



Secretary LNC <secretary@lp.org>

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

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Reply-To: Inc-business@lp.org

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

Hello Folks,

September'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 dipped, again, to \$112K on recent investments. While the \$112K is plenty, and higher than our requirement, we do have to find ways to increase the cash reserve going into the new year so that we will have room to make our necessary ballot access investments moving forward.

Revenue

We saw a nice pop of revenue in September, coming in at \$101K, which has been our best month so far in 2023. While we still need this number to be higher, this was good momentum to start Q4, and it looks like we are building on it significantly throughout October.

Expense Analysis

We had a really high expense month for the second time this term, and it cancelled out the good revenue month. That said, a few of items were really good investments. As mentioned, our fundraising investments are paying heavy dividends in October. We helped fund a ballot access initiative in Maine. Our accounting investment was higher than we had planned (2 months billed plus onboarding expenses), but we have now transitioned to Quickbooks online, which makes everything we do easier. This will result in faster, more accurate financials and better communications between us and the accountants.

Summary

We need to continue to watch the cash reserve as we still have a lot of time-sensitive ballot access work to do
Need to watch our return on investment on the fundraising activity we are conducting - October seems to indicate it is working so far

Really need to control discretionary spending from now until the end of ballot access season

Thank you to the staff for your continued focus during times of great change. You are constantly impressing us with your commitment to the party. Our success rides on your efforts, and we are starting to see a comeback thanks to your team. Let's keep it up. Thank you!

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 **09 - 2023-Staff-EOM-Reports - FINAL.pdf**
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