



# Staff Memorandum

## HOUSE OF DELEGATES Agenda Item # 6

REQUESTED ACTION: None, as the report is informational.

Attached are the Operating Budget, Statement of Financial Position, Statements of Activities, Statements of Activities (continued) and Capital Items Approved and Purchased for the period ending May 31, 2022.

The report will be presented by Association treasurer Domenick Napoletano.

**NEW YORK STATE BAR ASSOCIATION  
2022 OPERATING BUDGET  
FOUR MONTHS OF CALENDAR YEAR 2022**

**REVENUE**

	<b>2022 BUDGET</b>	<b>UNAUDITED RECEIVED 4/30/2022</b>	<b>% RECEIVED 4/30/2022</b>	<b>2021 BUDGET</b>	<b>UNAUDITED RECEIVED 4/30/2021</b>	<b>% RECEIVED 4/30/2021</b>
<b>MEMBERSHIP DUES</b>	9,372,690	8,533,354	91.04%	8,764,295	8,995,561	102.64%
<b>SECTIONS:</b>						
Dues	1,219,400	1,044,355	85.64%	1,200,000	1,127,424	93.95%
Programs	2,841,555	200,254	7.05%	1,733,315	231,290	13.34%
<b>INVESTMENT INCOME</b>	486,225	55,689	11.45%	494,420	60,318	12.20%
<b>ADVERTISING</b>	218,000	108,467	49.76%	183,000	69,520	37.99%
<b>CONTINUING LEGAL EDUCATION</b>	2,950,000	664,636	22.53%	2,950,000	948,680	32.16%
<b>USI AFFINITY PAYMENT</b>	1,912,000	666,667	34.87%	2,154,000	714,548	33.17%
<b>ANNUAL MEETING</b>	400,000	444,011	111.00%	276,225	490,200	177.46%
<b>HOUSE OF DELEGATES &amp; COMMITTEES</b>	47,500	14,980	31.54%	27,000	2,598	9.62%
<b>PUBLICATIONS, ROYALTIES AND OTHER</b>	213,500	90,767	42.51%	210,700	54,369	25.80%
<b>REFERENCE MATERIALS</b>	1,247,000	150,749	12.09%	1,300,000	167,883	12.91%
<b>TOTAL REVENUE</b>	<b>20,907,870</b>	<b>11,973,929</b>	<b>57.27%</b>	<b>19,292,955</b>	<b>12,862,391</b>	<b>66.67%</b>

**EXPENSE**

	<b>2022 BUDGET</b>	<b>UNAUDITED EXPENDED 4/30/2022</b>	<b>% EXPENDED 4/30/2022</b>	<b>2021 BUDGET</b>	<b>UNAUDITED EXPENDED 4/30/2021</b>	<b>% EXPENDED 4/30/2021</b>
<b>SALARIES &amp; FRINGE</b>	8,588,946	2,828,775	32.94%	8,334,264	2,487,393	29.85%
<b>BAR CENTER:</b>						
Rent	-	-	0.00%	284,000	82,137	28.92%
Building Services	342,000	112,496	32.89%	365,000	95,589	26.19%
Insurance	190,000	72,759	38.29%	164,000	63,721	38.85%
Taxes	167,250	100,967	60.37%	180,250	100,201	55.59%
Plant and Equipment	862,000	279,106	32.38%	893,500	280,285	31.37%
Administration	610,750	304,204	49.81%	526,100	144,550	27.48%
<b>SECTIONS</b>	4,039,155	377,690	9.35%	2,920,715	185,948	6.37%
<b>PUBLICATIONS:</b>						
Reference Materials	121,500	29,810	24.53%	248,800	30,730	12.35%
Journal	265,000	83,693	31.58%	245,700	85,966	34.99%
Law Digest	47,000	21,589	45.93%	75,000	18,126	24.17%
State Bar News	100,300	53,437	53.28%	85,500	37,569	43.94%
<b>MEETINGS:</b>						
Annual Meeting	360,100	37,425	10.39%	24,250	38,811	160.05%
House of Delegates, Officers and Executive Committee	561,550	327,803	58.37%	309,000	80,336	26.00%
<b>COMMITTEES:</b>						
Continuing Legal Education	370,400	6,599	1.78%	435,000	37,367	8.59%
LPM / Electronic Communication Committee	35,150	-	0.00%	1,400	-	0.00%
Marketing / Membership	909,450	269,460	29.63%	850,000	183,651	21.61%
Media Services	290,000	102,361	35.30%	269,450	85,533	31.74%
All Other Committees and Departments	2,925,875	1,041,293	35.59%	2,590,135	772,511	29.83%
<b>TOTAL EXPENSE</b>	<b>20,786,426</b>	<b>6,049,467</b>	<b>29.10%</b>	<b>18,802,064</b>	<b>4,810,424</b>	<b>25.58%</b>
<b>BUDGETED SURPLUS</b>	<b>121,444</b>	<b>5,924,462</b>		<b>490,891</b>	<b>8,051,967</b>	

