

**Financial Highlights  
For the Three Months Ended August 31, 2018**

**Total General Fund YTD results** – As of August 31, 2018, the General Fund had a net excess of revenues over expenditures and transfers of \$490,893 compared to a budgeted net excess of (\$33,587). This resulted in a positive overall variance of \$524,480.

	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
Total Revenues	\$12,526,130	\$12,269,107	\$257,023	2%
Total Expenditures and Transfers	12,035,237	12,302,694	267,457	2%
<b>Net Excess</b>	<b>\$490,893</b>	<b>(\$33,587)</b>	<b>\$524,480</b>	

**Revenues**

For the period ending August 31, 2018, total revenues exceeded the budget by \$257,023 or 2%, thereby producing a positive actual to budget variance. An analysis of the revenues shows that the following department had a positive revenue variance in excess of \$10,000 and 10% for the period ending August 31, 2018.

- Minority Affairs – Total Positive Revenue Variance: \$47,125 or 17% - This positive revenue variance results from a higher than expected number of sponsorships and attendees for the Texas Minority Council Program.

**Expenditures**

For the period ending August 31, 2018, total expenditures were under the allocated budget by \$267,457 or 2%, which resulted in a positive actual to budget variance.

An analysis of the expenditures shows that four departments, Member & Public Services, Access to Justice, Law Related Education, and Texas Lawyers Assistance Program had large positive expenditure variances in excess of \$10,000 and 10% in salaries and benefits for the primarily resulting from open positions.

An analysis of the expenditures shows that one department, MCLE, had a large negative expenditure variances in excess of (\$10,000) and (10%) in salaries and benefits primarily resulting from additional labor costs to implement a new information system.

## TexasBarCLE (TBCLE)

For the period ending August 31, 2018, TexasBarCLE's net revenues over expenditures amount was over its budget target by \$163,621 or 8%, thereby producing a positive actual to budget variance.

	<b>Actual</b>	<b>Budget</b>	<b>Variance</b>	<b>% Variance</b>
TBCLE Revenues	\$5,364,904	\$5,286,239	\$78,665	1%
TBCLE Expenditures	3,086,218	3,171,174	84,956	3%
<b>Net TBCLE Income</b>	<b>\$2,278,686</b>	<b>\$2,115,065</b>	<b>\$163,621</b>	<b>8%</b>

In comparing TBCLE's performance to previous years, it is appropriate to make two comparisons: (1) compare the current fiscal year 18-19 to the previous fiscal year 17-18; and (2) compare the current fiscal year 18-19 to fiscal year 16-17. Fiscal years ending in odd numbers are considered to be "non-legislative years", in other words, they do not follow a legislative session. Fiscal years ending in even numbers are considered to be "legislative years" because they do follow a legislative session and TBCLE generally sees a surge in revenues following a legislative year. The surge in revenue generally results from legal issues arising during the legislative process; thereby creating a need for new or revised CLE programs.

In comparing actual revenues and expenditure amounts for the period ending August 31, 2018 to the prior period ending August 31, 2017, we see a decrease in revenues of (\$36,806) or (1%), and an increase in expenditures of \$189,609 or 7% for an overall decrease in net revenues of (\$226,415) or (9%). This is showing the difference between financial performances based on a comparison of a "legislative year" to a "non-legislative year".

In comparing actual revenues and expenditure amounts for the current period ending August 31, 2018, to the period ending August 31, 2016, we see an increase in revenue of \$203,818 or 4% and a decrease in expenditures of (\$122,754) or (4%) for an overall increase in net revenues of \$81,064 or 4%. This is showing the difference between financial performances based on a comparison of two "non-legislative years."

### Salaries and Benefits

For FY 2018-2019, the salaries and benefits budget totals \$23,988,383 or 57% of the overall \$42,111,890 General Fund budget before budgeted board commitments. The \$23,988,383 includes a 4% vacancy rate. The actual vacancy factor for the period ending August 31, 2018 was 6.5%. The actual salary and benefit expenditures had a (\$17,008) negative variance to budget at the end of August 2018.

