

Assembly

June 16, 2012

**Agenda Item 6B
Operating Statement**

**ILLINOIS STATE BAR ASSOCIATION
OPERATING STATEMENT AND BUDGET FOR
THE PERIOD OF JULY 1, 2011 THRU APRIL 30, 2012**

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
Income	\$7,892,451	\$8,104,668	(\$212,217)	\$8,407,000
Expenses:				
Administrative	\$4,322,410	\$4,361,801	\$39,391	\$5,516,015
Publications	241,664	253,500	11,836	317,000
General Meetings and Travel	415,533	386,122	(29,411)	545,000
Program Expenses	1,181,346	1,242,722	61,376	1,479,000
Committee Expenses	113,344	145,775	32,431	233,500
Section Expense	176,648	240,805	64,157	403,000
Expense Subtotal	<u>\$6,450,945</u>	<u>\$6,630,725</u>	<u>\$179,780</u>	<u>\$8,493,515</u>
Extra Budgetary Authorizations:				
IL Law & Leadership Institute	2,148	2,148	0	9,285
Joint Program with IJA and IWBA	4,273	5,000	727	5,000
TOTAL EXPENSE	<u>\$6,457,366</u>	<u>\$6,637,873</u>	<u>\$180,507</u>	<u>\$8,507,800</u>
Net Operating Surplus (Deficit)	<u>\$1,435,085</u>	<u>\$1,466,795</u>	<u>(\$31,710)</u>	<u>(\$100,800)</u>
Market Gain (Loss) on Long-Term Investments	(\$87,421)			
Net Surplus (Deficit)	<u>\$1,347,664</u>			

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
<u>INCOME</u>				
Membership Dues	\$5,667,249	\$5,715,000	(\$47,751)	\$5,720,000
Membership Campaign	45,336	30,000	15,336	30,000
Section Fees	444,234	444,234	0	445,000
IBJ Advertising	238,865	207,600	31,265	254,000
IBJ Subscriptions	7,967	9,097	(1,130)	13,000
Illinois Lawyer Now Advertising	17,363	17,363	0	24,000
Newsletter Advertising	30,527	30,527	0	38,000
Internet Advertising	29,800	21,000	8,800	25,000
Ill. Compiled Statutes	90,682	104,000	(13,318)	104,000
Ill. Courts Bulletin	14,360	15,000	(640)	18,000
Other Publications	1,806	4,438	(2,632)	5,000
Book Publications	141,984	92,703	49,281	100,000
Income from Investments	117,947	112,000	5,947	120,000
Lawyer Referral Fees	75,437	75,437	0	80,000
Public Info Material	2,235	3,261	(1,026)	4,000
Bank of America Royalties Program	67,131	87,131	(20,000)	110,000
Other Program Royalties	76,195	54,138	22,057	80,000
Other Income	2,130	2,000	130	2,000
Commercial Mailing Labels	17,476	20,500	(3,024)	27,000
CLE Programs	460,780	650,000	(189,220)	700,000
CLE Book Sales	6,514	6,514	0	8,000
CLE Electronic Sales	137,957	187,725	(49,768)	285,000
Fastcase Contribution from ISBA Mutual Insurance	90,000	90,000	0	90,000
Solo Small Firm Conference	97,373	100,000	(2,627)	100,000
Fred Lane's Programs	11,103	25,000	(13,897)	25,000
TOTAL	<u>\$7,892,451</u>	<u>\$8,104,668</u>	<u>(\$212,217)</u>	<u>\$8,407,000</u>

