



Staff Memorandum

ANNUAL MEETING Agenda Item #4

Attached for your reference are the financial statements for the period ending December 31, 2019.

**NEW YORK STATE BAR ASSOCIATION
2019 OPERATING BUDGET
TWELVE MONTHS OF CALENDAR YEAR 2019**

REVENUE

	2019 BUDGET	ADJUST- MENTS	2019 BUDGET AS ADJUSTED	UNAUDITED RECEIVED 12/31/2019	% RECEIVED 12/31/2019	2018 BUDGET	UNAUDITED RECEIVED 12/31/2018	% RECEIVED 12/31/2018
MEMBERSHIP DUES	10,050,000		10,050,000	9,637,873	95.90%	10,050,000	9,902,972	98.54%
SECTIONS:								
Dues	1,302,000		1,302,000	1,288,049	98.93%	1,341,574	1,292,120	96.31%
Programs	3,160,640		3,160,640	2,452,892	77.61%	2,894,561	2,529,827	87.40%
INVESTMENT INCOME	478,000		478,000	564,518	118.10%	477,000	556,521	116.67%
ADVERTISING	219,000		219,000	290,456	132.63%	296,000	267,591	90.40%
CONTINUING LEGAL EDUCATION	3,130,000		3,130,000	3,158,234	100.90%	3,635,000	3,240,221	89.14%
USI AFFINITY PAYMENT	2,196,800		2,196,800	2,270,694	103.36%	2,262,000	2,209,019	97.66%
ANNUAL MEETING	850,000		850,000	938,791	110.45%	930,000	838,408	90.15%
HOUSE OF DELEGATES & COMMITTEES	78,250		78,250	77,576	99.14%	211,500	194,294	91.86%
PUBLICATIONS, ROYALTIES AND OTHER	268,200		268,200	254,419	94.86%	296,500	309,358	104.34%
REFERENCE MATERIALS	1,274,000		1,274,000	1,097,627	86.16%	1,310,000	1,076,377	82.17%
TOTAL REVENUE	23,006,890	0	23,006,890	22,031,129	95.76%	23,704,135	22,416,708	94.57%

EXPENSE

	2019 BUDGET	ADJUST- MENTS	2019 BUDGET AS ADJUSTED	UNAUDITED EXPENDED 12/31/2019	% EXPENDED 12/31/2019	2018 BUDGET	UNAUDITED EXPENDED 12/31/2018	% EXPENDED 12/31/2018
SALARIES & FRINGE	9,382,242		9,382,242	8,404,663	89.58%	10,105,550	8,667,283	85.77%
BAR CENTER:								
Rent	284,000		284,000	284,367	100.13%	287,000	283,623	98.82%
Building Services	230,750		230,750	401,673	174.07%	238,250	213,285	89.52%
Insurance	162,000		162,000	159,734	98.60%	142,000	170,277	119.91%
Taxes	2,750		2,750	160,539	5837.78%	5,250	6,872	130.90%
Plant and Equipment	862,000		862,000	469,794	54.50%	904,600	1,435,314	158.67%
Administration	539,100		539,100	349,115	64.76%	607,600	424,068	69.79%
SECTIONS	4,466,940		4,466,940	3,810,887	85.31%	4,198,850	3,853,509	91.78%
PUBLICATIONS:								
Reference Materials	306,752		306,752	222,214	72.44%	389,050	221,386	56.90%
Journal	360,200		360,200	342,366	95.05%	378,200	351,483	92.94%
Law Digest	172,300		172,300	154,153	89.47%	187,800	165,856	88.32%
State Bar News	135,300		135,300	101,163	74.77%	242,300	131,607	54.32%
MEETINGS:								
Annual Meeting	338,500		338,500	380,226	112.33%	345,800	274,263	79.31%
House of Delegates, Officers and Executive Committee	519,300		519,300	438,923	84.52%	526,950	488,803	92.76%
COMMITTEES:								
Continuing Legal Education	1,659,000		1,659,000	1,704,595	102.75%	1,711,950	1,493,009	87.21%
LPM / Electronic Communication Committee	55,950		55,950	28,964	51.77%	72,800	45,976	63.15%
Marketing / Membership	924,350		924,350	733,250	79.33%	798,100	656,299	82.23%
Media Services	30,450		30,450	113,104	371.44%	98,900	46,380	46.90%
All Other Committees and Departments	2,574,705		2,574,705	2,812,467	109.23%	2,556,410	2,278,345	89.12%
TOTAL EXPENSE	23,006,589	0	23,006,589	21,072,197	91.59%	23,797,360	21,207,638	89.12%
BUDGETED SURPLUS	301	0	301	958,932		(93,225)	1,209,070	