Budget	\$ 5,941,947
Actual	5,958,955
Variance	<u>\$ (17,008)</u>

**State Bar of Texas  
General Fund  
Statement of Revenues, Expenditures and Changes in Fund Balance  
For the Three Months Ending August 31, 2018**

	<b>Annual Budget</b>	<b>YTD Budget</b>	<b>YTD Actual</b>	<b>YTD Variance \$ Fav/(Unfav)</b>	<b>YTD Variance % Fav/(Unfav)</b>	<b>YTD Budget Prior Year</b>	<b>YTD Actual Prior Year</b>	<b>YTD Prior Year Variance \$ Fav/(Unfav)</b>	<b>YTD Prior Year Variance % Fav/(Unfav)</b>
<b>REVENUES:</b>									
Membership Dues	\$20,372,039	\$4,456,694	\$4,560,032	\$103,338	2%	\$4,544,062	\$4,500,372	(\$43,690)	(1%)
Accounting/Management Fees	650,351	163,339	163,338	(1)	(0%)	163,339	163,338	(1)	(0%)
Texas Bar Journal	580,600	125,540	125,681	141	0%	104,545	111,564	7,019	7%
SBOT Leadership Academy	10,000	2,499		(2,499)	(100%)	2,499		(2,499)	(100%)
MCLE Fees	3,115,250	837,006	839,549	2,543	0%	754,225	805,019	50,794	7%
TexasBar CLE	13,777,841	5,286,239	5,364,904	78,665	1%	5,190,574	5,401,709	211,135	4%
Investment Income	185,000	157,500	166,971	9,471	6%	38,000	94,899	56,899	150%
Lawyer Referral	190,000	32,000	27,087	(4,913)	(15%)	31,250	37,054	5,804	19%
Member Benefits	915,766	166,299	157,971	(8,328)	(5%)	168,385	156,832	(11,553)	(7%)
CDC Disciplinary Fees	535,000	127,259	134,194	6,935	5%	102,758	137,243	34,485	34%
Membership	13,000	3,255	4,736	1,481	45%	3,062	5,214	2,152	70%
Local Bars	12,500	12,500	17,550	5,050	40%	11,500	13,300	1,800	16%
Minority Affairs	335,000	276,500	323,625	47,125	17%	200,000	216,635	16,635	8%
Computer Services Dept.	1,200	300	300			300	300		
Website	365,000	148,500	159,632	11,132	7%	106,000	103,143	(2,857)	(3%)
Legal Access Department	11,000	11,000	17,000	6,000	55%		1,200	1,200	
Law Related Education	15,500					2,500	531	(1,969)	(79%)
TYLA	60,000	2,500	4,125	1,625	65%	2,500	3,000	500	20%
TYLA Law Student Division	6,000	1,300	2,735	1,435	110%	1,300	3,255	1,955	150%
Purchasing & Facilities	49,403	12,351	12,962	611	5%	12,351	14,615	2,264	18%
Advertising Review	370,000	90,117	83,700	(6,417)	(7%)	91,534	85,000	(6,534)	(7%)
Miscellaneous, Sales Tax Discounts, Etc.	72,000	21,549	15,395	(6,154)	(29%)	16,549	30,943	14,394	87%
Credit Card Processing Fees	290,000	290,000	301,475	11,475	4%	270,000	284,905	14,905	6%
Rent	179,440	44,860	43,168	(1,692)	(4%)	44,860	43,168	(1,692)	(4%)
<b>TOTAL REVENUES</b>	<b>42,111,890</b>	<b>12,269,107</b>	<b>12,526,130</b>	<b>257,023</b>	<b>2%</b>	<b>11,862,093</b>	<b>12,213,239</b>	<b>351,146</b>	<b>3%</b>
<b>EXPENDITURES</b>									
<b>Executive Division</b>									
Executive Director	627,410	156,066	150,791	5,275	3%	147,999	156,908	(8,909)	(6%)
Deputy Executive Director						64,842	83,261	(18,419)	(28%)
Associate Executive Director/Legal Counsel	518,566	130,976	134,047	(3,071)	(2%)	94,588	98,304	(3,716)	(4%)
Deputy Executive Director - Cantu	222,945	57,211	52,406	4,805	8%	54,667	51,920	2,747	5%
Deputy Executive Director - Laney	274,165	68,516	63,592	4,924	7%	78,457	61,261	17,196	22%
Special Financial Advisor	75,000	18,750	25,496	(6,746)	(36%)				
Officers & Directors	836,836	277,438	255,133	22,305	8%	253,010	264,047	(11,037)	(4%)
Human Resources	280,789	68,996	72,754	(3,758)	(5%)	67,336	66,922	414	1%
Training/Tuition	71,133	7,500	3,976	3,524	47%	7,500	6,469	1,031	14%
<b>Total Executive Division</b>	<b>2,906,844</b>	<b>785,453</b>	<b>758,195</b>	<b>27,258</b>	<b>3%</b>	<b>768,399</b>	<b>789,092</b>	<b>(20,693)</b>	<b>(3%)</b>
<b>Member &amp; Public Services Division</b>									
Member & Public Services Division Director	118,324	29,823		29,823	100%	43,284	43,601	(317)	(1%)
Center for Legal History	149,785	41,734	36,626	5,108	12%	37,935	37,953	(18)	(0%)
Law Related Education	508,232	149,779	123,646	26,133	17%	152,269	138,080	14,189	9%
Governmental Relations	156,607	39,779	37,259	2,520	6%	62,547	62,348	199	0%
Texas Young Lawyers Association	927,418	227,152	234,453	(7,301)	(3%)	230,033	235,538	(5,505)	(2%)
LeadershipSBOT	94,000	26,596	26,831	(235)	(1%)	26,596	29,415	(2,819)	(11%)