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
<u>ADMINISTRATIVE EXPENSES</u>				
Staff Salaries	\$2,627,256	\$2,653,877	\$26,621	\$3,122,015
Payroll Taxes	210,191	204,503	(5,688)	240,000
Indirect Payroll	314,049	319,000	4,951	570,000
Postage and Express	185,161	205,402	20,241	264,000
IT/Data Processing	125,521	140,000	14,479	170,000
Telephone	37,351	35,000	(2,351)	42,000
Staff Travel	112,080	85,433	(26,647)	110,000
General Office Machines	18,511	22,031	3,520	30,000
Paper and Envelopes	36,183	44,231	8,048	59,000
Utilities	80,393	84,000	3,607	116,000
Building Maintenance	61,274	60,000	(1,274)	80,000
Amortization & Depreciation	169,791	134,000	(35,791)	190,000
Outside Printing/Labeling	839	6,934	6,095	10,000
Pressroom	41,290	46,000	4,710	66,000
Mailroom	10,875	12,800	1,925	18,000
Insurance	59,655	59,655	0	69,000
Office Exp., Supplies, Library	38,534	32,000	(6,534)	40,000
Credit Card and Bank Service Charges	56,655	51,000	(5,655)	73,000
Election Expenses	1,666	10,000	8,334	19,000
Bar Center Taxes	23,435	23,435	0	48,000
Auditors	28,575	28,000	(575)	28,000
Legal Service	2,845	9,500	6,655	12,000
Chicago Office Expense	80,280	95,000	14,720	140,000
TOTAL	<u>\$4,322,410</u>	<u>\$4,361,801</u>	<u>\$39,391</u>	<u>\$5,516,015</u>

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
<u><u>PUBLICATIONS</u></u>				
Bar Journal	\$161,133	\$177,094	\$15,961	\$214,000
Unrelated Income Tax	4,000	4,000	0	10,000
Illinois Lawyer Now	16,476	16,476	0	22,000
E-Clips	22,789	22,789	0	33,000
Other Publications	2,912	3,142	230	5,000
Book Publications	34,354	30,000	(4,354)	33,000
	<u> </u>	<u> </u>	<u> </u>	<u> </u>
TOTAL	<u>\$241,664</u>	<u>\$253,500</u>	<u>\$11,836</u>	<u>\$317,000</u>
<u><u>GENERAL MEETINGS and TRAVEL</u></u>				
Officers and Board	\$153,497	\$125,341	(\$28,156)	\$180,000
Officer Stipends	25,000	25,000	0	30,000
ABA Meetings	48,218	45,000	(3,218)	45,000
Annual Meeting	0	0	0	50,000
Midyear Meeting	109,207	100,000	(9,207)	100,000
Other	0	2,000	2,000	2,000
Admission Ceremonies	6,175	6,175	0	9,500
Assembly	50,482	54,106	3,624	100,000
Newsletter Editors Conference	0	2,000	2,000	2,000
Chief Justice Reception	0	0	0	0
Senior Counsellor Ceremonies	6,917	10,000	3,083	10,000
Regional Member Events	4,262	4,000	(262)	4,000
Great Rivers Conference	11,775	12,500	725	12,500
Washington, D.C. Admission Ceremony	0	0	0	0
	<u> </u>	<u> </u>	<u> </u>	<u> </u>
TOTAL	<u>\$415,533</u>	<u>\$386,122</u>	<u>(\$29,411)</u>	<u>\$545,000</u>

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
<u>PROGRAM EXPENSES</u>				
Academy of Illinois Lawyers	\$65	0	(\$65)	\$0
Affiliated Bar Association Grants	4,125	4,125	0	5,000
Allerton House Conference	2,395	0	(2,395)	0
CLE Program Expense	259,763	312,149	52,386	450,000
ISBA Website and Internet Services	16,286	16,286	0	25,000
Judicial Evaluations Cook	6,678	20,000	13,322	20,000
Judicial Evaluations Downstate	2,996	4,000	1,004	4,000
Law School Programs	4,918	4,918	0	5,500
Lawyer Referral Service	12,017	18,500	6,483	21,500
Legal Tech Consultant	3,460	14,000	10,540	15,000
LRE Mock Trial	5,000	5,000	0	5,000
Legislation Other	16,351	30,000	13,649	42,000
Membership & Marketing	26,632	26,632	0	30,000
Membership Publications	8,933	8,933	0	10,000
Membership Advertising	26,802	32,828	6,026	45,000
Member to Member Directory	0	15,000	15,000	15,000
Fastcase Online Caselaw	123,196	128,000	4,804	128,000
Public Relations Other	25,718	29,000	3,282	44,000
Race Judicata Sponsorship	1,061	5,000	3,939	5,000
Cable TV Productions	16,172	18,000	1,828	23,000
Public Relations Consultant	51,652	51,652	0	70,000
Strategic Marketing Campaign	480,880	410,880	(70,000)	425,000
Solo and Small Firm Conference	76,149	70,000	(6,149)	70,000
Unauthorized Practice of Law	247	7,969	7,722	10,000
Young Lawyers Division	9,850	9,850	0	11,000
TOTAL	<u>\$1,181,346</u>	<u>\$1,242,722</u>	<u>\$61,376</u>	<u>\$1,479,000</u>

