

Minutes of ExCom Meeting
Monday, February 21, 2000
 As approved

Minutes

Location:

Date: Monday, February 21, 2000
 Time: 3:00 p.m. - 5:00 p.m. (3:17- 6:00)
 Place: San Diego Doubletree Hotel

In attendance:

Officers:	Mark Hinkle	Chair	
	Rodney Austin	Northern Vice Chair	
	Ted Brown	Southern Vice Chair	
	Eric Lund	Treasurer	
At-Large Reps:	José Castañeda	Vice Chair, Region 65, LA - Southeast	
	Lori Adasiewicz	Region 34	
	Aaron Starr	Region 56	
	Joe Dehn	Region 43	
	Bruce Dovner	Region 66	
Alternate At-Large Reps:	Elizabeth Brierly	ExCom Alternate #1	
	John Scott Ballard	ExCom Alternate #2	
Regional Reps:	Frank Manske	Region 1	
	Steve Cicero	Region 37	
	Tom Spielbauer	Region 43	
Alternates:	Bill Hajdu	Region 30	
	Kit Maira	Region 61	
	Jeff Sommer	Region 1	
Staff:	Juan Ros	Executive Director, LPC	
Others:			
Pamela Evers	Region 43	Jascha Lee	Region 43
Mary Gingell	Region 43		Newsletter editor
Starchild	Region 38	Ron Drioane	Region 10
Doug Scribner	Region 30	Jonathan Richter	Region 10
Jack Dean	Region 30	Marti Balcom	Convention organizer
Ray Strong	Region 43	Geoff Braun	Region 30
Jonathan Ira Zwickel	Chair, Region 20		

Absent: Sandi Webb, LPC Secretary

1. **Call meeting to order.** The meeting was called to order at 3:17 P.M.
2. **Approval of Agenda** No agenda was available.
3. **Approval of Minutes** None
4. **Results of Votes for Judicial Committee at Convention.**

<u>Nomination</u>	<u>Vote</u>	<u>Rank</u>	<u>Resulting Committee</u>
Ernst Ghermann	40	5	*
Dennis Schlumpf	36	6	1 st Alternate
Mary Gingell	59	2	*
Richard Boddie	46	3	*
Bob Weber	61	1	*
Mark Dierolf	17	7	2 nd Alternate
Ray Strong	43	4	*

5. Introductions of new members.

It is the Chair's custom to have everyone at the first ExCom after a convention to introduce themselves and tell the ExCom a little about their Region and expectations on the Executive Committee.

6. Evaluation of Standing Resolutions. Skipped

7. Old Business: None

8. New Business

a) Year 2000 Budget

Mark Hinkle open discussion by stating that normally we would be ratifying the budget but instead we would be approving the budget.

Mark explained that there were several items that he had asked Eric to include in the budget and that he wanted to take them one by one. He stated that many of the things that he had included were things that Juan Ros had suggested. One thing that Juan Ros had experienced in the past year, because of the increase in activity, is more of his time being spent doing administrative tasks. Juan's recommendation is to actually open an office and hire an administrative assistant part-time. This would move Juan out of his bedroom office and into a real office, perhaps in North Hollywood. Mark Hinkle explained all of what would be entailed in moving the current office. He then explained the duties of an executive assistant. He stated that this would free up Juan's time for the more productive things as an Executive Director. Mark stated that this was reflected in the budget before the committee. Juan added that the impetus of this was Thea McLean's move from San Leandro to McCloud near Shasta.

A question was asked as to the increase in budget for this item. Mark explain that it was a yes and no answer. Currently the LPC is reimbursing Juan for use of part of his home as an office of approximately \$164 per month. We are also currently spending approximately \$200 a month on the Sacramento office, which would be closed.

Mark stated that there would obviously be some start up costs. He listed several items including a desk, computer and etc. Juan stated that he had seen space in North Hollywood for a dollar a square foot per month.

Aaron Starr commented that looking at the budget we are currently spending approximately \$7,500 each year for data processing. Mark Hinkle stated that it was his intention that the new executive assistant would handle those duties of data processing that are currently being handled by Thea McLean.

The possibility of having volunteers help out in the new office was discussed. Mark stated that this certainly was something that he had considered but that it could not replace the administrative assistant. Juan was asked what types of things he needed help with. He replied that he gets upwards of 200 e-mails a day, some of which he winds up having to just ignore as well as numerous questions and phone calls. Juan said that he also gets a great deal of mail that he often just doesn't get to. Juan also wanted help keeping up his media log and putting together his reports.

