



**ILLINOIS STATE
BAR ASSOCIATION**

**Board of Governors
March 23, 2018**

**Action Item 5A
Financial Statements**

**ILLINOIS STATE BAR ASSOCIATION
OPERATING STATEMENT AND BUDGET FOR
THE PERIOD OF JULY 1, 2017 THRU JANUARY 31, 2018**

	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
1 Income	\$7,702,106	\$7,804,164	(\$102,058)	\$8,696,000
Expenses:				
2 Administrative	\$3,575,340	\$3,579,595	\$4,255	\$6,364,500
3 Publications	159,843	175,863	16,020	293,500
4 General Meetings and Travel	236,528	273,150	36,622	457,500
5 Program Expenses	405,818	481,664	75,846	798,500
6 Committee Expenses	71,327	80,973	9,846	173,550
7 Section Expense	132,858	174,202	41,344	307,750
TOTAL EXPENSE	\$4,581,714	\$4,765,448	\$183,934	\$8,395,300
Extra Budgetary Authorizations:	0	0	0	0
Net Operating Surplus (Deficit)	\$3,120,392	\$3,038,715	\$81,877	\$300,700
* Less Accrual Adjustment	(\$2,805,410)			
Market Gain (Loss) on Long-Term Investments	\$507,414			
Net Surplus (Deficit)	\$822,396			

*Accrual Adjustment -
Membership Dues, Campaign and section fees/12 months x 5 remaining months to recognize income

	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
<u>INCOME</u>				
1 Membership Dues	\$6,269,824	6,300,000	(\$30,176)	\$6,345,000
2 Membership Campaign	0	50,000	(50,000)	50,000
3 Section Fees	463,160	489,115	(25,955)	505,000
4 IBJ Advertising	118,061	150,943	(32,882)	240,000
5 IBJ Subscriptions	4,010	4,010	0	8,000
6 Newsletter Advertising	18,179	20,457	(2,278)	35,000
7 Internet Advertising	21,596	35,000	(13,404)	60,000
8 Ill. Compiled Statutes	0	0	0	50,000
9 Ill. Courts Bulletin	5,640	6,246	(606)	10,000
10 Book Publications	66,705	64,167	2,538	110,000
11 ILBarDocs	27,397	42,291	(14,894)	72,500
12 Income from Investments	108,021	67,083	40,938	115,000
13 Lawyer Referral Fees	63,811	41,674	22,137	70,000
14 Public Info Material	1,675	800	875	1,500
15 Other Program Royalties	60,418	66,135	(5,717)	130,000
16 Other Income	1,448	2,000	(552)	3,500
17 CRO Rental Income Suite 950	1,738	4,375	(2,637)	7,500
18 Commercial Mailing Labels	5,354	5,110	244	10,000
19 CLE Live Programs	161,417	131,250	30,167	225,000
20 CLE Electronic Sales	76,146	96,917	(20,771)	245,000
21 Fastcase Contribution from ISBA Mutual Insurance	45,000	45,000	0	87,000
22 Solo Small Firm Conference	17,297	20,417	(3,120)	35,000
23 Fred Lane's Programs	18,673	18,673	0	16,000
24 Gain on Sale	4,036	0	4,036	0
25 Free CLE Sponsorship from ISBA Mutual Insurance	142,500	142,500	0	265,000
TOTAL	<u>\$7,702,106</u>	<u>\$7,804,164</u>	<u>(\$102,058)</u>	<u>\$8,696,000</u>