**State Bar of Texas  
General Fund  
Statement of Revenues, Expenditures and Changes in Fund Balance  
For the Three Months Ending August 31, 2018**

	<b>Annual Budget</b>	<b>YTD Budget</b>	<b>YTD Actual</b>	<b>YTD Variance \$ Fav/(Unfav)</b>	<b>YTD Variance % Fav/(Unfav)</b>	<b>YTD Budget Prior Year</b>	<b>YTD Actual Prior Year</b>	<b>YTD Prior Year Variance \$ Fav/(Unfav)</b>	<b>YTD Prior Year Variance % Fav/(Unfav)</b>
Sections	318,519	77,998	80,720	(2,722)	(3%)	78,652	80,433	(1,781)	(2%)
Local Bars	446,571	171,808	166,824	4,984	3%	175,028	182,791	(7,763)	(4%)
Special Events	73,604	26,289	23,314	2,975	11%	28,789	23,772	5,017	17%
Law Student Department	20,266	9,175	6,198	2,977	32%	5,020	7,525	(2,505)	(50%)
SBOT Volunteer Committees	289,467	81,553	91,433	(9,880)	(12%)	72,110	81,943	(9,833)	(14%)
<b>Total Member &amp; Public Services Division</b>	<b>3,102,793</b>	<b>881,686</b>	<b>827,304</b>	<b>54,382</b>	<b>6%</b>	<b>912,263</b>	<b>923,399</b>	<b>(11,136)</b>	<b>(1%)</b>
Legal & Attorney Services Division									
Legal & Attorney Services Division Director	222,971	57,237	56,046	1,191	2%	55,970	52,883	3,087	6%
Texas Lawyers Assistance Program	455,312	111,664	97,825	13,839	12%	103,991	113,606	(9,615)	(9%)
Legal Access Department	1,036,508	371,213	340,647	30,566	8%	315,637	317,775	(2,138)	(1%)
<b>Total Legal &amp; Attorney Services Division</b>	<b>1,714,791</b>	<b>540,114</b>	<b>494,518</b>	<b>45,596</b>	<b>8%</b>	<b>475,598</b>	<b>484,264</b>	<b>(8,666)</b>	<b>(2%)</b>
Access to Justice Commission	827,206	198,268	174,089	24,179	12%	185,553	173,334	12,219	7%
Member Benefits	343,218	51,170	49,713	1,457	3%	53,000	55,332	(2,332)	(4%)
Research & Analysis	167,645	40,639	40,070	569	1%	39,371	35,342	4,029	10%
Professional Development Division									
Texas Bar CLE	10,174,141	3,171,174	3,086,218	84,956	3%	2,894,947	2,896,606	(1,659)	(0%)
Minority Affairs	460,478	118,112	120,043	(1,931)	(2%)	113,078	122,803	(9,725)	(9%)
<b>Total Professional Development</b>	<b>10,634,619</b>	<b>3,289,286</b>	<b>3,206,261</b>	<b>83,025</b>	<b>3%</b>	<b>3,008,025</b>	<b>3,019,409</b>	<b>(11,384)</b>	<b>(0%)</b>
Attorney Compliance Division									
Office of Attorney Compliance Director	176,564	43,921	42,679	1,242	3%	42,907	41,506	1,401	3%
Advertising Review	182,597	45,007	45,043	(36)	(0%)	45,010	44,303	707	2%
Client Attorney Assistance Program	547,352	136,267	138,413	(2,146)	(2%)	142,513	132,352	10,161	7%
Lawyer Referral	353,692	86,379	79,169	7,210	8%	84,277	84,247	30	0%
MCLE	579,699	146,761	167,332	(20,571)	(14%)	146,792	141,884	4,908	3%
<b>Total Attorney Compliance Division</b>	<b>1,839,904</b>	<b>458,335</b>	<b>472,636</b>	<b>(14,301)</b>	<b>(3%)</b>	<b>461,499</b>	<b>444,292</b>	<b>17,207</b>	<b>4%</b>
Operations/Security Division									
Purchasing & Facilities	1,240,950	314,747	317,258	(2,511)	(1%)	310,918	295,698	15,220	5%
<b>Total Operations/Security Division</b>	<b>1,240,950</b>	<b>314,747</b>	<b>317,258</b>	<b>(2,511)</b>	<b>(1%)</b>	<b>310,918</b>	<b>295,698</b>	<b>15,220</b>	<b>5%</b>
Finance Division									
Accounting	936,017	236,457	244,465	(8,008)	(3%)	267,079	269,662	(2,583)	(1%)
Membership	832,080	190,474	184,251	6,223	3%	186,015	182,513	3,502	2%

