

					Projected	Approved	Proposed	Approved	Approved
		Actual	Actual	Actual	Actual	Budget / 3-Year	Budget	3-Year	3-Year
		2006-07	2007-08	2008-09	FY	Plan	FY	Plan	Plan
					2009-10	2009-10	2010-11	2010-11	2011-12
PUBLICATIONS: BENCH & BAR									
REVENUES:									
1	Advertising								
2	Classified	71,865	70,436	42,562	43,000	55,000	50,000	65,000	70,000
3	Display	207,612	228,185	256,768	231,000	254,000	250,000	262,500	275,500
4	Miscellaneous Advertising	0	0	0	0	0	0	0	0
5									
6	Total Advert. Revenue	279,477	298,621	299,330	274,000	309,000	300,000	327,500	345,500
7	Other Revenue								
8	Subscriptions	3,973	3,428	3,535	2,500	4,000	2,500	4,000	4,000
9	Single Copy Sales	1,935	1,880	1,425	0	0	0	0	0
10	Misc. Other	3,567	5,435	4,343	5,000	5,000	5,000	5,000	5,000
11									
12	Total Other Revenue	9,475	10,743	9,303	7,500	9,000	7,500	9,000	9,000
13									
14	TOTAL B & B REVENUE	288,952	309,364	308,633	281,500	318,000	307,500	336,500	354,500
15									
16	EXPENSES:								
17	Direct Editorial Expense:								
18	Committees				500	500	500	500	500
19	Creative Services	14,089	13,180	14,912	16,000	16,000	16,500	16,500	17,000
20	Equipment & Supplies	387	963	311	1,000	1,000	1,000	1,000	1,000
21	Mailing Service	7,435	6,915	6,459	6,000	7,000	6,500	7,500	8,000
22	Printing - Outside	77,421	79,499	65,998	43,000	57,000	45,000	59,000	61,000
23	Paper	76,970	84,567	82,108	52,000	60,000	53,500	63,000	66,000
24	Postage	40,511	49,399	43,367	44,500	42,000	44,500	43,500	45,000
25	Production Services	2,036	1,392	1,089	1,000	1,000	1,500	1,500	1,500
26	Electronic Edition	0	0	0	4,000	10,000	10,000	10,000	10,500
27	Misc. Dir. Editorial	3,453	8,610	6,182	5,000	5,000	3,000	5,000	5,000
28									
29	Total Dir Editorial Exp.	222,302	244,525	220,426	173,000	199,500	182,000	207,500	215,500
30									
31	Direct Advertising Expense:								
32	Ad Sales Promotion	3,671	10,252	2,136	2,000	4,000	11,000	4,000	11,000
33	Bad Debt	0	0	228	3,000	2,000	2,000	2,000	2,000
34	Collection Costs	0	0	0	1,000	500	500	500	500
35	Commissions	41,979	45,740	48,026	42,000	51,000	50,000	52,500	55,000
36	Production Services	39,961	43,474	37,579	25,000	40,000	29,500	42,000	44,000
37	Miscellaneous Advertising	0	11	686	1,500	1,500	1,500	1,500	1,500
38									
39	Total Dir Advert. Exp.	85,611	99,477	88,655	74,500	99,000	94,500	102,500	114,000
40									
41	Total Direct Expenses	307,913	344,002	309,081	247,500	298,500	276,500	310,000	329,500
42									
43	Net Revenue/Direct Expenses Bench & Bar	(18,961)	(34,638)	(448)	34,000	19,500	31,000	26,500	25,000

					Projected	Approved	Proposed	Approved	Approved
					Actual	Budget / 3-Year	Budget	3-Year	3-Year
		Actual	Actual	Actual	FY	Plan	FY	Plan	Plan
		2006-07	2007-08	2008-09	2009-10	2009-10	2010-11	2010-11	2011-12
44									
45	TOTAL NET REVENUE/DIRECT EXPENSES BENCH & BAR	(18,961)	(34,638)	(448)	34,000	19,500	31,000	26,500	25,000
46									
47	Personnel Expenses:								
48	Salaries	148,854	134,439	141,860	137,723	137,723	137,862	143,232	148,961
49	FICA & Unemployment	10,927	9,899	10,399	10,998	10,998	11,009	11,438	11,895
50	Employee Benefits	27,314	26,566	25,004	21,903	21,903	23,881	22,779	23,690
51	Exp, Travel & Education.	2,106	525	0	1,600	1,600	1,645	1,664	1,731
52									
53	Total Personnel Expenses	189,201	171,429	177,263	172,224	172,224	174,397	179,112	186,277
54									
55	Total Dir & Personnel Exp.	497,114	515,431	486,344	419,724	470,724	450,897	489,112	515,777
56	Overhead Allocation	331,160	296,584	241,591	256,433	279,981	267,336	291,567	315,933
57									
58	Total B&B Exp.	828,274	812,015	727,935	676,157	750,705	718,234	780,680	831,710