	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
ADMINISTRATIVE EXPENSES				
26 Staff Salaries	\$1,887,640	1,925,961	\$38,321	\$3,425,000
27 Payroll Taxes	136,079	150,000	13,921	260,000
28 Indirect Payroll	310,843	366,139	55,296	730,000
29 Postage and Express	80,960	96,250	15,290	165,000
30 IT/Data Processing	190,378	90,417	(99,961)	155,000
31 Telephone	16,509	17,500	991	30,000
32 Staff Travel	53,924	67,083	13,159	115,000
33 General Office Machines	10,246	8,763	(1,483)	17,000
34 Paper and Envelopes	20,317	14,856	(5,461)	30,000
35 Utilities	39,739	52,500	12,761	90,000
36 Building Maintenance	24,841	24,841	0	48,000
37 Amortization & Depreciation	288,750	288,750	0	495,000
38 Pressroom	27,908	31,500	3,592	54,000
39 Mailroom	19,103	16,417	(2,686)	23,000
40 Insurance	34,804	40,833	6,029	70,000
41 Office Exp., Supplies, Library	22,929	22,929	0	40,000
42 Credit Card and Bank Serv. Charge	60,324	66,000	5,676	100,000
43 Election Expenses	0	0	0	20,000
44 Bar Center Taxes	26,341	26,606	265	54,000
45 Auditors	32,120	32,500	380	32,500
46 Professional Services	65,878	12,250	(53,628)	21,000
47 Chicago Office Expense	225,707	227,500	1,793	390,000
TOTAL	\$3,575,340	\$3,579,595	\$4,255	\$6,364,500

	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
<u>PUBLICATIONS</u>				
48 Bar Journal	\$93,404	96,250	\$2,846	\$165,000
49 Unrelated Income Tax	9,600	19,200	9,600	30,000
50 E-Clips	20,015	19,330	(685)	32,000
51 Book Publications	17,696	19,833	2,137	34,000
52 ILBarDocs	13,902	15,750	1,848	27,000
53 Reader Survey/Communications Audit	5,226	5,500	274	5,500
TOTAL	<u>\$159,843</u>	<u>\$175,863</u>	<u>\$16,020</u>	<u>\$293,500</u>
<u>GENERAL MEETINGS and TRAVEL</u>				
54 Officers and Board	\$80,283	81,667	\$1,384	\$140,000
55 Officer Stipends	26,250	26,250	0	45,000
56 ABA Meetings	34,145	35,000	855	50,000
57 Annual Meeting	974	974	0	45,000
58 Midyear Meeting	56,178	76,000	19,822	76,000
59 Other	0	0	0	1,000
60 Admission Ceremonies	4,509	4,509	0	8,000
61 Assembly	30,157	43,750	13,593	87,500
62 Distinguished Counsellor Ceremony	4,032	5,000	968	5,000
TOTAL	<u>\$236,528</u>	<u>\$273,150</u>	<u>\$36,622</u>	<u>\$457,500</u>

PROGRAM EXPENSES	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
63 Academy of Illinois Lawyers	\$0	0	\$0	\$6,500
64 Affiliated Bar Association Grants	0	0	0	5,000
65 Cook County Luncheon	0	0	0	2,500
66 CLE Live Program Expense	107,110	116,667	9,557	200,000
67 CLE Electronic Program Expense	71,243	94,500	23,257	162,000
68 ISBA Website and Internet Services	18,418	17,500	(918)	30,000
69 Judicial Evaluations Cook	8,240	8,240	0	0
70 Law Practice Management	24,570	29,167	4,597	50,000
71 Judicial Evaluations Downstate	0	0	0	4,000
72 Law School Programs	300	2,625	2,325	4,500
73 Lawyer Referral Service	5,891	11,667	5,776	20,000
74 LRE Mock Trial	0	0	0	1,000
75 Legislation Other	28,298	28,319	21	53,000
76 Member Directory/Higher Logic	12,292	11,000	(1,292)	22,000
77 Membership & Marketing	9,057	25,000	15,943	57,000
78 Marketing & Comm. Programming	0	0	0	7,500
79 Membership Publications	4,123	7,000	2,877	12,000
80 Membership Advertising	6,600	10,500	3,900	18,000
81 Fastcase Online Caselaw	82,533	87,000	4,467	87,000
82 Public Relations Other	5,872	5,646	(226)	8,500
83 Solo and Small Firm Conference	14,831	20,417	5,586	35,000
84 Unauthorized Practice of Law	0	0	0	2,000
85 Young Lawyers Division	6,440	6,417	(23)	11,000
TOTAL	<u>\$405,818</u>	<u>\$481,664</u>	<u>\$75,846</u>	<u>\$798,500</u>

