



Staff Memorandum

HOUSE OF DELEGATES Agenda Item #3

REQUESTED ACTION: Approval of the 2018 Association income and expense budget.

Attached is the 2018 proposed Association operating budget. The budget has projected income of \$23,704,135 and expense of \$23,797,360, leaving a projected deficit of \$93,225.

Any member of the House who would like to review the complete budget book may contact Kristin M. O'Brien, Senior Director of Finance, at (518) 487-5510 or kobrien@nysba.org.

The budget will be presented by T. Andrew Brown, chair of the Finance Committee.

2018 PROPOSED BUDGET

THE ASSOCIATION HAS PROJECTED REVENUE OF \$23,704,135 AND EXPENSE OF \$23,797,360 LEAVING A PROJECTED DEFICIT OF \$93,225.

NEW YORK STATE BAR ASSOCIATION

2018 PROPOSED INCOME BUDGET

<u>Item</u>	<u>2017 Budget</u>	<u>Received To 6/30/2017</u>	<u>Projected Year End</u>	<u>2018 Proposed Budget</u>	<u>2016 Actual</u>	<u>2015 Actual</u>	<u>2014 Actual</u>
Membership Dues	10,925,000	9,960,070	10,050,000	10,050,000	10,537,010	10,882,248	11,328,611
Continuing Legal Education	3,900,000	1,717,133	3,392,000	3,635,000	3,631,127	3,633,014	4,289,018
Investment Income	345,000	125,724	464,900	477,000	472,795	376,796	417,920
Advertising	133,000	11,998	139,000	276,000	154,429	143,584	98,176
Reference Materials	1,350,000	460,000	1,320,000	1,310,000	1,256,741	1,253,532	1,296,887
Publications and Miscellaneous	274,200	89,202	317,800	316,500	266,168	282,103	300,132
Insurance Program	2,269,000	1,102,478	2,262,000	2,262,000	2,269,769	2,081,758	2,029,531
Annual Meeting	869,500	900,897	900,900	930,000	865,217	812,353	927,610
House of Delegates	28,100	32,500	36,325	36,500	27,205	34,100	29,825
Committees	80,000	20,130	79,275	175,000	190,483	77,700	146,478
Sections	4,175,150	3,091,070	4,150,210	4,236,135	3,584,453	3,546,227	3,552,904
TOTALS	24,348,950	17,511,202	23,112,410	23,704,135	23,255,397	23,123,415	24,417,092

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**NEW YORK STATE BAR ASSOCIATION
2018 PROPOSED EXPENSE BUDGET**

ITEM	2017 BUDGET	EXPENDED To 6/30/2017	PROJECTED YEAR END	2018 PROPOSED BUDGET	2016 ACTUAL	2015 ACTUAL	2014 ACTUAL	
<i>Salaries and Fringe Benefits</i>	10,409,950	4,705,992	10,186,050	10,105,550	9,432,133	9,678,528	13,819,553	
<i>Less: Allocations</i>	(10,392,400)	(4,701,000)	(10,182,100)	(10,100,500)	(9,428,589)	(9,734,847)	(13,819,553)	
<i>Bar Center Operations</i>	2,137,500	1,081,549	2,179,200	2,334,700	1,955,358	1,990,119	2,361,967	<i>Page 7</i>
<i>Publications and Meetings</i>	1,735,100	1,103,151	1,705,070	1,681,050	1,601,073	1,767,763	1,702,466	<i>Page 8</i>
<i>Committees and Departments</i>	16,251,750	7,470,834	15,429,152	15,577,710	14,755,760	15,153,281	15,504,732	<i>Page 9</i>
<i>Sections</i>	4,171,175	2,248,083	3,962,750	4,198,850	3,576,180	3,445,419	3,379,919	<i>Page 12</i>
TOTALS	24,313,075	11,908,610	23,280,122	23,797,360	21,891,916	22,300,262	22,949,084	

