1993

# AICPA campaign treasurer computer software survey compilation

American Institute of Certified Public Accountants

# AICPA
# CAMPAIGN TREASURER
# COMPUTER SOFTWARE SURVEY COMPILATION

## 112 POLLED/52 RESPONSES

1)  Were you a Treasurer for a candidate for the U.S. Senate or House of Representatives?

    _10_ Senate               _42_ House

    *2 people served as campaign treasurers for both a Senator & a Representative.*

2)  As a Campaign Treasurer for a candidate for federal office, did you utilize any specialized computer software in managing campaign finances?

    _27_ YES               _25_ NO

3)  If you answered yes above, what is the brand name of the specialized software?

    *See attached sheets for answers to # 3*

    What is the name of the Manufacturer/Developer?

    What application(s) does the software provide? (i.e., Accounting, database management, wordprocessing)

    How do you rate these applications? (Please check appropriate box)

    |                      | Excellent | Good | Fair | Poor |
    | -------------------- | --------- | ---- | ---- | ---- |
    | Accounting/reporting | ☐         | ☐    | ☐    | ☐    |
    | Database management  | ☐         | ☐    | ☐    | ☐    |
    | Wordprocessing       | ☐         | ☐    | ☐    | ☐    |

    Does the Software prepare final FEC reports?

*3) cont'd.*

Is any special hardware needed to run the software?  If yes, please explain.

Does the software require use of a laser printer?

\_\_\_\_ YES                    \_\_\_ NO

What memory is required to run the software?

Approximate cost of the software?

Were you satisfied with the software, did it meet your needs as a Campaign Treasurer?

\_\_\_\_ YES                    \_\_\_ NO

If yes, what were the positive features?

Would you recommend the software to others?

\_\_\_\_ YES                    \_\_\_ NO

If you were not satisfied, what were the problems with the software?

*4)*    If you did not use a specialized software package, did you use some type of standard software package such as LOTUS, etc.?

_17_ YES                    _7_ NO

*\* See attached sheets for answers to # 4*

If yes, what software package did you use?

What applications was the software used for?

Were you satisfied with the software, did it meet your needs as a Campaign Treasurer?

_____ YES                    _____ NO

If you were not satisfied what were the problems with the software?

5)   Please provide any other comments you may have regarding Campaign Treasurer software.

Thank you for your assistance.  Please return the survey in the enclosed envelope to:

AICPA
1455 Pennsylvania Ave., N.W.
Washington, DC 20004

## COMMENTS FROM PEOPLE USING SPECIALIZED SOFTWARE

Please send results of the survey

Would really like results of survey

Call Stuart Rosenberg 305/667-3500

This is in 1986, so it is probably out dated.

It would be much simpler if the FEC developed (maybe with our help) a common software usable by all candidates. It would also make FEC's job easier & they could include support info in the Campaign Treasurer's manual.

Please let me know the results

It needs to be networked to fully use all functions and use passwords if others have access to financial information so they don't enter the wrong information

In 5/93 we replaced TC2 with Hannibal III & are currently in "shake-down" mode with the new program. We feel it is too early to critique Hannibal but would be glad to do so in 3-4 months if you care to send additional questionnaire.

Using dBase IV, you can create any kind of output needed

# COMMENTS FROM PEOPLE NOT USING SPECIALIZED SOFTWARE

Looking for something good!

This is a much needed product.

Our campaigns are relatively small. If more dollars & higher level of expenditures were involved, we would probably benefit from specialized software.

We have not tried any campaign software.

None.

In process of evaluating special software that will provide total accounting & reporting.

None.

Would like info on appropriate software.

We're currently evaluating "Frontrunner" and "Aristotle" programs.

3) Softwares used by Campaign Treasurers

| (5) Hannibal | (7) Campaign Manager II | One-Write+, G12, Paradox |
|---|---|---|
| TC-2 | Party Organizer | Cmpgn Software, Aristotle, Hannibal, One-Write+ |
| Landslide | Political Cmpgn Mgmnt System | Campaign Software |
| Pragmatix | Name not provided (2) | Political Cmpgn Mgmnt |
| Paradox | Q&A | dBase III |
| dBase IV | The Election Machine 4.7 | |

## HANNIBAL

Manufacturer -    Hannibal Software Inc.