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
<u>COMMITTEE EXPENSES</u>				
AR & DC Committee	\$1,699	\$2,648	\$949	\$4,500
Bar Services and Activities Committee	6,265	8,905	2,640	15,000
Budget & Audit	334	682	348	1,500
CLE Programs Committee	8,351	14,177	5,826	19,000
Corrections and Sentencing	2,853	4,500	1,647	7,000
Delivery of Legal Services	2,323	4,367	2,044	7,000
Disability Law Committee	1,979	4,951	2,972	5,000
Education, Admission & Competence	1,057	1,500	443	3,000
Government Lawyers Committee	1,803	2,864	1,061	5,000
IBJ Editorial Board	4,000	5,775	1,775	8,000
Investment Committee	97	97	0	500
J. A. Polls Committee	3,508	3,508	0	8,000
Judicial Evaluations Committee-Outside Cook	11,273	9,000	(2,273)	15,000
Judicial Evaluations-Cook	1,358	1,000	(358)	3,000
Law Office Management and Economics	2,764	3,750	986	7,000
Law School Committee	5,301	6,200	899	7,000
Law Related Education for the Public	2,860	6,000	3,140	9,000
Legal Technology	2,979	5,000	2,021	12,500
Legislation Committee	2,794	3,000	206	4,500
Mental Health	8,959	3,500	(5,459)	6,500
Mentoring Committee	1,296	2,500	1,204	3,500
Military Affairs	1,948	1,948	0	4,000
Racial & Ethnic Minorities and the Law	2,057	4,500	2,443	9,000
Other Committee Expense	515	515	0	3,000
Professional Conduct	4,818	4,818	0	6,000

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
<u>COMMITTEE EXP. CONTINUED</u>				
Public Relations	\$3,441	\$4,919	\$1,478	\$8,000
Scope & Correlation	117	400	283	500
Sexual Orientation and Gender Identity	5,821	9,500	3,679	14,000
Strategic Marketing for ISBA Members	3,580	4,000	420	6,000
Supreme Court Rules	0	500	500	500
Task Force on IL Lawyer Finder	1,596	3,000	1,404	3,000
Tone and Conduct Committee	4	500	496	500
Women and the Law Committee	2,376	3,000	624	6,000
Unauthorized Practice of Law	3,382	4,000	618	4,500
Diversity Leadership Council	8,971	6,000	(2,971)	10,000
Diversity Pipeline Committee	563	2,500	1,937	5,000
S.C. on Franchise and Distribution	0	1,000	1,000	1,000
Special Committee on Solo Small Firm Conf.	302	750	448	1,000
Task Force - Limited Scope Representation	0			
TOTAL COMMITTEE EXPENSES	<u>\$113,344</u>	<u>\$145,775</u>	<u>\$32,431</u>	<u>\$233,500</u>

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
<u>SECTION EXPENSES</u>				
Administrative Law	\$670	\$1,872	\$1,202	\$3,500
Agricultural Law	7,981	8,740	759	13,500
Alternative Dispute Resolution	3,555	5,500	1,945	10,000
Animal Law	2,269	4,500	2,231	6,500
Antitrust & Unfair Competition Law	680	1,580	900	2,000
Bench & Bar	5,946	10,000	4,054	16,000
Bus. Advice & Fin. Planning	2,406	3,500	1,094	6,000
Child Law	1,040	2,500	1,460	4,500
Civil Practice & Procedure	8,224	13,000	4,776	21,000
Commercial Banking & Bankruptcy	10,252	6,500	(3,752)	11,000
Construction Law	2,675	2,675	0	4,500
Corporate Law Department	1,306	2,500	1,194	5,500
Business & Securities Law	1,902	4,000	2,098	8,500
Criminal Justice	5,445	8,000	2,555	16,500
Education Law	2,726	5,000	2,274	8,000
Elder Law	7,908	14,000	6,092	23,000
Employee Benefits	1,263	2,000	737	4,500
Environmental Law	2,631	4,750	2,119	9,500
Family Law	14,148	20,000	5,852	34,000
Federal Practice	2,639	2,942	303	6,000
Federal Taxation	3,263	5,500	2,237	9,000
General Practice Solo & Small Firm	4,673	7,500	2,827	11,000
Health Care	9,605	11,159	1,554	13,500
Human Rights	5,714	6,500	786	11,000
Insurance Law	1,679	2,847	1,168	5,000