NEW YORK STATE BAR ASSOCIATION
STATEMENTS OF FINANCIAL POSITION
AS OF DECEMBER 31, 2019

<u>ASSETS</u>	<u>UNAUDITED</u> <u>12/31/2019</u>	<u>UNAUDITED</u> <u>12/31/2018</u>	<u>UNAUDITED</u> <u>12/31/2018</u>
Current Assets:			
General Cash and Cash Equivalents	16,452,608	15,595,866	15,595,866
Accounts Receivable	128,765	230,010	230,010
Prepaid expenses	1,034,220	1,627,608	1,627,608
Royalties and Admin. Fees receivable	786,666	644,691	644,691
Total Current Assets	18,402,259	18,098,175	18,098,175
Board Designated Accounts:			
<u>Cromwell Fund:</u>			
Cash and Investments at Market Value	2,648,140	2,191,231	2,191,231
Accrued interest receivable	0	0	0
	2,648,140	2,191,231	2,191,231
<u>Replacement Reserve Account:</u>			
Equipment replacement reserve	1,117,659	1,117,337	1,117,337
Repairs replacement reserve	794,431	794,202	794,202
Furniture replacement reserve	219,967	219,904	219,904
	2,132,057	2,131,443	2,131,443
<u>Long-Term Reserve Account:</u>			
Cash and Investments at Market Value	26,428,457	21,745,927	21,745,927
Accrued interest receivable	138,364	147,237	147,237
	26,566,821	21,893,164	21,893,164
<u>Sections Accounts:</u>			
Section Accounts Cash equivalents and Investments at market value	3,873,958	3,699,977	3,699,977
Cash	-69,946	-31,562	-31,562
	3,804,012	3,668,415	3,668,415
Fixed Assets:			
Furniture and fixtures	1,448,300	1,431,781	1,431,781
Leasehold Improvements	1,368,781	1,368,781	1,368,781
Equipment	9,325,163	8,311,267	8,311,267
Telephone	107,636	107,636	107,636
	12,249,880	11,219,465	11,219,465
Less accumulated depreciation	10,191,258	9,875,234	9,875,234
Net fixed assets	2,058,622	1,344,231	1,344,231
Total Assets	55,611,911	49,326,659	49,326,659
<u>LIABILITIES AND FUND BALANCES</u>			
Current liabilities:			
Accounts Payable & other accrued expenses	846,047	1,016,651	1,016,651
Deferred dues	7,798,323	8,382,450	8,382,450
Deferred income special	461,538	692,307	692,307
Deferred grant revenue	15,489	27,406	27,406
Other deferred revenue	1,092,283	1,228,772	1,228,772
Unearned Income - CLE	93,111	57,487	57,487
Payable To The New York Bar Foundation	26,307	28,915	28,915
Total current liabilities & Deferred Revenue	10,333,098	11,433,988	11,433,988
Long Term Liabilities:			
Accrued Pension Costs	0	0	0
Accrued Other Postretirement Benefit Costs	7,628,910	7,128,910	7,128,910
Accrued Supplemental Plan Costs and Defined Contribution Plan Costs	360,000	296,197	296,197
Total Liabilities & Deferred Revenue	18,322,008	18,859,095	18,859,095
Board designated for:			
Cromwell Account	2,648,140	2,191,231	2,191,231
Replacement Reserve Account	2,132,057	2,131,443	2,131,443
Long-Term Reserve Account	18,439,547	14,320,820	14,320,820
Section Accounts	3,804,012	3,668,415	3,668,415
Invested in Fixed Assets (Less capital lease)	2,058,622	1,344,231	1,344,231
Undesignated	8,207,525	6,811,424	6,811,424
Total Net Assets	37,289,903	30,467,564	30,467,564
Total Liabilities and Net Assets	55,611,911	49,326,659	49,326,659