Joe Dehn voiced concern about the process that was going on with the newsletter. He stated that it seemed that the newsletter was being treated as an aside. Joe stated that this was done last year in order to deal with a regional dues crisis, and that there is a limit to how many issues of the newsletter can be cut out before you don't have a newsletter anymore. He stated that if we're going to balance the budget by cutting out half of the issues this year, what would happen in June or July when there is another crisis. He stated that at that rate by the end of the year we would have no newsletter. He stated that perhaps not having a newsletter was what we wanted but that that should be a conscious decision. Concern was also stated over what the whole budget would look like when we were done. He stated that most of the lines that were there on the budget used to be grouped together under administration or office. He stated that when put together most of the budget in one way or another is going toward a centralized office. And that there is very little in the way of concrete services to the members. He stated that the newsletter has always been considered a concrete benefits to the members. He stated that he didn't think we should get to a point where it looks like 90% of our budget is overhead.

Bruce Dovner stated that it was a question of value added in respect to the newsletter. He asked whether we could accomplish, with six newsletters, the same goals as we would with twelve. He stated that he would prefer to save the money as reserves first and serve notice to all the members that that was what was happening. He stated that we should go ahead with the office because that would be pretty much revenue neutral. He stated that we should see where we are in three months at the next meeting.

Starchild stated that he was in agreement with Joe Dehn and would like to see someone make a motion to leave the newsletter alone and the payroll alone and try and find volunteers to man the office.

Mark Hinkle reminded the ExCom that interns, although in theory a very good idea, are temporary in nature and the time spent training them must be repeated for each intern.

John Ballard stated that although moving the newsletter to electronic format meets the requirements of the Reality Growth Plan, starting the year this way sends the message to the members that we're starting the year in a precarious situation.

Aaron Starr stated that this was something that he and Mark had battled over. Aaron stated that when Juan Ros was first brought on board, he thought it was too much of an expense to take on and that the budget needed to be cut somewhere to do this. He stated that at that time he proposed going to a bimonthly newsletter or finding a way to make a deal with National to bundle our newsletter in with theirs. He stated that we stretched too far and got into the crisis that we did last year.

Mark stated that he had not had anyone complain about the bimonthly newsletter. He stated that one of the main things about the newsletter, is contact with the membership. He reminded the ExCom that there would be six fundraising letters going out and that this is also contact with the membership and lets them know what the LPC is doing.

Lori Adasiewicz stated that going to a bimonthly newsletter could have the opposite effect on the membership of those concerned. She stated if we are making a strategic decision that this is how we are spending our money, that's ok. That we need to change our focus and reach out to non libertarians, and we should not be spending our money on an internal newsletter.

Bill Hajdu stated that canceling a newsletter was supposed to be temporary. He noted that he does not mind using the electronic version but that others do.

Jeff Sommer stated that he disagreed with Rodney and does agree with Joe. He stated that he is opposed to this for two reasons. One is that last year we had an \$18,000 deficit we had to make up for by not publishing a couple of the issues of the newsletter. Second is the newsletter was one of the tangible ways that our members know that we are all connected to the same body. He stated that if the activists only see fundraising letters they will begin to think that we see them as cash cows to continue to build the state bureaucracy. He stated that the Regions are beginning to grumble. He stated that we exist to serve them. That without them we are nothing.

Mark stated that it is his observation that the contributors are very much satisfied with what is going on with the Libertarian Party, that they are more than satisfied because they have opened their checkbook. He stated that he understands that there are regional activists who do not like the "centralization" and the "professionalization" of the party. Mark stated that he, as Chair, needed to look at the bigger picture. He stated that he sees at least 3500 people of our 6500 dues paying members has sent in additional checks. He stated that this tells him we are doing the right thing. Mark stated that we all need to take the tack that works for us and go out and make it work. He stated that he does not want to disparage activity on the local front but if you look at the vast majority of our members, their saying that the tack we're taking is something they are willing to support.

Joe Dean stated that what concerns him is balance. He stated that he has always been a supporter of moving toward a more professional organization. He said he has always been a supporter of making use of on-line resources. He said that gradually moving the newsletter to on-line has always made sense to him. He stated that having a newsletter every month may not be the best use of our money. However, what concerned him was putting all of the eggs in one basket. He's concerned with Mark's tactic that the contributors are happy with what we are doing, so let's do more of that. He is concerned that if we do more at the expense of nothing else, we will not have a balance, that we will not have a complete organization. That more of a good thing is not necessarily a good thing. He stated that he would be less concerned if we were giving up half of the newsletters in order to do something else that provided a direct benefit to the members of the LPC. He stated that he would be less concerned if we were giving up half the newsletters for something that was qualitative such as a registration drive. He stated that this budget change was not about replacing Thea. He stated that the budget that was already on the table replaced Thea. He stated that the numbers that Aaron had come up with was essentially to put in a full-time employee. He stated that less than half of the changes were for Thea's job, the rest is so that Juan can go off and do other things. He stated that this was fine to request in the budget but not something that we necessarily had to approve. He stated that the things Juan wanted this person to do, are things that volunteers should be able to do. He stated that he also wanted to comment on Mark's statement that we would still have communication. He stated that he does not believe that fundraising letters can replace a newsletter. He stated that fundraising letters don't provide balance. He stated that he would like each one on the ExCom to answer in their own minds, if they vote for this, what happens the next time the state party needs money. He asked if they are prepared to leave the newsletter alone from now on and go and find something else to cut.

