
| Total 48000 · Other Revenue | 10,084.80 |
| Total Income | 110,631.10 |
| Cost of Goods Sold | |
| 51000 · Membership Recruitment | |
| 51046 · Miscellaneous | 125.78 |
| 51058 · Postage | 22.93 |
| 51066 · Printing | 148.49 |
| Total 51000 · Membership Recruitment | 297.20 |
| 53100 · Direct Mail | |
| 53146 · Miscellaneous | 10,300.72 |
| Total 53100 · Direct Mail | 10,300.72 |
| 53200 · Telemarketing | |
| 53254 · Outside Services | 3,250.00 |
| Total 53200 · Telemarketing | 3,250.00 |
| 58000 · Other Fundraising Costs | |
| 58020 · Commissions | 124.75 |
| 58046 · Miscellaneous | 1,499.29 |
| Total 58000 · Other Fundraising Costs | 1,624.04 |
| Total COGS | 15,471.96 |
| Gross Profit | 95,159.14 |
| Expense | |
| 60000 · County Party Distributions | |
| 60001 · County Dues Sharing | 10,800.61 |
| Total 60000 · County Party Distributions | 10,800.61 |
| 61000 · Administrative | |
| 61200 · Convention | |
| 61215 · Advertising | 1,463.72 |
| 61246 · Miscellaneous | 107.50 |
| 61266 · Printing | 783.44 |
| Total 61200 · Convention | 2,354.66 |
| 61300 · Executive Committee | |
| 61342 · Meetings | 639.95 |
| Total 61300 · Executive Committee | 639.95 |

LPOC
Profit & Loss
January through December 2006

| | TOTAL |
|--|------------|
| 61600 · LPC Headquarters | |
| 61611 · Compensation | 26,313.86 |
| 61612 · Payroll Taxes | 731.80 |
| 61614 · Rent | 4,625.00 |
| 61618 · Bank and Credit Card Fees | 492.20 |
| 61622 · Data Processing | 215.76 |
| 61630 · Insurance | 224.10 |
| 61638 · Meals | 81.55 |
| 61646 · Miscellaneous | 34.25 |
| 61650 · Office Supplies | 1,685.80 |
| 61654 · Outside Services | 3,382.12 |
| 61658 · Postage | 1,953.21 |
| 61662 · Premiums | 192.98 |
| 61666 · Printing | 1,273.35 |
| 61682 · Telephone | 2,853.26 |
| 61686 · Travel & Lodging | 3,952.78 |
| 61690 · Utilities | 248.37 |
| Total 61600 · LPC Headquarters | 48,260.39 |
| Total 61000 · Administrative | 51,255.00 |
| 62000 · Campaigns & Elections | |
| 62100 · Candidate Recruitment | |
| 62154 · Outside Services | 1,344.00 |
| 62158 · Postage | 6,448.56 |
| 62166 · Printing | 3,392.48 |
| 62182 · Telephone | 10,250.00 |
| 62186 · Travel & Lodging | 8,111.57 |
| Total 62100 · Candidate Recruitment | 29,546.61 |
| Total 62000 · Campaigns & Elections | 29,546.61 |
| 65000 · Media Relations | |
| 65054 · Outside Services | 644.00 |
| Total 65000 · Media Relations | 644.00 |
| 66000 · Member Communications | |
| 66100 · Magazine | |
| 66146 · Miscellaneous | 16.95 |
| 66154 · Outside Services | 7,550.00 |
| 66158 · Postage | 3,044.16 |
| 66166 · Printing | 7,259.68 |
| 66182 · Telephone & Fax | 350.00 |
| Total 66100 · Magazine | 18,220.79 |
| 66200 · Website | |
| 66254 · Outside Services | 150.00 |
| Total 66200 · Website | 150.00 |
| Total 66000 · Member Communications | 18,370.79 |
| Total Expense | 110,617.01 |
| Net Income | -15,457.87 |