COMMITTEE EXPENSES	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
86 AR & DC Committee	\$3,286	1,963	(\$1,323)	\$5,000
87 Bar Services and Activities	2,378	4,256	1,878	9,000
88 Budget & Audit	187	34	(153)	1,000
89 CLE Programs Committee	4,786	6,265	1,479	13,000
90 Corrections and Sentencing	3,425	4,644	1,219	9,000
91 Delivery of Legal Services	741	2,359	1,618	5,000
92 Disability Law Committee	4,590	3,246	(1,344)	7,000
93 Ed., Admission & Competence	2,225	3,144	919	5,500
94 Government Lawyers Committee	556	1,688	1,132	5,000
95 IBJ Editorial Board	2,849	2,918	69	5,000
96 Investment Committee	256	193	(63)	500
97 J. A. Polls Committee	2,557	4,800	2,243	8,000
98 Judicial Evaluations-Outside Cook	3,830	8,750	4,920	15,000
99 Judicial Evaluations-Cook	1,823	0	(1,823)	0
100 Law Office Management and Economic	2,505	2,917	412	5,000
101 Law School Committee	366	250	(116)	500
102 Law Related Education for the Public	1,343	1,497	154	6,500
103 Legal Technology	2,304	3,011	707	5,000
104 Legislation Committee	1,630	1,458	(172)	2,500
105 Marketing & Communications	2,137	2,341	204	7,500
106 Mentoring Committee	0	0	0	1,000
107 Military Affairs	1,325	1,801	476	3,500
108 Racial & Ethnic Minorities and the Law	1,455	1,191	(264)	3,000
109 Other Committee Expense	2,179	2,949	770	5,000
110 Professional Conduct	1,339	2,360	1,021	4,000

	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
<u>COMMITTEE EXP. CONTINUED</u>				
111 Scope & Correlation	190	409	219	500
112 Sexual Orientation & Gender Identity	3,217	1,241	(1,976)	7,500
113 Tone and Conduct Committee	0	0	0	50
114 Women and the Law Committee	1,954	1,815	(139)	6,000
115 Unauthorized Practice of Law	2,045	852	(1,193)	3,500
116 Diversity Leadership Council	1,643	2,482	839	6,000
117 Diversity Reception	9,827	8,000	(1,827)	8,000
118 Comt. on Solo Small Firm Conf.	0	141	141	1,500
119 SC Membership Strategies	200	0		4,000
120 SC on Transitioning Lawyers	2,179	2,000	(179)	2,500
121 SC Law School Dean Council/Forum	0	0	0	2,500
TOTAL COMMITTEE EXPENSES	<u>\$71,327</u>	<u>\$80,973</u>	<u>\$9,846</u>	<u>\$173,550</u>