Motion: Adopt the proposed Budget with the following change: Change the payroll line item to \$90,000 and the Newsletter line item to \$27,000 with the understanding that the newsletter is a hard copy every other issue and electronic the other month.

Roll call vote:

Officers

Vote

Mark Hinkle	Yes
Ted Brown	Yes
Rodney Austin	Yes
Eric Lund	No
Sandi Webb	Absent

At-Large Reps

Lori Adasiewicz	Yes
José Castañeda	No
Joe Dehn	No
Bruce Dovner	No
Aaron Starr	Yes

At-Large Alternates

Elizabeth Brierly, #1
John Ballard, #2

Region Reps **Vote**

Frank J. Manske, Region 1	No
Jeff Sommer , alternate R1	
Paul Marsden, Region 30	
Bill Hajdu, alternate R 30	No
Steve Cicero, Region 37	Yes
Michael McGinty, alternate R 37	
Tom Spielbauer, Region 43	
vacant, alternate R43	
David Larkin, Region 61	
Kit Maira, alternate R61	

Results: 6 Yes, 7 No. Motion fails.

Motion: It was moved to accept the budget as proposed with these changes: Leave the \$71,000 for the payroll, \$27,000 for the newsletter, and add \$19,000 to "excess support over expenditures". Seconded.

Roll call vote:

<u>Officers</u>	<u>Vote</u>
Mark Hinkle	Yes
Ted Brown	Yes
Rodney Austin	Yes
Eric Lund	Yes
Sandi Webb	Absent

At-Large Reps

Lori Adasiewicz	Yes
José Castañeda	No
Joe Dehn	Yes
Bruce Dovner	Yes
Aaron Starr	Yes

At-Large Alternates

Elizabeth Brierly, #1
John Ballard, #2

Region Reps **Vote**

Frank J. Manske, Region 1	No
Jeff Sommer , alternate R1	
Paul Marsden, Region 30	
Bill Hajdu, alternate R 30	No
Steve Cicero, Region 37	Yes
Michael McGinty, alternate R 37	
Tom Spielbauer, Region 43	
vacant, alternate R43	
David Larkin, Region 61	

Kit Maira, alternate R61

Yes

Results: 10 Yes, 3 No. Motion Passes

A budget for 2000 was adopted, anticipating about \$307,000 in gross revenue and incorporating changes to allow for moving functions now performed at the Executive Director's home and by a contractor into a new office in the LA area. The budget as adopted allowed for only a part-time executive assistant and the newsletter every other month, leaving about \$21,000 as reserve.

REVENUE AND SUPPORT		COST OF REVENUE		[NET]
Membership Dues:				
From Members	3,000	To National	3,000	
UMP Memberships	119,000	To Regions	71,400	47,600
Periodic Pledges:				
Periodic Pledges	51,000	To Regions	5,000	
		Free Memberships	3,000	43,000
Mail Fundraising	25,600	Mail Fundraising	14,400	11,200
Convention Operations	43,200	Convention Operations	43,000	200
Fundraising	4,900			4,900
Phone Fundraising	14,000	Phone Fundraising	8,300	5,700
Major Donors	45,000			45,000
Misc. Support	1,200			1,200
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	306,900		148,100	158,800

EXPENSES

Payroll	71,000
Exec Director Expenses	16,800
LA Office Rent	3,600
LA Office Phonedlines	1,350
Other Administration	8,750
Media Relations	5,300
Newsletter	27,000
Chair Expenses	2,400
Vice Chair Expenses	400
Treasurer Expenses	200
Seed Money	600

	137,400

Excess Support over Expenses

21,400

9. Standing Committees

a. Operations Committee Appointments

Motion: Eric Lund moved that the Operations Committee be:

Mark Hinkle
Eric Lund
Aaron Starr
Sandi Webb
Ted Brown

Passed

10. Next meeting: Next meeting to be in March 18-19 in San Jose.

11. Adjourned:

(Thank you to Joe Dehn, Elizabeth Brierly, and Juan Ros for their help in taking notes and recording this meeting in my absence.)