|  | June | $\begin{aligned} & \text { YTD } \\ & 2020 \end{aligned}$ | $\begin{gathered} \text { FY 19-20 } \\ \text { Budget } \end{gathered}$ | Prior Year June | $\begin{aligned} & \text { YTD } \\ & 2019 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 3001-Annual Fees |  | \$633,200 | \$600,000 |  | \$626,460 |
| 3002-Affiliate Fees |  | \$9,760 | \$5,000 |  | \$8,680 |
| Total Fee Revenue | \$ | \$642,960 | \$605,000 | \$ | \$635,140 |
| 3301-Registration-Live |  | \$457,413 | \$535,000 | \$3,784 | \$506,996 |
| 3321-Registration-Webcast |  | \$9,078 | \$15,000 | \$3,784 | \$506,996 \$8,509 |
| 3331-Registration-Ticket |  | \$7,076 | \$12,000 | \$ | $\$ 8,509$ $\$ 13,182$ |
| Total Registration Revenue | \$ | \$473,567 | \$562,000 | \$3,784 | \$528,687 |
| 3341-Exhibit Fees | $(\$ 2,714)$ | \$82,520 | \$89,000 |  | \$60,282 |
| 3351-Sponsorships | \$4,000 | \$513,965 | \$445,000 | \$12,850 | \$60,282 |
| 3391 Section Profit Split | \$21,787 | \$336,907 | \$260,000 | (\$9,678) | \$276,501 |
| 3392-Section Differential | \$960 | \$15,463 | \$25,000 | $\begin{array}{r}\text { ( } 0,678 \\ \hline 2,460 \\ \hline\end{array}$ | $\$ 276,501$ $\$ 25,440$ |
| Other Event Revenue | \$24,034 | \$948,855 | \$819,000 | \$5,632 | \$923,375 |
| 3401-Sales-CD/DVD | \$2,520 | \$63,060 | \$56,000 |  |  |
| 3411-Sales-Published Materials | \$2,520 | \$2,460 | $\begin{array}{r}\$ 56,000 \\ \$ 2,000 \\ \hline\end{array}$ | \$1,650 | $\begin{array}{r} \$ 50,135 \\ \$ 3,270 \end{array}$ |
| Sales, Rents \& Royalties Revenue | $\overline{\$ 2,520}$ | \$65,520 | \$58,000 | \$1,650 | \$53,405 |
| 3561-Advertising | \$2,160 | \$20,466 | \$12,000 |  | \$18,117 |
| Advertising \& Subscription Revenue | \$2,160 | \$20,466 | \$12,000 | \$ | \$18,117 |
| 3699-Other Operating Revenue |  |  | \$800 |  |  |
| Other Revenue Sources | \$ | \$ | \$800 | \$ | \$ |
| 3899-Investment Allocation | \$35,800 | (\$29,830) | \$98,445 | \$84,411 | \$100,919 |
| Non-Operating Income | \$35,800 | $(\$ 29,830)$ | \$98,445 | \$84,411 | \$100,919 |
| Total Revenue | \$64,513 | \$2,121,539 | \$2,155,245 | \$95,477 | \$2,259,643 |
| 4111-Rent Equipment |  | \$450 |  |  |  |
| 4131-Telephone Expense |  | \$1,539 | \$2,000 | \$24 | \$3,874 $\$ 1,321$ |
| 4134-Web Services | \$7,528 | \$36,099 | \$75,000 | \$8,913 | \$45,372 |
| 4301-Photocopying |  |  | \$400 | \$ | \$192 |
| 4311-Office Supplies |  | \$1,489 | \$1,150 | \$318 | \$2,111 |
| Total Staff \& Office Expense | \$7,528 | \$39,577 | \$78,550 | \$9,255 | \$52,871 |
| 5031-AV Services |  | \$1,495 |  |  |  |
| 5051-Credit Card Fees | \$3,559 | \$1,495 | $\$ 1,495$ $\$ 29,500$ |  | \$1,495 |
| 5101-Consultants | \$3,559 | \$ $\mathbf{\$ 1 1 0 , 0 0 0}$ | \$29,500 | \$4,294 | \$23,902 |
| 5121-Printing-Outside | \$26,643 | \$100,778 | \$120,000 | \$10,000 | \$120,000 |
|  | \$26,643 | \$100,778 | \$127,500 | \$14,069 | \$107,658 |