**NEW YORK STATE BAR ASSOCIATION  
STATEMENTS OF FINANCIAL POSITION  
AS OF APRIL 30, 2022**

<u>ASSETS</u>	UNAUDITED <u>4/30/2022</u>	UNAUDITED <u>4/30/2021</u>	UNAUDITED <u>12/31/2021</u>
<b>Current Assets:</b>			
General Cash and Cash Equivalents	18,949,612	17,537,214	19,902,457
Accounts Receivable	60,982	89,635	39,878
Prepaid expenses	1,108,807	642,521	680,393
Royalties and Admin. Fees receivable	666,667	637,625	748,640
Total Current Assets	20,786,068	18,906,995	21,371,368
<b>Board Designated Accounts:</b>			
<u>Cromwell Fund:</u>			
Cash and Investments at Market Value	2,965,288	3,157,994	3,366,406
Accrued interest receivable	0	0	0
	2,965,288	3,157,994	3,366,406
<u>Replacement Reserve Account:</u>			
Equipment replacement reserve	1,117,974	1,117,863	1,117,938
Repairs replacement reserve	794,655	794,576	794,629
Furniture replacement reserve	220,030	220,008	220,022
	2,132,659	2,132,447	2,132,589
<u>Long-Term Reserve Account:</u>			
Cash and Investments at Market Value	30,312,662	32,304,925	34,513,008
Accrued interest receivable	0	0	124,042
	30,312,662	32,304,925	34,637,050
<u>Sections Accounts:</u>			
Section Cash and Investments at Market Value	3,869,201	4,037,480	4,022,992
Cash	873,989	1,172,766	1,172,408
	4,743,190	5,210,246	5,195,400
<b>Fixed Assets:</b>			
Furniture and fixtures	1,465,027	1,463,037	1,463,037
Leasehold Improvements	1,470,688	1,470,688	1,470,688
Equipment	3,182,187	3,995,201	4,053,020
	6,117,902	6,928,926	6,986,745
Less accumulated depreciation	4,166,199	4,241,989	4,680,627
Net fixed assets	1,951,703	2,686,937	2,306,118
Total Assets	62,891,570	64,399,544	69,008,931
<b><u>LIABILITIES AND FUND BALANCES</u></b>			
<b>Current liabilities:</b>			
Accounts Payable & other accrued expenses	708,862	463,986	861,398
Deferred dues	0	0	6,095,477
Deferred income special	(1)	153,845	0
Deferred grant revenue	29,906	29,906	29,906
Other deferred revenue	309,006	214,606	369,627
PPP Loan Payable	0	1,482,957	0
Payable To The New York Bar Foundation	0	1,585	480
Total current liabilities & Deferred Revenue	1,047,773	2,346,885	7,356,888
<b>Long Term Liabilities:</b>			
Accrued Other Postretirement Benefit Costs	8,276,910	8,826,735	8,156,910
Accrued Defined Contribution Plan Costs	247,484	127,377	398,670
Total Liabilities & Deferred Revenue	9,572,167	11,300,997	15,912,468
<b>Board designated for:</b>			
Cromwell Account	2,965,288	3,157,994	3,366,406
Replacement Reserve Account	2,132,659	2,132,447	2,132,589
Long-Term Reserve Account	21,788,268	23,350,813	25,957,428
Section Accounts	4,743,190	5,210,246	5,195,400
Invested in Fixed Assets (Less capital lease)	1,951,703	2,686,937	2,306,118
Undesignated	19,738,295	16,560,110	14,138,522
Total Net Assets	53,319,403	53,098,547	53,096,463
Total Liabilities and Net Assets	62,891,570	64,399,544	69,008,931