Applications -    Database Management & FEC reporting
Database
Accounting, reporting, database mgmnt, wordprocessing links w/ WP
Accounting, database, wordprocessing
Accounting, database (dBase III), wordprocessing (Wordstar)

Applications rating

|  | Excellent | Good | Fair | Poor |
|---|---|---|---|---|
| Accounting/reporting | 1 | 3 | | 1 |
| Database management | | 2 | 3 | |
| Wordprocessing | 1 | 2 | 2 | |

FEC reports    Yes  3
No response  1
Comment* 1 (see below & attachment)

* The Hannibal software is kept on campaign computers in our permanent campaign office, and is managed and updated by paid staff. This software prepares the FEC filing on plain paper. While I use Hannibal's detailed schedules of receipts and disbursements in the FEC filing, the two top pages of the filing are prepared on my Macintosh, utilizing Excel and a laser printer. (See attached sample)

I verify the information which is prepared by Hannibal by summarizing transactions from deposits, checks, invoices, etc., and this information is linked to the first two pages of the FEC form template for automatic updating and printing. While the form is not an exact duplicate of the official FEC form, it is close; they have never questioned it. (And I did not go through the formal process of pre-approval of substitute forms.)

# HANNIBAL

Special Hardware
No - 2
Yes, wordprocessing software to run mail letters
2 - IBM compatible micro-computer

Laser Printer
No - 4
Yes - 1

Memory
3 - No response
512K
640K

Cost
1 - No response
$1500.00 yearly
$2000.00
No idea
$30,000 (including hardware in 1987)

Satisfied
Yes - 4
No - 1

Positive features
The support is very good, and it is user friendly
Very functional, bug-free, versitile, user-friendly
Fairly easy to use. Prepares "thank you" letters to
 contributors.  Good support available.
2 - No response

Recommend
Yes - 4
No - 1

Problems
Version 3 is a disaster so far

Deletions not possible if person contributed until year end.
Complicates mailings if person is deceased or requests removal of
name from list.  With over 5000 names on list the purging has to be
done manually.

One problem was in preparing a complete report for filing -- see
attached.  Also, some reports require a long time to compile -- the
computer is tied up for several hours at a time.

# CAMPAIGN MANAGER II

Manufacturer -    Aristotle Industries

Applications -    Database/Spreadsheet
Database Management/Accounting as applies to FEC reporting
   automated merge with Word Perfect
Accounting/Database Management/Wordprocessing
Accounting/FEC reporting/Direct mail fundraising/List mgmnt
   Wordprocessing/Public opinion polling/Precinet targeting
   Press releases/Candidate scheduling/Opposition research
   Budgeting/Voter contact
All
Most FEC report accounting & reporting/Database/Wordprocessing
Accounting/Database mgmnt/Wordprocessing/FEC reports

Applications rating

|                        | Excellent | Good | Fair | Poor |
|------------------------|-----------|------|------|------|
| Accounting/reporting   | 2    1    | 2    | 1    |      |
| Database management    |           | 4    | 1    | 1    |
| Wordprocessing         | 1         | 3    | 1    |      |

FEC reports  Yes  - 5
           Yes* - 1
           No   - 1

* All but first 2 pages

Special Hardware  No  - 4
                No* - 1  (*Up to date equipment is best)
                Yes - 2
   Hard drive
   IBM PC, AT or OS/2 with hard disk

Laser Printer    No  - 4
                Yes - 3

Memory           640K - 3
                4 Meg+ recommended (we're running on 2 Meg w/no problem)
                No response - 3

# CAMPAIGN MANAGER II

| | |
|---|---|
| Cost | $4,500 |
| | $2,000 |
| | $3,000 & annual update/support fee |
| | $3,500 |
| | No response - 3 |

| | |
|---|---|
| Satisfied | Yes - 6 |
| | No - 1 |

Positive features    User friendly, adaptable to individual campaign needs, <u>excellent</u> support, good sub-file, list manipulation capabilities.