**NEW YORK STATE BAR ASSOCIATION
2018 MEMBERSHIP DUES
(BASED ON PROJECTED MEMBERSHIP)**

Class	Dues	Members	Amount
Regular Membership:			
Sustaining Members	400	696	278,400
Members admitted 2010 and Prior	275	25,631	7,048,525
Members admitted 2011-2012	185	1,422	263,070
Members admitted 2013-2014	125	1,628	203,500
Members admitted 2015 -2017	60	2,875	172,500
Special Dues Classes	70	1,163	81,410
Newly admitted	0	5,601	0
Law students	0	6,793	0
		45,809	8,047,405
Out-of-State Members:			
Sustaining Members	400	130	52,000
Members admitted 2010 and Prior	180	8,730	1,571,400
Members admitted 2011-2012	150	840	126,000
Members admitted 2013-2014	120	969	116,280
Members admitted 2015 -2017	60	1,621	97,260
Newly admitted	0	3,578	0
		15,868	1,962,940
Total		61,677	10,010,345
Amount for Changes in Dues Category			39,655
PROPOSED DUES REVENUE			10,050,000

**CLE INCOME
2018 PROPOSED BUDGET**

ITEM NAME	2017 BUDGET	RECEIVED to 6/30/2017	PROJECTED YEAR END	2018 PROPOSED BUDGET	2016 ACTUAL	2015 ACTUAL	2014 ACTUAL
<i>Programs</i>	2,050,000	880,944	1,660,000	1,800,000	1,661,165	1,887,298	2,381,261
<i>Webcast Program Income</i>	650,000	243,180	600,000	650,000	600,248	660,987	614,897
<i>LPM Program Income</i>	100,000	25,990	75,000	75,000	87,013	99,588	0
<i>On-Line</i>	750,000	434,410	800,000	850,000	844,225	610,792	652,516
<i>Audio Compact Disk (CD)</i>	225,000	79,132	150,000	150,000	272,864	231,124	411,022
<i>Course Book</i>	40,000	16,079	32,000	35,000	41,152	41,976	65,500
<i>DVD</i>	85,000	37,398	75,000	75,000	124,460	101,249	163,822
TOTAL	3,900,000	1,717,133	3,392,000	3,635,000	3,631,127	3,633,014	4,289,018

CLE GENERAL DEPARTMENT

	<u>2017</u>	<u>EXPENDED</u>	<u>PROJECTED</u>	<u>2018</u>	<u>2016</u>	<u>2015</u>	<u>2014</u>
	<u>BUDGET</u>	<u>to 6/30/2017</u>	<u>YEAR END</u>	<u>PROPOSED</u>	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>ACTUAL</u>
<i>Training & Professional Development</i>	3,650	2,645	4,000	5,000	2,899	5,054	3,437
<i>Salary and Fringe Allocation</i>	825,600	374,225	829,100	854,100	768,007	912,056	1,292,045
<i>Dues & Subscriptions</i>	4,675	3,110	3,500	3,500	3,044	2,896	5,013
<i>Bank and Investment Fees</i>	103,000	49,393	103,000	103,000	98,598	98,625	75,870
<i>Programs</i>	1,300,000	599,825	1,200,000	1,200,000	1,158,517	1,284,819	1,687,898
<i>Webcast</i>	165,000	120,465	200,000	200,000	170,914	175,686	106,057
<i>LPM Programs</i>	55,000	27,088	50,000	50,000	48,529	54,116	0
<i>Hosting</i>	60,000	35,395	70,000	70,000	90,414	68,847	52,511
<i>Postage and Shipping</i>	750	(1,363)	2,200	1,000	(1,350)	623	791
<i>Supplies</i>	3,000	7,820	10,000	5,000	3,394	2,913	7,026
<i>Compact Disk (CD's)</i>	22,000	7,460	15,000	15,000	20,080	22,406	74,700
<i>Course Book</i>	3,500	359	1,000	2,200	2,204	6,438	12,456
<i>DVD</i>	15,000	7,887	12,000	12,000	16,159	13,071	14,374
<i>Misc Service/Professional Fees</i>	0	1,516	3,000	3,000	2,532	2,616	2,058
<i>Committee Meeting</i>	8,500	5,243	9,500	9,500	9,146	7,838	0
<i>Graphics Department</i>	2,000	7,735	18,000	2,750	8,761	1,313	3,174
<i>Travel Costs</i>	21,800	12,754	30,000	30,000	42,316	19,015	16,395
	2,593,475	1,261,557	2,560,300	2,566,050	2,444,164	2,678,332	3,353,805