**New York State Bar Association  
Statement of Activities  
For the Four Months Ending April 30, 2022**

	<u>April 2022</u>	<u>April 2021</u>	<u>December 2021</u>
<b>REVENUES AND OTHER SUPPORT</b>			
Membership dues	8,533,354	8,995,561	9,335,487
Section revenues			
Dues	1,051,425	1,127,424	1,175,901
Programs	200,254	231,290	699,904
Continuing legal education program	664,636	948,680	2,715,526
Administrative fee and royalty revenue	770,183	776,203	2,408,451
Annual meeting	444,011	490,200	489,977
Investment income	179,364	141,580	1,386,890
Reference Books, Formbooks and Disk Products	150,749	167,883	1,262,049
Other revenue	279,182	64,831	314,123
	<hr/>	<hr/>	<hr/>
Total revenue and other support	12,273,158	12,943,652	19,788,308
<b>PROGRAM EXPENSES</b>			
Continuing legal education program	248,489	239,413	796,840
Graphics	446,972	384,721	1,172,896
Government relations program	105,965	92,543	324,497
Lawyer assistance program	41,931	11,581	52,865
Lawyer referral and information services	-	-	(63)
Law practice management services	-	17,221	36,455
Media / public relations services	214,290	211,983	577,256
Business Operations	778,639	577,993	2,231,386
Marketing and Membership services	530,956	441,755	1,538,319
Pro bono program	27,584	60,732	145,000
House of delegates	278,932	80,317	266,997
Executive committee	48,871	19	13,666
Other committees	74,307	34,979	76,452
Sections	377,690	185,948	703,398
Section newsletters	82,674	80,855	245,723
Reference Books, Formbooks and Disk Products	181,093	209,107	692,853
Publications	158,719	141,661	342,384
Annual meeting expenses	37,425	38,811	13,811
	<hr/>	<hr/>	<hr/>
Total program expenses	3,634,537	2,809,639	9,230,735
<b>MANAGEMENT AND GENERAL EXPENSES</b>			
Salaries and fringe benefits	1,141,731	963,184	2,871,832
Pension plans and other employee benefit plan costs	360,276	228,212	(181,808)
Rent and equipment costs	325,807	379,815	1,187,626
Consultant and other fees	310,599	188,655	680,709
Depreciation and amortization	248,400	248,400	687,038
Other expenses	28,116	(7,903)	52,308
	<hr/>	<hr/>	<hr/>
Total management and general expenses	2,414,929	2,000,363	5,297,705
<b>CHANGES IN NET ASSETS BEFORE INVESTMENT TRANSACTIONS AND OTHER ITEMS</b>			
Realized and unrealized gain (loss) on investments	6,223,692	8,133,650	5,259,868
Realized gain (loss) on sale of equipment	(5,947,434)	2,057,138	3,445,877
	(53,319)	-	1,482,957
<b>CHANGES IN NET ASSETS</b>			
	<hr/>	<hr/>	<hr/>
Net assets, beginning of year	53,096,463	42,907,761	42,907,761
	<hr/>	<hr/>	<hr/>
Net assets, end of year	53,319,402	53,098,549	53,096,463