Reporting on FEC format

We could design forms on file to record all info. we wanted and could print reports pulling different categories.  LOTUS was used as a check & cross reference

| | |
|---|---|
| Recommend | Yes - 6 |
| | No |
| | Maybe - 1 |

Problems    Has a very poor bookeeping procedure.  We've printed the same report 2x and gotten 2 different reports.  I think it's a file mgmnt problem.  We use QUICKEN to reconcile accounting info in this software & write our checks.  It's hard to get the company to make changes we've recommended, I realize it's not a big market.

Satisfied, but it has no mail suppres & housholding feature is not the best.  This software is new to us this campaign and is used for all aspects of the campaign as relates to fundraising & reporting.

# THE ELECTION MACHINE

Bill Tudor called Tom Higginbotham and informed him that this is a great package.

## *13 VARIOUS PACKAGES*

**Brand Name** (follow corresponding symbol)
- □ Campaign Software, Hannibal, One Write+, Word Perfect
- ◆ dBASE III, Professional Write/Word Perfect, Platinum-Acctg
- △ dBase IV
- ◙ Q&A (off the shelf program to assist in recording keeping/reporting
- ● Paradox
- ✿ Pragmatix
- o TC-2
- ★ Software developed by Patricia Phillips
- ↗ Name not provided
- ✔ Campaign Software
- ⊦ PCMS - Political Campaign Mgmnt. System
- ◆ Landslide Software
- ⨎ One Write+, Paradox
- ⨎ Party Organizer
- √ Political Campaign Management Software

**Manufacturer**
- □ Aristotle, Hannibal
- ◆ Self developed over 12 years
- △ Ashton-Tate a Borland Co.
- ◙ Symantec Corporation
- ● Developed in-house
- ✿ Custom made
- o Headlee Systems
- ✔ Campaign Software, Inc.
- ⊦ Sal Guzetta (800) 562-6624
- ◆ Landslide Software
- ⨎ Campaign Software
- √ Political Publishing

**Applications**
- □ FEC, accounting, wordprocessing
- ◆ Database, accounting, wordprocessing
- △ Accounting, database mgmnt, wordprocessing
- ◙ Accounting, database, wordprocessing
- ● Database with FEC reporting with link to wordprocessing software (PFS write or Microsoft Word)
- ✿ Accounting, database mgmnt, wordprocessing
- o Accounting, mail/database mgmnt
- ★ Word Perfect access, database mgmnt, accounts for indiv. line totals for FEC reports, SIC code analysis, contribution list by county or size of gift or others
- ↗ Database management, FEC reporting format

## Applications cont'd.

✔      Accounting, public disclosure rpts, database
ʰ      Reporting, Wordprocessing
◆      Accounting, reporting to FEC, wordprocessing & database mgmnt
⇕      We also use Word Perfect for letters, merging etc.
§      Accounting, database mgmnt, wordprocessing
√      FEC reports, list mgmnt, budget mgmnt, scheduling, wordprocessing

## Applications rating

| | Excellent | Good | Fair | Poor |
|---|---|---|---|---|
| Accounting/reporting | ◆ △ ☼ ◆ ⇕ | | ☐ ● o | ◙ ★ ✔ ʰ √ |
| Database management | ◆ △ ● ☼ ◆ ⇕ | | ◙ o ↗ √ | ☐ ★ ✔ ʰ |
| Wordprocessing | ☐ ◆ △ ● ☼ ◆ ⇕ | ◙ ★ √ | ✔ | ʰ |

FEC reports   Yes    ☐ ◆ ●* ☼ o*** ✔ ʰ ◆ √
              No      △ ◙** ★ ⇕
              Parts ↗

\*      Exception of summary page
\*\*      Could if programed
\*\*\*      All but summary pages we prepared manually

## Special Hardware

☐      486 120M Hard 8 Meg RAM min. with large databases, one needs hard disk space for both program and data. A fast CPU and RAM to do sorts quickly. In the mid 80's, sorts could take hours, now a few minutes.