BAR CENTER OPERATIONS AND ADMINISTRATIVE EXPENSE

2018 PROPOSED BUDGET

	<u>2017 BUDGET</u>	<u>EXPENDED 6/30/2017</u>	<u>PROJECTED YEAR END</u>	<u>2018 PROPOSED BUDGET</u>	<u>2016 ACTUAL</u>	<u>2015 ACTUAL</u>	<u>2014 ACTUAL</u>
Rent	305,000	132,509	287,000	287,000	285,078	285,078	285,078
Building Services	283,250	99,563	228,250	238,250	227,752	266,454	308,017
Insurance	142,000	77,738	138,500	142,000	141,781	153,194	140,175
Taxes	5,250	1,767	5,250	5,250	23,148	12,079	21,388
Plant and Equipment	858,500	454,218	910,600	904,600	754,395	675,901	761,903
Office Administration	75,000	(13)	41,500	34,500	(18,089)	113,395	226,819
Other	468,500	315,768	568,100	723,100	541,294	484,018	618,587
TOTALS	2,137,500	1,081,549	2,179,200	2,334,700	1,955,358	1,990,119	2,361,967

PUBLICATIONS AND MEETINGS

PUBLICATIONS

<u>Item</u>	2017 BUDGET	EXPENDED to 6/30/2017	PROJECTED YEAR END	2018 PROPOSED BUDGET	2016 ACTUAL	2015 ACTUAL	2014 ACTUAL
<i>New York State Bar Journal</i>	431,200	240,814	419,700	378,200	418,138	464,084	476,642
<i>New York State Law Digest</i>	187,800	84,316	186,300	187,800	187,721	145,080	130,309
<i>State Bar News</i>	247,300	107,743	242,300	242,300	173,259	256,857	247,412
TOTAL PUBLICATIONS	866,300	432,873	848,300	808,300	779,118	866,021	854,363
<u>MEETINGS</u>							
<i>Annual Meeting</i>	348,200	337,520	337,520	345,800	321,137	377,577	381,727
<i>Executive Committee</i>	51,000	40,911	54,750	49,200	46,196	48,596	55,331
<i>House of Delegates and Officer's Expense</i>	469,600	291,847	464,500	477,750	454,622	475,569	411,045
TOTAL MEETINGS	868,800	670,278	856,770	872,750	821,955	901,742	848,103
TOTAL PUBLICATIONS AND MEETINGS	1,735,100	1,103,151	1,705,070	1,681,050	1,601,073	1,767,763	1,702,466

**COMMITTEES
2018 PROPOSED BUDGET**

<i>Item</i>	<u>2017 Budget</u>	<u>Expended To 6/30/2017</u>	<u>Projected Year End</u>	<u>2018 Proposed Budget</u>	<u>2016 Actual</u>	<u>2015 Actual</u>	<u>2014 Actual</u>
<i>Line Item Committees (\$25,000 or more)</i>	400,550	257,593	405,675	450,425	456,937	356,772	578,148
<i>Line Item Committees (\$2,501-\$24,999)</i>	226,250	116,730	191,852	226,975	175,740	176,293	171,565
<i>Non-Line Item Committees and Other</i>	151,350	81,530	123,775	115,400	124,968	111,803	124,092
<i>Departments</i>	15,473,600	7,014,980	14,707,850	14,784,910	13,998,114	14,508,413	14,630,927
TOTALS	16,251,750	7,470,834	15,429,152	15,577,710	14,755,760	15,153,281	15,504,732