	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
<u>SECTION EXPENSES</u>				
122 Administrative Law	\$1,520	1,911	\$391	\$5,500
123 Agricultural Law	6,752	7,344	592	14,000
124 Alternative Dispute Resolution	3,788	5,250	1,462	9,000
125 Animal Law	2,307	2,333	26	4,000
126 Bench & Bar	3,600	4,667	1,067	8,000
127 Bus. Advice & Fin. Planning	3,458	3,871	413	6,500
128 Business & Securities Law	2,940	2,098	(842)	5,500
129 Child Law	2,083	2,042	(41)	3,500
130 Civil Practice & Procedure	3,182	4,375	1,193	7,500
131 Commercial Banking & Bankruptcy	3,122	5,250	2,128	9,000
132 Construction Law	1,911	3,208	1,297	5,500
133 Corporate Law Department	776	2,625	1,849	4,500
134 Criminal Justice	5,524	7,000	1,476	12,000
135 Education Law	2,058	2,625	567	4,500
136 Elder Law	4,742	7,670	2,928	14,000
137 Employee Benefits	713	1,458	745	2,500
138 Energy, Utilities, Telecommunications, and Transportation	1,755	1,648	(107)	2,500
139 Environmental Law	1,833	2,917	1,084	5,000
140 Family Law	8,030	11,667	3,637	20,000
141 Federal Practice	2,291	2,447	156	5,500
142 Federal Taxation	1,049	2,333	1,284	4,000
143 General Practice SSF	4,488	7,000	2,512	12,000
144 Health Care	6,391	7,000	609	12,000
145 Human Rights	2,221	3,500	1,279	6,000
146 Insurance Law	1,918	2,042	124	3,500

	ACTUAL JAN 2018	BUDGET JAN 2018	BUDGET DIFFERENCE	BUDGET 2017/2018
<u>SECTION EXP. CONTINUED</u>				
147 Intellectual Property	\$2,767	3,087	\$320	\$5,500
148 International & Immigration Law	1,002	1,750	748	3,000
149 Labor and Employment Law	1,830	4,375	2,545	7,500
150 Local Government	4,927	4,958	31	8,500
151 Mental Health	4,835	7,583	2,748	13,000
152 Mineral Law	2,830	3,478	648	6,000
153 Privacy & Information Security	2,166	0	(2,166)	0
154 Real Estate Law	2,427	7,000	4,573	12,000
155 Senior Lawyers	2,716	4,667	1,951	8,000
156 State and Local Taxation	6,831	4,083	(2,748)	7,000
157 Tort Law	3,880	6,417	2,537	11,000
158 Traffic Laws and Courts	3,203	3,273	70	7,250
159 Trusts and Estates	3,244	7,292	4,048	12,500
160 Workers' Compensation	5,306	4,958	(348)	8,500
161 YLD/New Lawyer Forum	6,442	7,000	558	12,000
 TOTAL SECTION EXPENSE	 \$132,858	 \$174,202	 \$41,344	 \$307,750

ILLINOIS STATE BAR ASSOCIATION
COMPARATIVE BALANCE SHEET

	Jan. 31, 2018	Jan. 31, 2017
Current Assets:		
Cash and Petty Cash	\$70,354	\$52,636
Certificates of Deposit	1,729,985	1,989,000
Money Market Investments	871,695	291,665
Accounts Receivable	85,908	134,132
Prepaid Expenses & Other Assets	140,476	169,422
Total Current Assets	<u>\$2,898,418</u>	<u>\$2,636,855</u>
Long Term Assets:		
Investments	\$5,484,694	\$5,208,838
Fixed Assets:		
Cost (Net of Depreciation)	<u>\$4,318,459</u>	<u>\$3,989,041</u>
Total Assets	<u><u>\$12,701,571</u></u>	<u><u>\$11,834,734</u></u>
Current Liabilities:		
Accounts Payable	\$558,228	\$534,757
ICB & LRS Deferred Income	15,170	13,408
Dues & Section Deferred Income	20,167	29,175
Other Deferred Income	33,188	79,563
Deferred Rent	378,902	395,295
Total Current Liability	<u>\$1,005,655</u>	<u>\$1,052,198</u>
Designated Fund Balance		
Building Expansion Fund	0	\$1,448,924
Building Maintenance Fund	600,000	20,451
General Contingency Fund	0	858,700
Total Designated Fund Balance	<u>\$600,000</u>	<u>\$2,328,075</u>
Undesignated Fund Balance	11,095,916	\$8,454,461
Total Liabilities and Fund Balance	<u><u>\$12,701,571</u></u>	<u><u>\$11,834,734</u></u>