



Secretary LNC <secretary@lp.org>

[Inc-business] October End-Of-Month Financials

2 messages

Todd Hagopian <todd.hagopian@lp.org>

Thu, Nov 30, 2023 at 11:03 PM

Reply-To: Inc-business@lp.org

To: Inc-business <Inc-business@lp.org>

Hello Folks,

October's financial report is enclosed, along with a summary of key points below. Please let me know if you have any questions. Thank you!

Cash Position

Our cash position has rebounded to \$150,000 on the strength of a good revenue month. This is 2x our cash reserve target, and the party is in good shape from a cash management perspective.

Revenue

We had a very strong revenue month in October, coming in at \$182K (\$174K without convention revenue). This was easily our strongest revenue month of the year.

Expense Analysis

As we have discussed, one sore spot this year was not spending the fundraising expense line, which likely contributed to our fundraising woes early on. We have corrected that, and are investing in more everyday fundraising and we are investing more in things that will make future fundraising easier. Octobers numbers include a \$12,500 investment in Aristotle software which should help our fundraising moving forward.

Summary

We need to continue to watch the cash reserve as we still have a lot of time-sensitive ballot access work to do, but this month was a great step in the right direction to start 2024 in a good spot

Need to continue to monitor our fundraising ROI, but the early results as we have built back up the spend have been very promising.

I know the credit card was a source of frustration, and confusion, for some members. It has now been paid off, and should be at the end of each month. The credit card had been counted in the cash reserve number over the summer, contrary what has been reported on social media.

Thank you to the staff for your continued focus, your willingness to learn new tools and try new things. It certainly paid off in October. Thank you!

 **10 - 2023-Staff-EOM-Reports v11-13-23.pdf**
943K

Secretary LNC <secretary@lp.org>

Thu, Nov 30, 2023 at 11:12 PM

To: Inc-business@lp.org

Something not correct on social media???? Impossible! ;)

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