|  | June | $\begin{aligned} & \text { YTD } \\ & 2020 \end{aligned}$ | FY 19-20 Budget | Prior Year June | $\begin{aligned} & \text { YTD } \\ & 2019 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| 5181-Speaker Honorarium |  | \$2,000 | \$5,000 |  |  |
| 5199-Other Contract Services |  | \$8,640 | \$10,000 | \$2,213 | \$15,125 |
| Total Contract Services | \$30,201 | \$248,271 | \$293,495 | \$30,575 | \$268,180 |
| 5501-Employee Travel |  | \$17,411 | \$26,000 | \$2,977 | \$27,457 |
| 5521-Public Member Travel |  | \$1,622 | \$5,500 |  |  |
| 5531-Board/Off/Memb Travel |  | \$14,804 | \$20,000 | \$2,006 | \$32,741 |
| 5571-Speaker Travel | \$2,655 | \$30,164 | \$11,500 | \$4,898 | \$13,471 |
| 5581-Consultant Travel |  | \$8,123 | \$15,000 |  | \$13,47 |
| Total Travel | \$2,655 | \$72,124 | \$78,000 | \$9,882 | \$73,669 |
| 6001-Post 1st Class/Bulk | $(\$ 6,772)$ | \$28,778 | \$3,575 | \$54 | \$1,282 |
| 6021-Post Express Mail | \$53 | \$1,159 | \$850 | \$30 | \$626 |
| 6251-Promotion Sponsorship | \$1,000 | \$1,000 |  |  |  |
| 6311-Mtgs General Meeting | $(\$ 28,861)$ | \$637,389 | \$600,000 | \$15,723 | \$559,668 |
| 6319-Mtgs Other Functions |  | \$28,283 | \$25,000 |  | \$27,861 |
| 6321-Mtgs Meals |  | \$180,234 | \$314,500 | \$84,253 | \$310,822 |
| 6325-Mtgs Hospitality | \$6 | \$152,530 | \$168,500 | \$3,950 | \$129,508 |
| 6341-Mtgs Equip Rental |  | \$71,484 | \$82,000 | \$17,543 | \$82,916 |
| 6361-Mtgs Entertainment |  | \$ | \$13,000 | \$3,251 | \$8,256 |
| 6399-Mtgs Other |  | \$8,538 | \$15,000 |  | \$11,219 |
| 6401-Speaker Expense |  | \$5,668 | \$31,600 | (\$837) | \$12,089 |
| 6451-Committee Expense | \$125 | \$123,101 | \$110,000 | \$553 | \$67,348 |
| 6531-Brd/Off Special Project |  | \$1,275 | \$50,000 |  | \$491 |
| 6599-Brd/Off Other |  | \$8,081 | \$11,000 | \$1,726 | \$6,632 |
| 7001-Grant/Award/Donation | \$908 | \$5,883 | \$13,000 | \$7,093 | \$18,109 |
| 5520-Diversity Initiatives |  | \$572 | \$12,000 | \$590 | +590 |
| 5522-Professional Outreach |  |  | \$3,000 | $\$ 590$ | \$590 |
| 7011-Scholarship/Fellowship |  | \$11,301 | \$27,000 | \$3,952 | \$14,091 |
| 7999-Other Operating Exp |  | \$6,594 | \$10,000 | (\$3,000) | \$4,348 |
| Total Other Expense | (\$33,541) | \$1,271,870 | \$1,490,025 | \$134,881 | \$1,255,856 |
| 8011-Administration CLE |  | \$43,450 | \$61,000 | (\$1,428) | \$58,922 |
| 8021-Section Admin Fee |  | \$222,046 | \$210,094 |  | \$217,024 |
| 8101-Printing in-House | (\$16) | \$4,655 | \$6,950 | \$254 | +21,918 |
| 8131-AV Services | \$91 | \$10,292 | \$14,800 | \$14 | \$11,958 |
| 8141-Joumal/News Service |  | \$2,126 | \$5,850 |  | \$850 |
| 8171-Course Approval Fee | \$300 | \$900 | \$600 | \$150 | \$450 |
| 8901-Eliminated IntEnt Exp |  | \$3,000 |  | \$3,000 | \$3,000 |
| Total Admin \& Internal Expense | \$375 | \$286,468 | \$299,294 | \$1,990 | \$295,122 |
| 9692-Transfer Out-Council of Sections |  | \$300 | \$300 |  | \$300 |

Real Property, Probate and Trust Law Section For the Twelve Months Ending Tuesday, June 30, 2020

|  | June | $\begin{aligned} & \text { YTD } \\ & 2020 \\ & \hline \end{aligned}$ | FY 19-20 Budget | Prior Year June | $\begin{aligned} & \text { YTD } \\ & 2019 \end{aligned}$ |
| :---: | :---: | :---: | :---: | :---: | :---: |
| Total InterFund Transfers Out | \$ | \$300 | \$300 | \$ | \$300 |
| Total Expense | \$7,218 | \$1,918,611 | \$2,239,664 | \$186,583 | \$1,945,998 |
| Net Income | \$57,295 | \$202,928 | (\$84,419) | (\$91,106) | \$313,645 |
| 2001-Fund Balance, Beginning |  | \$2,136,908 |  |  | \$1,823,263 |
| Fund Balance, Ending | \$ | \$2,339,836 | \$ | \$ | \$2,136,908 |