**State Bar of Texas  
General Fund  
Statement of Revenues, Expenditures and Changes in Fund Balance  
For the Three Months Ending August 31, 2018**

	<b>Annual Budget</b>	<b>YTD Budget</b>	<b>YTD Actual</b>	<b>YTD Variance \$ Fav/(Unfav)</b>	<b>YTD Variance % Fav/(Unfav)</b>	<b>YTD Budget Prior Year</b>	<b>YTD Actual Prior Year</b>	<b>YTD Prior Year Variance \$ Fav/(Unfav)</b>	<b>YTD Prior Year Variance % Fav/(Unfav)</b>
Other Administrative	1,770,550	608,143	584,678	23,465	4%	569,791	549,865	19,926	3%
Total Finance Division	3,538,647	1,035,074	1,013,394	21,680	2%	1,022,885	1,002,040	20,845	2%
Information Technology Division									
Information Technology	1,304,534	332,092	305,584	26,508	8%	321,745	307,322	14,423	4%
Customer Service	370,930	92,345	98,050	(5,705)	(6%)	101,404	103,981	(2,577)	(3%)
Total Information Technology Division	1,675,464	424,437	403,634	20,803	5%	423,149	411,303	11,846	3%
Communications Division									
Office of Communications Director	249,259	65,543	67,820	(2,277)	(3%)	66,513	69,538	(3,025)	(5%)
Texas Bar Journal	1,210,030	272,758	274,164	(1,406)	(1%)	277,844	285,813	(7,969)	(3%)
Printing	165,407	39,928	31,839	8,089	20%	40,907	44,238	(3,331)	(8%)
Graphics	162,342	41,976	44,806	(2,830)	(7%)	41,314	43,237	(1,923)	(5%)
Public Information	169,455	35,049	30,559	4,490	13%	34,288	32,001	2,287	7%
Web Management	395,862	95,525	104,181	(8,656)	(9%)	84,265	82,325	1,940	2%
Total Communications Division	2,352,355	550,779	553,369	(2,590)	(0%)	545,131	557,152	(12,021)	(2%)
Public Protection Division									
Chief Disciplinary Counsel	9,829,435	2,433,752	2,437,661	(3,909)	(0%)	2,411,071	2,335,747	75,324	3%
Grievance Oversight Committee	48,800	12,145	10,580	1,565	13%	12,145	6,557	5,588	46%
Unauthorized Practice of Law	170,000	43,425	35,553	7,872	18%	21,630	19,195	2,435	11%
Professional Ethics Committee	11,080		675	(675)			35	(35)	
Board of Disciplinary Appeals	619,339	154,584	151,527	3,057	2%	151,504	142,971	8,533	6%
Total Public Protection Division	10,678,654	2,643,906	2,635,996	7,910	0%	2,596,350	2,504,505	91,845	4%
<b>TOTAL EXPENDITURES</b>	<b>41,023,090</b>	<b>11,213,894</b>	<b>10,946,437</b>	<b>267,457</b>	<b>2%</b>	<b>10,802,141</b>	<b>10,695,162</b>	<b>106,979</b>	<b>1%</b>
Transfers to:									
Bldg & Equip Fund	288,800	288,800	288,800			288,800	288,800		
Technology Fund	500,000	500,000	500,000			500,000	500,000		
Client Security Fund	300,000	300,000	300,000			300,000	300,000		
<b>TOTAL TRANSFERS</b>	<b>1,088,800</b>	<b>1,088,800</b>	<b>1,088,800</b>			<b>1,088,800</b>	<b>1,088,800</b>		
<b>TOTAL EXPENDITURES &amp; TRANSFERS</b>	<b>42,111,890</b>	<b>12,302,694</b>	<b>12,035,237</b>	<b>267,457</b>	<b>2%</b>	<b>11,890,941</b>	<b>11,783,962</b>	<b>106,979</b>	<b>1%</b>
Excess (Deficit) of Revenues Over Expenditures & Transfers		(33,587)	490,893	524,480	1562%	(28,848)	429,277	458,125	1588%
Unrealized Net Gain (Loss) on Investments			8,672	8,672			3,620	3,620	
Excess (Deficit) of Revenues Over Expenditures, Transfers and									

