



Staff Memorandum

HOUSE OF DELEGATES Agenda Item #3

REQUESTED ACTION: Approval of the 2020 Association income and expense budget.

Attached is the 2020 proposed Association operating budget. The budget has projected income of \$23,397,230 and expenses of \$23,207,399, leaving a projected surplus of \$189,831.

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

2020 PROPOSED BUDGET

**THE ASSOCIATION HAS PROJECTED REVENUE OF \$23,397,230 AND
EXPENSE OF \$23,207,399 LEAVING A PROJECTED SURPLUS OF \$189,831.**

2020 NYSBA PROPOSED BUDGET

2020 PROPOSED INCOME BUDGET

ITEM	2019 BUDGET	RECEIVED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL
Membership Dues	10,050,000	9,539,728	9,644,000	9,732,250	9,902,972	10,044,393	10,537,010
Continuing Legal Education	3,130,000	1,760,983	3,220,000	3,220,000	3,240,221	3,154,300	3,631,127
Investment Income	478,000	164,316	478,000	500,800	500,080	480,953	472,795
Advertising (MCI) **	219,000	104,045	220,000	250,000	249,390	63,218	154,428
Reference Materials	1,274,000	404,422	1,274,000	1,250,000	1,076,377	1,204,335	1,256,741
Publications and Miscellaneous	268,200	128,448	321,200	216,200	327,559	251,556	266,170
Insurance Program	2,196,800	1,129,222	2,258,444	2,306,000	2,209,019	2,258,770	2,269,769
Annual Meeting	850,000	941,408	941,408	1,312,000	838,409	897,247	865,217
House of Delegates	36,250	32,762	38,250	24,750	43,365	27,205	34,100
Committees	42,000	23,986	30,000	150,000	150,928	42,176	190,483
Sections	4,462,640	2,520,597	3,892,430	4,435,230	3,821,947	3,770,838	3,584,454
TOTAL	23,006,890	16,749,918	22,317,732	23,397,230	22,360,267	22,194,991	23,262,294

**** Please note that several advertising lines are included in other items. These include sponsorship for CLE programs and committees as well as the Annual Meeting for 2019 forward.**

2020 NYSBA PROPOSED BUDGET

EXPENSE BUDGET

ITEM	2019 BUDGET	EXPENDED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL
Salaries and Frindge Benefits	9,377,242	4,165,625	8,499,540	8,790,034	8,667,283	9,884,498	9,432,132
Less: Allocations	(9,373,142)	(4,163,765)	(8,497,380)	(8,789,409)	(8,663,180)	(9,880,612)	(9,428,589)
Bar Center Operations	2,080,600	993,637	2,060,850	2,286,850	2,533,440	2,114,998	1,955,359
Publications and Meetings	1,525,600	1,055,553	1,527,375	1,858,325	1,412,011	1,666,099	1,601,073
Committees and Departments	14,924,349	6,856,378	13,940,359	14,626,369	13,403,631	14,757,951	14,714,390
Sections	4,466,940	2,365,670	4,036,567	4,435,230	3,853,509	3,730,254	3,600,564
TOTAL	23,001,588	11,273,097	21,567,311	23,207,399	21,206,694	22,273,188	21,874,929

2020 NYSBA PROPOSED BUDGET

2020 MEMBERSHIP DUES

CLASS	DUES	MEMBERS	AMOUNT
Regular Membership:			
Sustaining Members	400	675	270,000
Members admitted 2012 and Prior	275	24,150	6,641,250
Members admitted 2013-2014	185	1,400	259,000
Members admitted 2015-2016	125	1,600	200,000
Members admitted 2017 -2019	60	3,500	210,000
Special Dues Classes	Various	1,080	115,000
Newly admitted	-	8,060	-
Law students	-	8,591	-
		49,056	7,695,250
Out-of-State Members:			
Sustaining Members	400	150	60,000
Members admitted 2011 and Prior	180	9,500	1,710,000
Members admitted 2012-2013	150	700	105,000
Members admitted 2014-2015	120	900	108,000
Members admitted 2016 -2018	60	900	54,000
Newly admitted	-	-	-
		12,150	2,037,000
TOTAL		61,206	9,732,250
PROPOSED DUES REVENUE			9,732,250

