

**Philadelphia Bar Association  
Statement of Operations  
2018**

	2018 Budget	2017 Annualized	2017 Budget	Difference Between 2018 Budget & 2017 Annualized	Explanation of Variance between 2018 Budget 2017 Annualized
<b>Revenue:</b>					
<b>Membership dues</b>	<b>\$1,830,000</b>	\$1,835,000	\$1,840,000	<b>(\$5,000)</b>	Decrease is attributed to estimated historical dues decrease
<b>Lawyer referral service</b>					
Consult fees	55,000	52,000	58,311	3,000	
% Fee	395,000	320,000	417,001	75,000	Increased is based on prior years budget and anticipating increasing revenue due to process put in place during 2017, i.e. Facebook advertising, google ads, etc.
Panel Dues	77,000	77,000	77,000	0	
<b>Committee programs</b>	<b>42,000</b>	39,965	21,000	2,035	
<b>Publications - ALM Contract</b>	<b>100,000</b>	100,000	100,000	0	
<b>Interest and dividends</b>	<b>65,000</b>	71,898	61,000	<b>(6,898)</b>	
<b>Royalties:</b>					
USI Royalty	375,000	645,000	645,000	<b>(270,000)</b>	Decrease is based on USI contract
USI Loss Control Royalty	0	0	0	0	
PNC Wealth Management	50,000	50,000	50,000	0	
<b>Lawyer Profiles</b>	<b>0</b>	0	0	0	
<b>Affiliate Organizations:</b>					
Philadelphia Bar Foundation	25,000	25,000	25,000	0	
Philadelphia VIP	7,500	7,500	7,500	0	
Homeless Advocacy Project	7,500	7,500	7,500	0	
<b>Special Events:</b>					
1st Quarterly	20,500	19,630	17,000	870	
2nd Quarterly	15,000	15,345	16,215	<b>(345)</b>	
3rd Quarterly	0	0	0	0	
4th Quarterly	22,500	22,540	22,540	<b>(40)</b>	
Supreme Court	3,500	0	0	3,500	
Bench-Bar	0	0	0	0	
Board Retreat	18,500	12,456	22,649	6,044	Increase is attributed to changing the retreat back to a 2 day event in AC
Diversity Symposium	0	0	0	0	
Miscellaneous Major Events	22,500	34,830	0	<b>(12,330)</b>	Decrease is attributed to the 2017 Lyon Conference that will not occur in 2018
<b>YLD</b>	<b>15,000</b>	15,000	15,000	0	
<b>Law Practice Management</b>	<b>0</b>	0	0	0	
<b>Annual Sponsorship Program</b>	<b>50,000</b>	23,750	30,000	26,250	Increase is attributed to additional prospects that are being pursued
<b>CLE</b>	<b>496,554</b>	420,525	494,319	76,029	Increase is attributed to anticipated growth of the CLE program
<b>Affiliated Services:</b>					
PBI	0	0	0	0	
Catering	83,000	81,350	79,000	1,650	
DLSC	0	0	0	0	
<b>Miscellaneous:</b>					
Reproduction Services	1,400	1,212	2,250	188	
Classified Ads	20,000	19,000	10,000	1,000	
Mailing Lists	300	300	1,000	0	
Miscellaneous	0	0	1,000	0	
<b>Total Revenue</b>	<b>\$3,797,754</b>	<b>\$3,896,801</b>	<b>\$4,020,285</b>	<b>(\$99,048)</b>	