**State Bar of Texas  
General Fund  
Statement of Revenues, Expenditures and Changes in Fund Balance  
For the Three Months Ending August 31, 2018**

	<b>Annual Budget</b>	<b>YTD Budget</b>	<b>YTD Actual</b>	<b>YTD Variance \$ Fav/(Unfav)</b>	<b>YTD Variance % Fav/(Unfav)</b>	<b>YTD Budget Prior Year</b>	<b>YTD Actual Prior Year</b>	<b>YTD Prior Year Variance \$ Fav/(Unfav)</b>	<b>YTD Prior Year Variance % Fav/(Unfav)</b>
Unrealized Gain (loss) on Investments		(33,587)	499,565	533,152	1587%	(28,848)	432,897	461,745	1601%
<b>BOARD COMMITMENTS</b>									
Board Commitment - Student Loan Repayment Assistance Prc	350,000	350,000	350,000			350,000	350,000		
Board Commitment - Sheeran Crowley Memorial Trust						250,000	250,000		
Board Commitment - Client Security Fund	800,000	800,000	800,000						
Board Commitment - Technology Fund						750,000	750,000		
Board Commitment - Texas Opportunity & Justice Incubator Pr	755,278	39,740	39,740			34,081	34,081		
Board Commitment - Presidential Initiatives	157,867	10,953	10,953			31,184	31,184		
Board Commitment - Statewide Pro Bono Campaign	159,060	5,300	5,300			15,069	15,069		
Board Commitment - LAD 2018 Board Commitments	43,270	31,578	31,578			17,285	17,285		
Board Commitment - Referendum Reserve	100,000								
Board Commitment - Run Off Election Reserve	70,000								
Board Commitment - Ethics Initiatives	12,431					4,503	4,503		
Board Commitment - Supreme Court Equipment Replacement						100,000	100,000		
Board Commitment - Document Preservation	50,000								
Board Commitment - Archives Digitization Project	100,000								
<b>TOTAL BOARD COMMITMENTS</b>	<b>2,597,906</b>	<b>1,237,571</b>	<b>1,237,571</b>			<b>1,552,122</b>	<b>1,552,122</b>		
<b>TOTAL YTD INCREASE (REDUCTION) IN FUND BALANCE</b>	<b>(2,597,906)</b>	<b>(1,271,158)</b>	<b>(738,006)</b>	<b>533,152</b>	<b>42%</b>	<b>(1,580,970)</b>	<b>(1,119,225)</b>	<b>461,745</b>	<b>29%</b>

**State Bar of Texas  
General Fund  
Summary of Revenues and Expenditures  
For the Three Months Ending August 31, 2018**