	ACTUAL APRIL 2012	BUDGET APRIL 2012	BUDGET DIFFERENCE	BUDGET 2011/2012
<u>SECTION EXP. CONTINUED</u>				
Intellectual Property	\$1,138	\$1,632	\$494	\$3,000
International & Immigraton Law	720	2,000	1,280	5,500
Labor and Employment Law	3,461	4,500	1,039	8,000
Local Government	3,876	5,500	1,624	10,000
Mineral Law	4,282	5,000	718	6,000
Other	0	1,000	1,000	1,000
Energy, Utilities, Telecommunications, and Transportation	650	1,000	350	2,500
Real Estate Law	11,066	12,136	1,070	20,000
Senior Lawyers	3,657	4,000	343	7,500
State and Local Taxation	2,789	2,789	0	5,000
Tort Law	7,390	11,000	3,610	17,000
Traffic Laws and Courts	3,473	3,473	0	7,000
Trusts and Estates	4,969	8,000	3,031	14,000
Workers' Compensation	8,587	9,711	1,124	14,000
Young Lawyers Council	9,990	12,000	2,010	19,000
TOTAL SECTION EXPENSE	<u>\$176,648</u>	<u>\$240,805</u>	<u>\$64,157</u>	<u>\$403,000</u>

ILLINOIS STATE BAR ASSOCIATION
COMPARATIVE BALANCE SHEET

	April 30, 2012	April 30, 2011
Current Assets:		
Cash and Petty Cash	\$249,476	\$175,866
Certificates of Deposit	507,419	653,930
Money Market Investments	401,110	911,784
Accounts Receivable	56,301	55,877
Accrued Interest Receivable	14	1,079
Prepaid Expenses & Other Assets	116,816	186,836
	<u>\$1,331,136</u>	<u>\$1,985,372</u>
Long Term Assets:		
Investments	\$3,483,773	\$4,810,186
Fixed Assets:		
Cost (Net of Depreciation)	\$2,660,403	\$1,262,501
	<u>\$7,475,312</u>	<u>\$8,058,059</u>
Current Liabilities:		
Accounts Payable	\$278,344	\$299,686
ICB & LRS Deferred Income	21,461	21,603
Dues & Section Deferred Income	34,003	54,009
Other Deferred Income	314,191	314,094
	<u>\$647,999</u>	<u>\$689,392</u>
Designated Fund Balance		
Building Expansion Fund	\$1,448,924	\$1,448,924
Building Maintenance Fund	33,168	33,168
General Contingency Fund	858,700	858,700
	<u>\$2,340,792</u>	<u>\$2,340,792</u>
Undesignated Fund Balance	\$4,486,521	\$5,027,875
	<u>\$7,475,312</u>	<u>\$8,058,059</u>
Total Liabilities and Fund Balance	<u><u>\$7,475,312</u></u>	<u><u>\$8,058,059</u></u>

ILLINOIS STATE BAR ASSOCIATION
INVESTMENTS AS OF 4/30/2012

INSTITUTION	PURCHASE DATE	MATURITY DATE	INTEREST RATE	AMOUNT
EVERBANK ISLANDIA, NY	5/28/2011	5/28/2012	1.00	105,248
NEXITY BANK/ALOSTAR BIRMINGHAM, AL	6/21/2011	6/21/2012	1.26	202,172
SECURITY BANK SPRINGFIELD, IL	8/24/2011	6/24/2012	0.70	200,000
FIDELITY INVESTMENT (Sweep Account)			0.01	9,640
CENTENNIAL BANK			0.80	52,584
BANK OF SPRINGFIELD			0.50	243,409
TRISTATE CAPITAL BANK			0.05	2,541
GOLDWATER BANK			0.46	2,773
INTERVEST NATIONAL BANK			0.50	4,920
BANK OF AMERICA			0.08	5,135
SECURITY BANK			0.20	3,041
EDWARD JONES			0.01	5,217
MERRILL LYNCH			0.01	5,002
NATIONWIDE BANK			0.40	50,915
MARINE BANK			0.20	10,410
CARROLLTON BANK			0.25	5,523