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<b>Expenses</b>					
<b>Program Services</b>					
<b>Lawyer Referral Service</b>	83,211	88,239	91,573	(5,029)	Decrease is attributed to dropping the yellow pages advertising for LRIS
<b>Committee activities</b>	40,000	39,390	35,000	610	
<b>Meeting services and special events:</b>					
1st Quarterly	18,300	14,657	22,332	3,643	
2nd Quarterly	28,700	36,994	29,381	(8,294)	
3rd Quarterly	0	0	0	0	
4th Quarterly	35,600	35,162	35,162	438	
Diversity Symposium	0	0	0	0	
Federal Bench-Bar	0	0	0	0	
Bench-Bar	0	0	0	0	
Miscellaneous Major Events	48,100	36,244	7,500	11,856	Increase is attributed to having an additional Supreme Court Justice meeting
Board of Governors' Retreat	22,000	14,543	22,649	7,457	
Chancellor's Dinner	0	0	0	0	
Bar Academy	0	0	0	0	
Supreme Court	3,500	0	0	3,500	
Chancellor's Reception	27,000	26,326	33,000	674	
<b>External Communications</b>	6,900	4,623	6,355	2,277	
<b>Affiliate Programs ( VIP)</b>	100,000	100,000	100,000	0	
<b>Bar Association Legal Services Programs:</b>					
Low fee Plan	1,779	2,076	1,968	(297)	
Fee Disputes	1,779	2,076	2,218	(297)	
Professional Guidance	4,381	4,678	4,944	(297)	
<b>Publications:</b>					
Bar Reporter	2,522	18,602	18,813	(16,080)	Decrease is attributed to renegotiation of the ALM contract and we will no longer have today for 6 copies of the Bar Reporter to be printed
Philadelphia Lawyer	6,992	7,062	8,204	(70)	
<b>General Services/Catering Administration:</b>					
General Membership	72,787	59,693	68,828	13,094	Increase is attributed the need for new member brochures, as well as printing services to run special dues billings
Catering	73,020	66,995	62,493	6,025	
<b>Executive:</b>					
Administration				0	
Travel /Conferences	1,500	965	0	535	
Support to Outside Groups	10,000	16,500	16,500	(6,500)	
Other	21,588	51,122	12,072	(29,534)	Decrease is attributed to a reduction in consulting fees
Board Policy					
Travel /Conferences	3,590	4,397	4,397	(807)	
Insurance	34,941	32,106	31,481	2,835	
Other	18,400	18,507	8,450	(107)	
Human Resources	15,000	4,500	20,000	10,500	Increase is attributed to hiring a consultant to finalize the HR P&P manual
Judicial Commission	2,600	8,033	7,050	(5,433)	
Legislative Liaison	73,250	73,250	73,250	0	
Office of Diversity	0	0	0	0	

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Website	38,441	38,430	39,316	11	

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<b>Expenses (Continued):</b>					
<b>Finance, Information Technology and Administration</b>					
Finance	42,511	53,002	35,708	(10,491)	Decrease is attributed to Consulting fees to cover CFO when on medical leave
Mailroom	17,100	24,812	28,800	(7,712)	Decrease is attributed to renegotiated contract for mailroom and copier equipment
Information Services	96,604	92,476	90,997	4,128	
<b>YLD Program</b>	40,000	40,000	40,000	0	
<b>CLE</b>	379,158	343,835	333,967	35,323	Increase is attributed to anticipated growth of the CLE program
<b>Overhead (includes phones, internet &amp; insurance)</b>					
Service Contracts:					
Temptrol	1,030	1,000	1,000	30	
Girard Estate - Locker	1,185	1,185	1,185	0	
Comcast Cable	2,760	3,297	3,444	(537)	
Aramark Conf Room Cleaning	0	0	0	0	
Aramark Light Bulbs	400	500	400	(100)	
Service Contracts-Recall storage	18,126	16,259	8,599	1,867	
Telephone	50,100	57,495	62,000	(7,395)	
Insurance Contracts:					
Liability	14,676	31,594	31,594	(16,918)	Decrease is attributed to changing carriers of policies
Umbrella	4,778	5,167	5,167	(389)	
Crime	2,703	3,567	3,567	(864)	
Private Breach	9,505	8,350	9,960	1,155	
Fiduciary	2,926	2,700	2,700	226	
Depreciation	92,875	102,166	122,481	(9,291)	Decrease is attributed to items from prior years being fully depreciated
<b>Rent</b>	165,410	165,410	165,409	0	
Fast Case	0	0	0	0	
<b>Total program services</b>	<b>1,737,729</b>	<b>1,757,986</b>	<b>1,709,914</b>	<b>(20,258)</b>	
<b>Support Services</b>					
Employee salaries	1,750,240	1,740,130	1,766,607	10,110	Increase is attributed to change in employee demographics
<b>Total Salaries</b>	<b>1,750,240</b>	<b>1,740,130</b>	<b>1,766,607</b>	<b>10,110</b>	
Employee benefits (includes payroll taxes, health, LTC and Life insurance)	499,215	470,169	516,749	29,046	Increase is attributed USI policy increase
Pension Contribution	180,737	171,874	178,080	8,863	Increase is attributed to new employees participating in Pension program
<b>Total Benefits</b>	<b>679,952</b>	<b>642,043</b>	<b>694,829</b>	<b>37,909</b>	
Employee turnover at 3%	0	0	0	0	
Stationery, postage and office expenses	40,325	39,616	32,925	709	
<b>Total supportive services</b>	<b>2,470,517</b>	<b>2,421,789</b>	<b>2,494,361</b>	<b>48,728</b>	
<b>Total Expenses</b>	<b>4,208,245</b>	<b>4,179,776</b>	<b>4,204,275</b>	<b>28,470</b>	
<b>Change in Net Assets</b>	<b>(\$410,492)</b>	<b>(\$282,975)</b>	<b>(\$183,990)</b>	<b>(127,517)</b>	