	Current Month Actual	YTD Actual	YTD Budget	Variance Fav/(Unfav)	Variance %	Annual Budget	Prior Year	
							Current Month Actual	Prior Year YTD Actual
Unrealized Net Gain (Loss) On Investments	11,270	8,672		8,672			6,785	3,620
Excess (Deficit) of Revenues over Expenditures, Transfers & Investment Gain/(Loss)	(31,970)	412,001	(33,581)	445,582	1,327%		(114,642)	330,776
Previously Committed Fund Balance Expenditures		(1,150,000)	(1,237,571)	87,571	7%	(2,597,906)		(1,450,000)
Total YTD Increase (Reduction) in Fund Balance	(31,970)	(737,999)	(1,271,152)	533,153	42%	(2,597,906)	(114,642)	(1,119,224)

**State Bar of Texas  
General Fund  
Balance Sheet  
As of August 31, 2018**

Assets

Cash & Money Market Funds		\$	2,595,899
Investments	8,506,061		
Adjust Investments to Market	8,672		
Investments at Fair Market Value			30,991,847
Accounts Receivable:			
Sales	(26,100)		
Less Allowance for Doubtful Accounts	1,305		
Net Accounts Receivable - Sales			34,825
Accrued Interest			91,590
Interfund			3,047,119
Other			190,467
Inventory			11,955
Prepaid Expenditures			497,046
<b>Total Assets</b>		<b>\$</b>	<b>37,460,747</b>

Liabilities and Fund Equity

Liabilities			
Accounts Payable:			
Cash - A/P			
Trade		\$	1,542,893
Interfund			5,508,676
Accrued Liabilities			292,261
Deferred Revenue -			
Membership Dues			14,682,412
Other			364,553
Other Liabilities			99,703
<b>Total Liabilities</b>		<b>\$</b>	<b>22,490,498</b>



**State Bar of Texas  
General Fund  
Balance Sheet  
As of August 31, 2018**

Liabilities and Fund Equity (Continued)

Fund Balances

Nonspendable - Prepays at May 31, 2018	\$	672,040	
Nonspendable - Inventory at May 31, 2018		8,139	
Nonspendable - Investments FMV Adjustment at May 31, 2018		(31,424)	
Board Committed - Minimum Reserve January 2018		9,868,603	
Board Committed - Texas Opportunity and Justice Incubator Program		755,278	
Board Committed - Legal Access Division Programs		600,041	
Board Committed - Client Security Fund		800,000	
Board Committed - Student Loan Repayment Assistance Program		350,000	
Board Committed - Presidential Initiatives		157,867	
Board Committed - Pro Bono Campaign		154,442	
Board Committed - Run-off Election Reserve		70,000	
Board Committed - Legal Access Fellowship Program		4,618	
Board Committed - Referendum Reserve		100,000	
Board Committed - Archives Digitization Project		100,000	
Board Committed - Ethics Initiatives		12,431	
Board Committed - Document Preservation		50,000	
Amount Available for Board Commitment: FY 2017-2018		2,036,215	
Total Fund Balance at May 31, 2018			15,708,250

Current Year Operations

Nonspendable - Prepays at July 31, 2018		(174,994)	
Nonspendable - Inventory at July 31, 2018		(3,816)	
Nonspendable - Investments FMV Adjustment at July 31, 2018		40,096	
Board Committed Expenditures - Client Security Fund		(800,000)	
Board Committed Expenditures - SLRAP		(350,000)	
Board Committed Expenditures - Texas Opportunity & Justice Incubator Program		(39,740)	
Board Committed Expenditures - Presidential Initiatives		(10,953)	
Board Committed Expenditures - Statewide Pro Bono Campaign		(5,300)	
Board Committed Expenditures - Legal Access Division Initiatives		(31,578)	
Amount Available for Board Commitment from Current Year Operations		638,285	
Total Current Year Increase (Reduction) in Fund Balance			(738,000)

Total Fund Balance			14,970,249

Total Liabilities and Fund Balance	\$	37,460,747	

State Bar of Texas  
 Law Practice Resources Division  
 Statement of Revenues and Expenses  
 For the Three Months Ending August 31, 2018