2020 NYSBA PROPOSED BUDGET

CLE INCOME BUDGET

ITEM	2019 BUDGET	RECEIVED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL
560-4700 Programs	1,900,000	1,021,781	1,900,000	1,600,000	1,847,841	1,453,864	1,661,165
572-4700 Webcast Program Income	-	-	-	400,000	-	485,487	600,248
573-4700 LPM Program Income	-	-	-	-	-	84,341	87,013
568-4780 On-Line	1,000,000	590,234	1,100,000	1,000,000	1,055,753	849,200	844,225
569-4790 Audio Compact Disk (CD)	50,000	33,508	-	-	186,098	170,067	272,864
561-4710 Course Book	30,000	9,920	20,000	25,000	30,208	28,115	41,152
574-4780 All Access Pass	-	59,380	120,000	120,000	-	-	-
571-4715 DVD/CD	150,000	46,160	80,000	75,000	120,321	83,226	124,460
TOTAL	3,130,000	1,760,983	3,220,000	3,220,000	3,240,221	3,154,300	3,631,127

2020 NYSBA PROPOSED BUDGET

CLE GENERAL DEPARTMENT

ITEM	2019 BUDGET	EXPENDED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL	
504-5020	Training and Professional Development	5,000	2,425	5,000	5,000	1,410	3,580	2,899
504-5070	Salary and Fringe Allocation	827,904	412,750	884,596	976,890	806,255	880,649	768,007
504-5130	Dues and Subscriptions	3,500	1,311	3,000	3,500	3,290	3,500	3,044
504-5230	Bank and Investment Fees	103,000	46,512	100,000	100,000	91,502	88,759	98,598
560-5480	Programs	1,450,000	772,849	1,350,000	1,300,000	1,126,133	1,076,558	1,158,517
572-5480	Webcast	-	-	-	15,000	155,041	254,405	170,914
573-5480	LPM Programs	-	-	-	-	50,883	86,276	48,529
568-5480	Hosting	35,000	-	14,000	-	-	67,572	90,414
504-5100	Postage and Shipping	1,000	87	1,000	1,000	(4,091)	1,132	(1,350)
504-5110	Supplies	3,000	3,116	4,000	3,000	5,874	14,894	3,394
569-5480	Compact Disc	6,000	661	1,500	3,000	4,780	11,115	20,080
561-5480	Course Book	1,000	4,228	5,000	1,000	425	1,088	2,204
571-5180/570	DVD	12,000	4,041	10,000	12,000	11,158	13,622	16,159
504-5370	Misc. Service/Professional Fees	1,000	-	576	1,000	75	1,591	2,532
504-5470	Committee Meeting	9,500	-	-	-	6,439	5,228	9,146
504-5655	Minor Equipment	-	2,184	5,000	1,000	-	-	-
504-5700	Graphics Department	4,000	8,286	10,000	5,000	5,519	11,893	8,761
504-5270	Travel Costs	25,000	18,060	30,000	30,000	31,144	23,750	42,316
TOTAL	2,486,904	1,276,510	2,423,672	2,457,390	2,295,838	2,545,612	2,444,164	

2020 NYSBA PROPOSED BUDGET

BAR CENTER OPERATIONS AND ADMINISTRATIVE EXPENSE

ITEM	2019 BUDGET	EXPENDED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL
Rent	284,000	132,509	284,000	284,000	283,623	283,623	285,078
Building Services	230,750	150,846	350,000	397,000	213,285	210,549	227,752
Insurance	162,000	72,885	170,000	170,000	170,278	169,687	141,781
Taxes	2,750	4,730	7,750	7,750	6,872	13,884	23,148
Plant and Equipment	862,000	406,621	820,500	890,500	1,435,314	886,025	754,394
Office Administration	35,000	(55,621)	(54,000)	25,000	(63,758)	(8,253)	(18,089)
Other	504,100	281,667	482,600	512,600	487,826	559,482	541,295
TOTAL	2,080,600	993,637	2,060,850	2,286,850	2,533,440	2,114,998	1,955,359

2020 NYSBA PROPOSED BUDGET

PUBLICATIONS AND MEETINGS

PUBLICATIONS

ITEM	2019 BUDGET	EXPENDED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL
New York State Bar Journal	360,200	204,583	386,300	396,500	351,483	410,666	418,138
New York State Law Digest	172,300	82,544	156,950	156,000	165,856	161,153	187,721
State Bar News	135,300	51,954	124,200	122,300	131,607	217,676	173,259
TOTAL PUBLICATIONS	667,800	339,081	667,450	674,800	648,945	789,494	779,118

MEETINGS

Annual Meeting	338,500	388,275	388,275	714,700	274,263	338,205	321,137
Executive Committee	70,500	44,277	61,000	66,700	57,322	57,647	46,196
House of Delegates and Officer's Expense	448,800	283,920	410,650	402,125	431,480	480,754	454,622
TOTAL MEETINGS	857,800	716,472	859,925	1,183,525	763,065	876,605	821,955

