95TH ANNUAL CONVENTION & EXHIBITS

Treasurer Report
Opening Plenary

VIRTUAL EXPERIENCE
Overall Financial Summary

• Operational accounts are in excess of $1.3M
• Revenue is below projections due to cancellations of various events (Gertrude Rush Conference, In-Person Annual Convention)
• Expenses are down as a result of the cancellations
• NBA paid down in excess of 60K in long term debt
• More than 100 cancellations from the in-person convention - $27,000, however many opted to renew membership or pay section dues increasing membership renewals
• Reduction in staff costs
Top 5 Categories for Revenue

- Convention Registration: 40%
- Membership Dues: 25%
- Convention Sponsorship: 17%
- Capital Campaign Sponsorship: 9%
- Section & Division Dues: 9%
Top 5 Expense Categories

- 52000 - Consultants/Services: 28%
- 55600 - Conference & Seminars: 14%
- 51100 - Salaries & Wages: 15%
- 42205 - Wiley Branton Event Luncheon: 16%
- 52008 - Executive Director Consulting Fees: 15%
Financial Report for Bar Year beginning 8/1/19-6/30/20

Total Revenue $ 1,296,314.72
Total Expenses $ 1,492,987.44
Gross P/L $ (196,672.72)

*Revenue projection is a positive increase by 7/31/20
Three-Year Comparison (Cash balances)

• 2018  $  534,042.10
• 2019  $  1,280,219.33
• 7/1/2020  $  1,110,552.62
# 95th Convention Revenue vs. Expenses as of 6/30/2020

<table>
<thead>
<tr>
<th>Row Labels</th>
<th>Sum of Amount Breakdown</th>
</tr>
</thead>
<tbody>
<tr>
<td>Convention Registration</td>
<td>$240,300.00</td>
</tr>
<tr>
<td>Convention Sponsorship</td>
<td>$100,000.00</td>
</tr>
<tr>
<td><strong>Total Income</strong></td>
<td><strong>$340,300.00</strong></td>
</tr>
<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$141,481.79</strong></td>
</tr>
</tbody>
</table>

2020 Gross Profit

$198,818.21
Three (3) Year Convention Comparison

<table>
<thead>
<tr>
<th></th>
<th>93rd Convention</th>
<th>94th Convention</th>
<th>95th Convention</th>
</tr>
</thead>
<tbody>
<tr>
<td>Income</td>
<td>$981,903.21</td>
<td>$1,512,837.00</td>
<td>$340,300.00</td>
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<tr>
<td>Expense</td>
<td>$566,507.55</td>
<td>$851,639.65</td>
<td>$141,481.79</td>
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<tr>
<td>Net Income</td>
<td>$415,395.66</td>
<td>$661,197.35</td>
<td>$198,818.21</td>
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</table>
Areas to continue to focus:

• Convention Sponsorships exceeds the goal of $300K, ensure payments are received
• Continue to increase membership: Growth is up by 62% over 2019
• Capital Campaign donations expected to increase
• Opportunity to increase non-dues revenue through partnerships
• Continue to manage operating expenses
Executive Summary

A review of this financial report reflects that the National Bar Association is in a position of solid solvency. The NBA has benefited from a cycle of two successful annual meetings and careful stewardship to be true to the adopted budgets. As we enter the 2020 annual meeting period, most expenses associated with this our first virtual meeting are paid and more than one thousand members have registered, which equates to approximately $250,000. That coupled with the projected sponsorship revenue of $300,000.00 means that we should continue into the next administration on solid footing.

It should be explained though that the profit and loss statement for the period August 2019 to June 2020, reflects an excess of expenses over revenue. This is as a result of a timing issue. Revenue was realized for the 2019 annual meeting, before August 2019 and the expenses incurred to reserve the technology infrastructure for the 2020 annual meeting, before June 2020. In an in-person meeting cycle, more of the expenses would have been incurred post June. Also, we timely canceled the conduct of the 2020 annual meeting at the Marriott Hotel in Washington D.C. and are entitled to the return of a deposit of approximately $31,500.00. Our general counsel has made a request for those funds.

Finally, please note the slide reflecting our cash balances as of June 30 for the past three years. Since July 2018 our overall cash position has increased by more than $550,000.
Thank You!