SECTIONS
2018 PROPOSED DUES INCOME BUDGET

<u>SECTION</u>	2017	RECEIVED	PROJECTED	2018	2016	2015	2014
	<u>BUDGET</u>	<u>To 6/30/2017</u>	<u>YEAR END</u>	<u>PROPOSED BUDGET</u>	<u>ACTUAL</u>	<u>ACTUAL</u>	<u>ACTUAL</u>
<i>Antitrust</i>	14,000	12,153	13,000	13,200	13,335	13,140	13,520
<i>Business Law</i>	86,000	74,728	76,000	75,000	81,314	85,472	88,817
<i>Commercial & Federal Litigation</i>	75,000	69,440	70,600	70,000	74,330	76,004	78,893
<i>Corporate Counsel</i>	42,000	35,368	37,000	38,000	37,300	39,745	41,340
<i>Criminal Justice</i>	37,500	34,809	37,000	35,000	36,615	37,995	40,081
<i>Dispute Resolution</i>	41,000	37,724	40,000	37,724	41,510	41,882	44,668
<i>Elder Law and Special Needs</i>	80,000	74,065	77,000	80,000	77,960	78,366	77,875
<i>Entertainment Law</i>	40,000	34,230	35,500	36,000	36,914	41,103	41,935
<i>Environmental Law</i>	30,000	28,429	30,000	29,450	29,725	31,353	32,354
<i>Family Law</i>	77,000	74,313	76,000	75,000	75,873	77,916	80,385
<i>Food, Drug</i>	5,200	4,713	5,000	4,600	5,193	5,238	5,250
<i>General Practice</i>	38,000	31,158	33,000	32,500	34,410	38,236	40,548
<i>Health Law</i>	35,000	33,283	34,500	34,000	34,053	35,005	34,328
<i>Intellectual Property Law</i>	42,000	37,113	40,000	40,500	40,951	45,604	48,303
<i>International Law</i>	50,000	45,705	50,000	50,000	49,261	49,550	51,648
<i>Judicial</i>	8,400	9,581	9,750	10,000	8,345	8,025	7,763
<i>Labor & Employment</i>	69,000	64,926	67,500	68,000	67,969	68,751	71,395
<i>Local State Government</i>	31,000	29,340	30,000	31,500	29,962	27,778	28,445
<i>Real Property</i>	143,000	138,571	142,000	139,000	142,853	153,646	149,538
<i>Senior Lawyers</i>	42,000	43,880	45,000	45,000	47,080	33,769	40,008
<i>Tax</i>	56,000	49,914	54,000	55,000	53,699	54,854	57,173
<i>Torts, Insurance and Compensation</i>	81,000	75,175	77,000	76,000	77,310	83,740	87,192
<i>Trial Lawyers</i>	73,500	65,897	70,000	70,500	69,098	72,960	57,670
<i>Trusts and Estates</i>	170,000	164,380	168,000	165,600	170,977	170,316	170,228
<i>Young Lawyers</i>	45,000	25,489	26,000	30,000	24,800	29,243	35,322
TOTAL	1,411,600	1,294,380	1,343,850	1,341,574	1,360,835	1,399,691	1,424,679

SECTIONS

2018 PROPOSED LUNCHEONS, PROGRAMS and SURPLUS INCOME BUDGET

<u>SECTION</u>	<u>2017 BUDGET</u>	<u>RECEIVED To 6/30/2017</u>	<u>PROJECTED YEAR END</u>	<u>2018 PROPOSED BUDGET</u>	<u>2016 ACTUAL</u>	<u>2015 ACTUAL</u>	<u>2014 ACTUAL</u>
Antitrust	228,000	158,774	227,450	218,400	147,275	171,257	170,890
Business Law	88,000	6,143	59,100	127,500	28,466	21,385	41,733
Commercial & Federal Litigation	182,000	176,870	188,300	184,000	178,090	170,114	155,141
Corporate Counsel	30,000	965	26,200	25,400	10,421	32,924	17,475
Criminal Justice	28,000	25,205	26,300	22,200	17,525	25,140	24,954
Dispute Resolution	125,000	54,705	98,400	136,376	98,745	86,565	73,255
Elder Law and Special Needs	250,000	102,048	214,500	240,000	201,905	223,475	224,965
Entertainment Law	52,200	17,173	57,900	62,800	43,669	40,133	41,696
Environmental Law	48,300	39,287	59,800	55,350	45,265	62,432	40,481
Family Law	224,200	327,161	338,500	278,800	290,308	191,071	181,343
Food, Drug	4,650	1,310	4,000	1,300	585	0	0
General Practice	66,500	2,545	42,700	49,400	2,420	3,472	2,810
Health Law	52,500	24,422	67,900	37,800	32,591	29,378	52,840
Intellectual Property Law	34,000	21,723	41,200	40,000	33,138	34,441	40,793
International Law	257,000	178,950	277,000	290,800	249,017	216,914	270,012
Judicial	13,500	21,465	21,960	18,100	13,530	13,730	11,148
Labor & Employment	117,000	20,550	88,350	115,150	71,497	79,091	83,169
Local State Government	16,700	145	9,200	32,700	11,730	7,226	9,059
Real Property	99,600	46,033	111,200	82,500	48,929	47,182	46,776
Senior Lawyer	37,000	1,553	17,000	45,200	15,632	9,960	11,608
Tax	183,000	149,270	211,850	218,150	154,825	145,292	164,066
Torts, Insurance and Compensation	67,650	24,631	103,600	80,135	102,346	63,568	67,508
Trial Lawyers	105,000	32,085	73,000	76,500	23,357	65,655	49,472
Trusts and Estates	311,750	195,294	250,400	277,900	257,733	294,871	219,021
Young Lawyers	142,000	168,385	190,550	178,100	144,620	111,260	128,010
TOTAL	2,763,550	1,796,691	2,806,360	2,894,561	2,223,618	2,146,536	2,128,225