TOTAL	1,525,600	1,055,553	1,527,375	1,858,325	1,412,011	1,666,099	1,601,073
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2020 NYSBA PROPOSED BUDGET

COMMITTEES AND DEPARTMENTS

ITEM	2019 BUDGET	EXPENDED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL
Committees \$25,000 and/or more	313,955	162,599	278,250	408,525	391,217	300,064	432,556
Committees \$2,501 - \$24,999	225,800	98,726	216,615	256,925	160,879	151,118	177,176
Non-Line Items Committees and Other	125,350	67,393	104,100	129,500	94,584	110,002	123,534
Departments	14,259,244	6,527,659	13,341,394	13,831,419	12,756,952	14,196,767	13,981,124
TOTAL	14,924,349	6,856,378	13,940,359	14,626,369	13,403,631	14,757,951	14,714,390

2020 NYSBA PROPOSED BUDGET

SECTION DUES INCOME

ITEM	2019 BUDGET	RECEIVED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL
Antitrust	12,000	12,005	12,500	12,600	11,575	12,273	13,335
Business Law	68,500	70,000	75,000	67,500	73,182	75,676	81,314
Commercial & Federal Litigation	68,000	67,852	70,000	68,000	68,261	70,360	74,330
Corporate Counsel	36,000	34,120	35,000	36,000	35,948	35,893	37,300
Criminal Justice	34,500	35,273	35,500	35,000	34,952	35,389	36,615
Dispute Resolution	37,800	41,664	45,000	40,000	39,085	38,259	41,510
Elder Law and Special Needs	80,000	70,618	72,000	75,000	74,197	74,845	77,960
Entertainment Law	34,500	32,486	35,000	35,000	34,629	34,703	36,914
Environmental Law	28,200	27,583	28,500	28,200	28,587	28,656	29,725
Family Law	74,000	70,896	75,000	70,000	74,936	74,960	75,873
Food, Drug	5,000	4,963	5,500	7,500	5,063	4,888	5,193
General Practice	30,000	32,366	35,000	35,000	29,697	31,508	34,410
Health Law	34,000	37,029	38,000	38,000	32,938	33,583	34,053
Intellectual Property Law	35,500	33,447	36,000	35,000	36,142	37,518	40,951
International Law	48,000	43,018	45,000	45,000	45,369	45,044	49,261
Judicial	10,000	9,411	10,000	10,000	9,649	9,681	8,345
Labor & Employment	62,000	60,400	64,000	64,000	63,225	65,666	67,969
Local State Government	30,000	27,910	29,000	30,000	28,807	29,550	29,962
Real Property	139,000	138,594	139,000	142,000	139,777	140,271	142,853
Senior Lawyers	47,000	41,677	47,000	48,000	48,304	44,120	47,080
Tax	53,000	48,304	53,000	50,000	50,457	50,189	53,699
Torts, Insurance and Compensation	73,000	69,858	73,000	75,000	73,200	75,705	77,310
Trial Lawyers	62,000	58,898	65,000	60,000	62,767	66,687	69,098
Trusts and Estates	160,000	159,245	165,000	160,000	163,210	165,713	170,977
Women in Law	12,000	13,861	15,000	26,000	-	-	-
Young Lawyers	28,000	26,637	28,000	29,000	28,163	25,649	24,800
TOTAL	1,302,000	1,268,113	1,331,000	1,321,800	1,292,120	1,306,781	1,360,836

