

NEW JERSEY STATE BAR ASSOCIATION
2019-2020

Budget
7/1/2019
6/30/2020

REVENUE

MEMBERSHIP DUES

Membership Dues	3,158,036
Section Dues	365,300

YOUNG LAWYERS DIVISION

YLD Dues	32,000
Seminars	3,000
Annual Meeting	9,000
Entertainment	6,000
Community Service/Other	1,000

MEETINGS

Mid-Year Revenues	178,080
Annual Meeting Revenues	1,033,835
Law Ctr Meet. - Outside Grp.	125,000
Meetings Rev. - Sect & Comm	235,000
Meetings Rev. - Offsite	265,000
Meetings Rev - Retreats	86,600

OTHER INCOME

Advertising	83,000
Interest On Investments	40,000
Foundation Agreement	47,940
LAP Agreement	49,512
Royalty/Misc. Income	70,000
Ethics Diversionary Program	20,000
Corporate Partner Program	70,000
Miscellaneous Sponsorship	11,500
ICLE Revenue	<u>6,139,150</u>

TOTAL REVENUE	<u>12,028,953</u>
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EXPENSES

PERSONNEL/TRAVEL

Salaries/Bonus	3,969,000
Part-time/Temporary Staffing	40,000
Federal/State Payroll Taxes	317,500
Group Insurance	725,000
Retirement Plan	232,000
Education	2,000

Staff Association Travel/Hosp	45,000
Assn. Auto Expense	12,000

ADMINISTRATIVE

General Postage	85,000
General Printing	10,000
Delivery Service	7,500
Office Supplies	24,000
Miscellaneous Expense	280,000
Audit	55,000
Association Dues	10,000

EQUIPMENT & SERVICES

Telephone	30,000
Equipment Rental & Maint.	40,000
Computer Expense	350,000
Copier Expense	60,000

BUILDING OPERATIONS

Building & Contents Insur.	75,000
Law Center Rent & Other Exp.	597,380

MEETINGS DEPT - MID-YEAR

Meeting Functions	100,000
Speakers & Guests	4,150
Officers	14,930
Staff	26,069
Miscellaneous	28,900

ANNUAL MEETING

Meeting Functions	564,075
Speakers & Guests	40,000
Officers & Guests	7,500
Staff	40,000
Printing & Mailing	25,000
Miscellaneous	172,045
Exhibits	50,000

GENERAL MEETING EXP.

Law Ctr Meeting - NJSBA	80,000
Law Center Mtg - Outside Grp.	85,000
Law Ctr Meet.-Sect.&Comm.	165,000
Offsite Meeting Expense	265,000
Meeting Expense - Retreats	76,600

COMMUNICATIONS DEPARTMENT

New Jersey Lawyer Magazine	120,000
Directory Printing	500
Photography & Video	12,000
Graphic Design	10,000
Website Dev. & Hosting	5,000
Law Journal Pages	20,800
Daily Briefing	12,252

SECTIONS & COMMITTEES

Misc. Sect. & Committee Exp.	21,500
Sect./Committee Newsletter	25,000
Election Expense	6,000

MEMBERSHIP PROMOTION/SERVICES

Member Solicitation/Retention	55,000
Mentoring Program	9,000

LEGISLATIVE/LEGAL

Legislative Research & Reference	6,100
Legislative Operations/Events	5,000
Legislative Lobbying Expenses	36,000

YOUNG LAWYERS DIVISION

YLD Operating Expenses	9,500
YLD Travel Expenses	8,000
Seminars	2,000
Community Service/Other	500
Entertainment	10,000
Annual Meeting	21,000

OFFICERS & BOARD OF TRUSTEES

Officers Expenses	24,000
Presidential Initiatives	2,000
Reg. County Bar Meetings	12,000
ABA - Annual	19,030
ABA - Mid-Year	15,380
Bar Leadership	4,000
Mid-Atlantic Conf.	25,650
Board of Trustees Expenses	25,000
E & O Insurance	23,000
Leadership Academy	7,500
Survey Expense	25,000

OTHER EXPENSES	
Contingencies	20,000
Depreciation Expense	160,000
Comm. On Professionalism	65,000
Legal Research	48,000
Public Relations	1,000
Ethics Divers. Program	5,000
Bad Debt Expense	20,000
Diversity Initiatives	50,000
Law Practice Management	60,000
CLE Direct Expense *	<u>2,223,000</u>
 TOTAL EXPENSES	 <u>11,940,361</u>
 OPERATING INC/(LOSS)	 <u>88,592</u>
 Real Gain/(Loss) Sale Invst.	 <u>0</u>
 TOTAL NET INCOME/(LOSS)	 <u>88,592</u>

* not inclusive of operational expenses.