●      IBM Compatible

√      PC - 286 or higher

No      ◆ △ ◙ o ★ ↗ ✔ ◆ ⇕

## Laser Printer

☐ HP IV you need extra ram in the printer
Yes - ◆ ☼ ◆
No - △ ◙ ● o ★ ↗ ʰ ⇕ √

## Memory

- ☐ Depends on Windows, but 8 meg min., preferrable more (we ordered 16 meg)
- ◆ 640K
- △ 2mg
- ● 1meg
- ★ 512K
- ↗ 640K
- ◆ 640 Ram with 1MG internal
- ↕ 2
- √ 640K

## Cost

- ☐ $ 3,000
- ◆ $ 2,200
- △ $ 550
- o $ 600 in 1989
- ★ $ 7,000
- ✔ $ 1,900
- ⊦ $ 800
- ◆ $ 1,810.75
- ↕ $ 600
- √ $ 3,500

## Satisfied

Yes  ◆ △ ◼ ● ☼ ↗ ✔ ⊦ ◆ ↕

No  ★ √

- ☐ Pleased so far with Hannibal, good support provided
- o until 1991 when it could no longer handle data

## Positive features

- ☐ Ease of use, speed of processing
- ◆ List management & FEC reporting
- ◼ Ease of use, ease of report generation
- ● Ease of operation, based on a retail package (Paradox)
- ◆ Ease of use, good support, met all of our needs
- ↕ Ease of use, controling of limits & sorting capabilities

## Recommend

Yes - ☐ ◆ △ ◼ ● ☼ ↗ ◆ ↕

No - o ★ ✔ ⊦ √

Problems ☐ Does not do accounting. I have been involved since 1979 when I attended the AICPA FEC training in DC. We first were manual, then a local vendor developed software. In about 1984, we moved to campaign software. We utilized it until 1990, then Aristotle bought out campaign software. We used several packages until Hannibal 3. The problems I see are as follows: In Senate races the cycle is every six years. In House races, every two years. The state party and other federal races are also present. If possible, compatability is important. Any campaign software will be limited. Most compaines are on a shoe string. Stan Huckaby has several stories. The software has alimited market. Yet, to manage a large database and win elections, you need software to manage the database and prepare FEC reports. In addition, you need an accounting package to prepare financial statements, budgets, etc. in order for the campaign financing to be addressed timely and quickly. You need word processing to respond to the volume of letters, etc. In Idaho, we find $500,000+ for a congressional race and $1,500,000 in a senatorial or governatorial race. In one senatorial race the expenditures were compressed to a ten month period. The state party accounting has special problems because of federal vs. state funds. My recommendation has been and continues to be for the AICPA to provide training and a core for elections, because any program needs continuety and stability. I would be glad to discuss this with you further. Richard W. Jackson

o Headlee entered the market in 1985 but lost interest in 1990 and began focusing on non-political applications. TC-2 was too memory intensive and as more data was added, it began breaking down & Headlee was not issuing upgrades. I don't think they even market TC-2 currently.

In 5/93 we replaced TC-2 with Hannibal III and are currently in "SHAKE-DOWN" mode with the new program. We feel it is too early to critique Hannibal but would be glad to do so in 3-4 months if you care to send additional questionnaire. Gerard McHale, Jr.

★ Did not go far enough in providing totals that fit directly into FEC Form 3 and also into 1120-POL. It would be much simpler if the FEC (maybe with our help) a common software usable by all candidates. It would also make FEC's job easier & they could include support info. in the Campaign Treasurer's Manual.

✔ This was in 1986 so it is probably outdated.

ⱶ Memory, Support, Bugs!

Problems    ↕    Paradox needs to be created on the database.  I'd like to use a single software for limits on contrib./word proc. & FEC filing.

          $    The program is not longer supported nor superceeded to my knowledge.  Lacked bells & whistles to warn of excess contributions in a specific campaign phase.  I would want: accounting/reporting, database mgmnt, wordprocessing, FEC reports, campaign phase monitoring.

          √    Not integrated with the general ledger or accounts payable control.  Processing of the FEC report is extremely slow.


4) Treasurers using a standard package along with specialized software
         5 - Yes
         22 - No / N/A / No response

| Package Used | Applications |
| --- | --- |
| Wordstar 6.0 | Excel for Macintosh |
| Wordprocessing | Summarizing transactions, preparing report |
| PFS File & LOTUS 123 | Spreadsheet |
| One Write+, Word Perfect | Accounting, Wordprocessing |
| LOTUS for Voter Analysis | |


Satisfied         5 - Yes