2020 NYSBA PROPOSED BUDGET

SECTION OTHER INCOME

ITEM	2019 BUDGET	RECEIVED TO 6/30/19	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL
Antitrust	220,400	201,365	212,600	224,750	200,120	159,987	147,275
Business Law	113,100	11,677	71,600	88,500	29,706	19,333	28,466
Commercial & Federal Litigation	175,500	149,080	181,700	195,500	172,605	188,625	178,090
Corporate Counsel	28,300	698	14,000	18,700	4,548	17,002	10,421
Criminal Justice	22,150	8,895	22,200	22,200	24,124	28,178	17,525
Dispute Resolution	169,005	52,264	66,000	141,880	86,611	71,952	98,745
Elder Law and Special Needs	303,500	10,510	212,500	284,000	182,319	228,167	201,905
Entertainment Law	67,800	21,298	50,250	74,100	49,938	52,115	43,669
Environmental Law	70,000	13,985	64,000	87,300	67,392	68,280	45,265
Family Law	319,050	55,169	320,750	346,050	366,685	330,256	290,308
Food, Drug	2,000	760	1,500	2,600	1,395	1,310	585
General Practice	68,050	-	23,250	22,200	2,250	2,735	2,420
Health Law	39,200	14,658	36,350	37,350	35,907	39,052	32,591
Intellectual Property Law	45,250	26,430	31,650	41,150	17,259	37,660	33,138
International Law	298,000	45,014	279,500	310,500	346,006	279,336	249,017
Judicial	15,500	26,795	28,780	20,000	15,290	21,725	13,530
Labor & Employment	106,700	29,590	70,500	118,100	76,145	85,579	71,497
Local State Government	21,700	125	13,150	69,800	13,170	17,480	11,730
Real Property	107,000	12,230	64,500	104,000	54,057	58,033	48,929
Senior Lawyers	45,000	-	6,500	23,400	800	3,273	15,632
Tax	212,400	177,590	181,000	196,750	177,340	160,955	154,825
Torts, Insurance and Compensation	90,135	15,855	81,150	88,200	74,800	108,419	102,346
Trial Lawyers	59,000	14,870	35,000	40,500	31,019	49,825	23,357
Trusts and Estates	366,500	242,670	295,500	343,900	357,173	258,929	257,733
Women in Law	25,500	35,285	55,500	57,000	9,500	-	-
Young Lawyers	169,900	85,671	142,000	155,000	133,669	175,851	144,620
TOTAL	3,160,640	1,252,484	2,561,430	3,113,430	2,529,827	2,464,057	2,223,619

2020 NYSBA PROPOSED BUDGET

SECTIONS EXPENSE

ITEM	2019 BUDGET	RECEIVED TO 4/30/18	PROJECTED YEAR END	2020 PROPOSED BUDGET	2018 ACTUAL	2017 ACTUAL	2016 ACTUAL	
Antitrust	232,400	184,228	225,100	237,350	208,719	252,101	193,013	620
Business Law	181,600	70,680	146,600	156,000	142,115	122,457	123,254	621
Commercial & Federal Litigation	243,500	230,602	279,600	263,500	245,377	246,413	259,822	631
Corporate Counsel	64,300	21,898	49,800	54,700	33,688	55,022	57,926	622
Criminal Justice	56,650	31,717	57,200	57,200	56,333	58,421	70,867	623
Dispute Resolution	206,805	83,768	126,600	181,880	129,637	140,149	106,861	644
Elder Law and Special Needs	383,500	98,320	285,000	359,000	295,420	250,205	285,817	632
Entertainment Law	102,300	35,923	84,750	109,100	79,509	96,275	76,962	630
Environmental Law	88,500	67,914	92,500	115,500	80,752	78,674	65,935	624
Family Law	393,050	176,570	395,750	416,050	443,355	401,451	378,011	625
Food, Drug	7,000	6,353	7,000	10,100	6,777	8,635	6,037	626
General Practice	98,050	39,206	61,250	57,200	66,694	57,962	44,377	627
Health Law	73,200	50,856	74,600	75,350	66,243	92,465	69,241	633
Intellectual Property Law	80,750	44,819	67,782	76,150	57,461	64,527	64,563	634
International Law	335,300	85,008	324,500	355,500	373,784	218,335	242,216	629
Judicial	25,100	36,366	43,500	30,000	20,460	27,275	19,645	635
Labor & Employment	168,700	67,707	134,500	182,100	132,346	118,660	115,728	636
Local State Government	51,700	21,966	42,650	99,800	38,157	27,079	23,257	637
Real Property	246,000	107,194	203,804	246,000	186,981	234,481	240,235	638
Senior Lawyers	92,000	31,654	53,500	71,400	44,557	28,646	30,572	645
Tax	265,400	225,693	255,031	246,750	228,468	232,303	198,767	639
Torts, Insurance and Compensation	163,135	52,233	154,450	163,200	158,504	150,104	145,414	628
Trial Lawyers	116,000	37,436	100,000	100,500	91,666	129,707	97,413	640
Trusts and Estates	526,500	406,311	529,000	503,900	489,764	400,746	484,772	641
Women in Law	67,600	42,832	71,600	83,000	37,609	35,661	24,385	646
Young Lawyers	197,900	108,415	170,500	184,000	139,132	202,499	175,475	642
TOTAL	4,466,940	2,365,670	4,036,567	4,435,230	3,853,509	3,730,254	3,600,564	