SECTIONS

2018 PROPOSED EXPENSE BUDGET

<u>ACCOUNT NAME</u>	<u>2017 BUDGET</u>	<u>EXPENDED TO 6/30/2017</u>	<u>PROJECTED YEAR END</u>	<u>2018 BUDGET</u>	<u>2016 ACTUAL</u>	<u>2015 ACTUAL</u>	<u>2014 ACTUAL</u>
<i>Antitrust</i>	241,600	192,636	240,450	231,600	193,013	175,372	153,670
<i>Business Law</i>	174,000	75,900	135,100	202,500	123,254	143,991	131,832
<i>Commercial & Federal Lit.</i>	257,000	212,295	258,900	254,000	259,822	249,894	198,340
<i>Corporate Counsel</i>	72,000	18,721	63,200	63,400	57,927	71,754	50,873
<i>Criminal Justice</i>	65,500	33,743	62,600	55,200	70,866	66,558	63,558
<i>Dispute Resolution</i>	166,000	84,059	138,400	174,100	106,861	103,022	72,711
<i>Elder Law and Special Needs</i>	330,000	88,557	291,500	320,000	285,817	265,096	297,036
<i>Entertainment Law</i>	92,200	56,444	93,400	98,800	76,963	68,635	66,702
<i>Environmental Law</i>	78,300	57,593	83,600	84,800	65,935	65,165	51,170
<i>Family Law</i>	301,200	124,077	380,250	353,800	378,011	285,451	272,199
<i>Food, Drug & Cosmetic</i>	9,850	8,600	9,000	5,900	6,037	8,994	7,001
<i>General Practice</i>	104,500	46,803	75,700	81,900	44,377	44,878	37,137
<i>Health Law</i>	87,500	77,080	102,400	71,800	69,241	58,303	82,406
<i>Intellectual Prop Law</i>	76,000	46,836	81,200	80,500	64,563	86,187	104,233
<i>International</i>	304,000	89,682	282,000	309,700	242,216	265,438	287,313
<i>Judicial</i>	21,900	24,634	26,400	27,050	19,645	20,235	26,989
<i>Labor & Employment</i>	186,000	65,603	155,850	183,150	115,728	124,770	115,547
<i>Local State Government</i>	47,700	15,773	34,450	64,200	23,257	20,111	30,926
<i>Real Property</i>	242,600	117,663	253,200	221,500	240,235	202,787	181,400
<i>Senior Lawyers</i>	79,000	17,078	41,200	90,200	30,572	26,213	28,736
<i>Tax</i>	239,000	191,776	265,850	273,150	198,767	208,367	216,776
<i>Torts, Ins, Comp</i>	148,500	77,048	149,000	153,000	145,414	149,690	166,132
<i>Trial Lawyers</i>	178,500	95,546	143,000	147,000	97,413	148,943	185,232
<i>Trusts and Estates</i>	481,750	271,328	382,100	443,500	484,772	446,653	390,209
<i>Young Lawyers</i>	186,575	158,608	214,000	208,100	175,475	138,912	161,791
TOTALS	4,171,175	2,248,083	3,962,750	4,198,850	3,576,180	3,445,419	3,379,919