New York State Bar Association
Statement of Activities
For the Twelve Months Ending December 31, 2019

	<u>December 2019</u>	<u>December 2018</u>	<u>December 2018</u>
REVENUES AND OTHER SUPPORT			
Membership dues	9,637,873	9,902,972	9,902,972
Section revenues			
Dues	1,288,049	1,292,120	1,292,120
Programs	2,452,892	2,529,827	2,529,827
Continuing legal education program	3,158,234	3,240,221	3,240,221
Administrative fee and royalty revenue	2,534,120	2,483,276	2,483,276
Annual meeting	938,791	838,408	838,408
Investment income	1,099,904	1,580,794	1,580,794
Reference Books, Formbooks and Disk Products	1,097,627	1,076,377	1,076,377
Other revenue	365,254	518,422	518,422
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Total revenue and other support	22,572,744	23,462,417	23,462,417
PROGRAM EXPENSES			
Continuing legal education program	2,548,619	2,307,567	2,307,567
Graphics	1,434,079	1,749,965	1,749,965
Government relations program	385,512	483,561	483,561
Law, youth and citizenship program	76,788	76,021	76,021
Lawyer assistance program	175,132	108,395	108,395
Lawyer referral and information services	122,938	122,216	122,216
Law practice management services	73,681	88,689	88,689
Media / public relations services	490,354	350,259	350,259
Marketing and Membership services	1,592,708	1,485,399	1,485,399
Pro bono program	174,271	208,883	208,883
Local bar program	103,916	103,730	103,730
House of delegates	397,724	431,481	431,481
Executive committee	41,199	57,322	57,322
Other committees	492,674	634,270	634,270
Sections	3,810,887	3,853,509	3,853,509
Section newsletters	130,668	160,727	160,727
Reference Books, Formbooks and Disk Products	822,418	794,391	794,391
Publications	597,683	648,945	648,945
Annual meeting expenses	380,226	274,263	274,263
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Total program expenses	13,851,477	13,939,593	13,939,593
MANAGEMENT AND GENERAL EXPENSES			
Salaries and fringe benefits	2,904,792	3,907,677	3,907,677
Pension plans and other employee benefit plan costs	862,101	(131,456)	(131,456)
Rent and equipment costs	1,491,717	1,118,192	1,118,192
Consultant and other fees	1,337,712	903,249	903,249
Depreciation and amortization	316,024	1,294,000	1,294,000
Other expenses	308,378	176,382	176,382
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Total management and general expenses	7,220,724	7,268,044	7,268,044
CHANGES IN NET ASSETS BEFORE INVESTMENT TRANSACTIONS AND OTHER ITEMS			
Realized and unrealized gain (loss) on investments	1,500,543	2,254,780	2,254,780
Realized gain (loss) on sale of equipment	5,321,794	(2,603,313)	(2,603,313)
Gain relating to defined benefit plan curtailment			
Realized gain (loss) on sale of equipment			
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CHANGES IN NET ASSETS	6,822,337	(348,533)	(348,533)
Net assets, beginning of year	30,467,564	30,816,097	30,816,097
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Net assets, end of year	37,289,901	30,467,564	30,467,564
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