	YTD Budget	YTD Actual	Budget to Actual % Variance	2018-2019 Budget
<b>Revenues:</b>				
Book Sales Net of Estimated Returns	\$198,033	\$258,338	23%	\$2,075,913
Online Sales	120,330	77,091	-56%	481,318
Total Sales	318,363	335,429	5%	2,557,231
Fees	11,692	7,670	-52%	55,000
Interest	1,500	2,200	32%	6,000
Royalty	282,500	277,896	-2%	1,130,000
	<hr style="border-top: 1px dashed black;"/>			
Total Revenues	614,055	623,195	1%	3,748,231
	<hr style="border-top: 1px dashed black;"/>			
<b>Cost of Goods Sold:</b>				
Finished Products	40,597	28,631	42%	425,562
Publicity/Advertising for Specific Titles	10,250	16,731	-39%	53,000
Royalties	26,655	0	0%	101,353
Other	0	3,283	-100%	40,000
	<hr style="border-top: 1px dashed black;"/>			
Total Cost of Goods Sold	77,502	48,645	59%	619,915
	<hr style="border-top: 1px dashed black;"/>			
<b>Expenses:</b>				
Salaries	328,284	339,383	-3%	1,313,153
Benefits	110,142	100,183	10%	440,571
Travel	19,400	16,714	16%	48,450
Meetings & Conferences	450	60	650%	1,800
Professional Services	16,203	27,515	-41%	90,036
Publicity/Advertising	3,750	365	927%	15,000
Dues/Subscriptions/Licenses	11,759	10,134	16%	50,014
Education/Training	3,901	5,290	-26%	13,290
Supplies/Awards/Gifts/Spec. Items	3,239	7,680	-58%	15,999
Rentals - Office, Equipment, Storage	42,297	40,871	3%	169,188
Maintenance/Repair	6,000	8,014	-25%	24,000
Postage and Freight	20,178	21,821	-8%	209,091
Telephone	1,125	660	70%	4,500
Insurance	1,500	1,515	-1%	6,000
Administrative Fee	135,637	135,637	0%	542,548
Bad Debts	6,601	(22,376)	-130%	52,245
Capital Lease Expense	12,500	0	0%	12,500
Printing	0	40	-100%	0
Copying	450	132	241%	1,800
	<hr style="border-top: 1px dashed black;"/>			
Total Operating Expenses	723,416	693,638	4%	3,010,185
	<hr style="border-top: 1px dashed black;"/>			
Total Expenses	800,918	742,283	8%	3,630,100
	<hr style="border-top: 1px dashed black;"/>			
Net Income/(Loss)	(186,863)	(119,088)	57%	118,131
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State Bar of Texas  
Law Practice Resources Division  
Statement of Net Position  
As of August 31, 2018

Assets

Accounts Receivable :		
Sales	266,037	
Less Allowance for Doubtful Accounts	\$ 21,892	
Less Allowance for Refunds	35,114	
	-----	
Net Accounts Receivable - Sales		323,042
Accounts Receivable - Other		
Interfund Receivable - General Fund		624,662
Inventory		
Inventory - Finished Goods	614,324	
Inventory - Work in Process	190,652	
Less Inventory - Reserve	(47,257)	
	-----	
Total Inventory Less Reserves		757,719
Intangible Assets:		
Fixed Assets:		
Furniture/Equipment		
Less Accumulated Depreciation		
Net Fixed Assets		35,321
		-----
Total Assets	\$	1,740,744
		=====

Liabilities and Net Position

Liabilities

Payables	\$ 10,019
Compensable Leave	95,363
	-----
Total Liabilities	105,382
	-----

Net Position

Net Position at May 31, 2018 - Unrestricted	54,074	
Designated - Minimum Operating Expenditures	702,378	
Designated - Projects in Process	948,000	
Designated - New Approved Projects	50,000	
	-----	
Total Net Position at May 31, 2018		1,754,452
Current Year Operations		(119,090)
		-----
Total Net Position at August 31, 2018		1,635,362
		-----
Total Liabilities and Net Position	\$	1,740,744
		=====

State Bar of Texas  
Client Security Fund  
Statement of Revenues & Expenditures  
For the Three Months Ending August 31, 2018

Revenues:

Interest	\$	15,566
Restitution/Other Income		59,892
		-----
Total Revenues		75,458
		-----

Expenditures:

Claims		209,868
Banking Fees		85
		-----
Total Expenditures		209,953
		-----

Excess (Deficit) of Revenue Over Expenditures		(134,495)
		=====

General Fund Operating Transfer In		300,000
General Fund Committed Funds Transfer In		800,000
		-----
Total Transfers In from General Fund		1,100,000

Unrealized Net Gain (Loss) from Investments		(1,945)
		-----
Net after Operating Transfer & Unrealized Net Gain (Loss)	\$	963,560
		=====

State Bar of Texas  
 Client Security Fund  
 Balance Sheet  
 As of August 31, 2018

Assets

Cash & Money Market Accts.	\$	721,899
Investments		2,258,220
Adjust Investments to Market		(3,002)
Interest Receivable		2,507
		-----

Total Assets	\$	2,979,624
		=====

Liabilities:

Due To (From) General Fund	\$	(13,841)
		-----

Total Liabilities		(13,841)
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Fund Balance

Beginning Fund Balance	2,029,906	
Current Year Activity	963,559	
		-----

Total Fund Balance		2,993,465
		-----

Total Liabilities and Fund Balance	\$	2,979,624
		=====

State Bar of Texas  
Combining Statement of Revenue & Expenditures  
And Changes in Fund Balance  
All Special Revenue Funds  
For the Three Months Ending August 31, 2018

	Law Focused Grants	TBLS	Convention Fund	Texas Law Center	Texas Bar College	Technology Fund	Misc Grant Fund	Total
Fees		\$161,150	\$269,120		\$13,540			\$443,810
Sales			30,753		1,907			32,660
Investments	30	8,737	1,816	16,099	1,128			27,810
Grants	281,904						48,900	330,804
Contributions			253,250				45,117	298,367
Other Revenue		20,625						20,625
<b>Total Revenues</b>	<b>281,934</b>	<b>190,512</b>	<b>554,939</b>	<b>16,099</b>	<b>16,575</b>		<b>94,017</b>	<b>1,154,076</b>
Salaries		113,890			15,504			129,394
Benefits		39,165			5,335			44,500
Travel	71,759	18,554	6,137		14,684			111,134
Meetings & Conferences	25,209	5,658	435,073		2,224			468,164
Professional Services	72,850	21,371	7,675	15	837			102,748
Publicity/Advertising		19,259	34,000		3,596			56,855
Dues/Subscriptions/Licenses	120	75			319			514
Supplies/Awards/Gifts/Spec. Items	9,221	1,634	12,251		4,933	3,460		31,499
Rentals - Office, Equipment, Storage	3,779	28,686	629		40			33,134
Maintenance/Repair						116,877		116,877
Postage and Freight	1,690	1,477	10,703		2,343			16,213
Telephone		4,075			150			4,225
Administrative	1,056	29,150	8,400		11,898			50,504
Fixed Assets		201		6,065		131,997		138,263
Printing and Copying	5,641		18,290		1,355			25,286
<b>Total Expenditures</b>	<b>191,325</b>	<b>283,195</b>	<b>533,158</b>	<b>6,080</b>	<b>63,218</b>	<b>252,334</b>		<b>1,329,310</b>
<b>Transfer (In) / Out</b>				<b>(288,800)</b>		<b>(500,000)</b>		<b>(788,800)</b>
<b>Total Expenditures &amp; Transfers</b>	<b>191,325</b>	<b>283,195</b>	<b>533,158</b>	<b>(282,720)</b>	<b>63,218</b>	<b>(247,666)</b>		<b>540,510</b>
<b>Unrealized Net Gain (Loss) on Investments</b>				<b>3,947</b>				<b>3,947</b>
<b>Total Revenues less Expenditures</b>	<b>90,609</b>	<b>(92,683)</b>	<b>21,781</b>	<b>302,766</b>	<b>(46,643)</b>	<b>247,666</b>	<b>94,017</b>	<b>617,513</b>
<b>Beginning Fund Balance at 5/31/18</b>		<b>1,858,936</b>	<b>337,791</b>	<b>3,676,631</b>	<b>326,939</b>	<b>1,281,166</b>		<b>7,481,462</b>
<b>Ending Fund Balance at 8/31/18</b>	<b>\$90,609</b>	<b>\$1,766,253</b>	<b>\$359,572</b>	<b>\$3,979,397</b>	<b>\$280,296</b>	<b>\$1,528,832</b>	<b>\$94,017</b>	<b>\$8,098,975</b>