

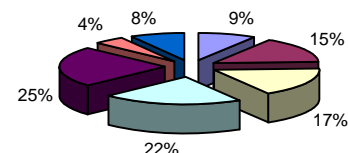
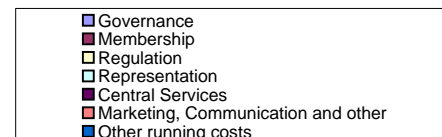
Budget 2009/10

	'2009/10 Draft Budget	'2008/09 Revised Forecast	£ + / -	% + / -	2008/09 Original Budget	2007/08 Last Year Actual
INCOME						
Membership (note 1)	6,506,779	7,564,125	(1,057,346)	-14%	7,436,281	7,719,141
Regulation (note 2)	120,000	110,000	10,000	9%	125,000	94,300
Representation (note 3)	401,600	366,108	35,492	10%	645,125	448,139
Interest	65,000	120,000	(55,000)	-46%	200,000	228,910
Marketing, Communication and other (note 4)	816,170	724,920	91,250	13%	1,089,920	840,997
Total Income	7,909,549	8,885,153	(975,604)	-11%	9,496,326	9,331,486
EXPENDITURE						
Council (note 5)	(215,340)	(293,640)	78,300	-27%	(348,876)	(215,923)
Board (note 6)	(25,900)	(13,000)	(12,900)	99%	(13,000)	(839)
Corporate Office (note 7)	(450,466)	(471,842)	21,376	-5%	(502,853)	(580,767)
Executive -						
Membership (note 8)	(992,568)	(749,278)	(243,290)	32%	(842,120)	(668,962)
Regulation (note 9)	(1,256,315)	(1,342,084)	85,769	-6%	(1,877,490)	(1,768,564)
Representation (note 10)	(1,837,188)	(1,771,721)	(65,467)	4%	(1,813,946)	(1,414,583)
Central Services (note 11)	(1,579,724)	(2,100,227)	520,503	-25%	(2,149,960)	(1,688,930)
Marketing, Communication and other (note 12)	(1,112,324)	(1,140,466)	28,142	-2%	(1,290,034)	(1,045,352)
Auditors Fees	(15,000)	(15,000)	0	0%	(10,000)	(14,234)
VAT not recoverable	(275,000)	(270,000)	(5,000)	2%	(270,000)	(308,280)
Corporation Tax	(85,000)	(85,000)	0	0%	(30,000)	(103,662)
Depreciation	(339,776)	(324,816)	(14,960)	5%	(257,883)	(195,050)
Exceptional - Final Salary Pension Scheme	(20,000)	0	(20,000)		0	0
Exceptional - New Society Constitution	(35,000)	0	(35,000)		0	0
Exceptional - Relocation project	0	0	0		0	(98,000)
Contingency	(100,000)	(18,812)	(81,188)	432%	(90,000)	0
Voluntary Redundancy Scheme - anticipated cost	0	(250,000)	250,000	-100%	0	0
Voluntary Redundancy Scheme - anticipated savings	250,000	0	250,000		0	0
Savings TBC in governance costs (10% overall)	100,000	0	100,000		0	0
Total Expenditure	(7,989,601)	(8,845,886)	756,285	-9%	(9,496,162)	(8,103,146)
Surplus/(Deficit) for period	(80,052)	39,267	(219,319)	-559%	164	1,228,340

CASHFLOW

	'2009/10 Draft Budget
Projected Balance as at 31st October 2009	3,472,086
- Advance Income	1,556,156
= Cash Surplus as at 31st October 2009	1,915,930
+ Surplus / (deficit) for year to 31st October 2010	(80,052)
- Capital Expenditure during year (cash item)	(148,625)
+ Depreciation charge for year (non cash item)	339,776
Budget cash surplus / (deficit) as at 31st October 2010	2,027,029
Appropriate cash level (3 months average expenditure)	1,997,400
Cash budget surplus/(shortfall)	29,629

Where do my membership fees go?



Budget 2009/10

	'2009/10 Draft Budget	'2008/09 Revised Forecast	£ + / -	% + / -		2008/09 Original Budget	2007/08 Last Year Actual
NOTE 1 - Membership							
Practising Certificate Fees	5,254,198	6,283,603	(1,029,405)	-16%		6,202,788	6,339,447
Membership Fees	46,146	47,613	(1,467)	-3%		58,014	46,461
Retention Fees	776,440	820,750	(44,310)	-5%		786,380	834,330
Registered Foreign Lawyers	125,000	100,000	25,000	25%		65,000	68,850
Financial Services	181,405	181,405	0	0%		181,405	177,760
Paralegals	15,000	0	15,000			30,000	0
Examination & Admission	78,050	72,655	5,395	7%		72,655	109,484
Other membership income	30,540	58,100	(27,560)	-47%		40,000	141,394
	6,506,779	7,564,125	(1,057,346)	-14%		7,436,242	7,717,726
NOTE 2 - Regulation							
SSDT costs recovered	120,000	110,000	10,000	9%		125,000	94,300
	120,000	110,000	10,000	9%		125,000	94,300
NOTE 3 - Representation							
Annual Conference	36,000	60,013	(24,013)	-40%		167,354	0
Professional practice - various fees	14,670	0	14,670			0	0
Update Events	327,130	277,295	49,835	18%		448,971	413,071
IHLG Events	23,800	28,800	(5,000)	-17%		28,800	35,067
	401,600	366,108	35,492	10%		645,125	448,138
NOTE 4 - Marketing, Communications and other							
Business Development	160,000	124,500	35,500	29%		212,000	19,237
Journal	405,170	351,120	54,050	15%		646,120	564,395
Publications	240,000	238,300	1,700	1%		218,300	238,730
Other Miscellaneous Income	11,000	11,000	0	0%		13,500	18,635
	816,170	724,920	91,250	13%		1,089,920	840,997
NOTE 5 - Council							
Travel	(43,900)	(49,500)	5,600	-11%		(49,500)	(62,727)
Catering	(47,000)	(70,500)	23,500	-33%		(114,000)	(14,494)
Fees	0	(45,000)	45,000	-100%		(45,000)	(11,491)
Training	(2,500)	0	(2,500)			0	0
President's Remuneration	(73,920)	(73,920)	0	0%		(82,413)	(67,670)
Vice President's Remuneration	(37,920)	(37,920)	0	0%		(38,463)	(37,280)
AGM & SGM	(6,500)	(5,300)	(1,200)	23%		(8,000)	(14,796)
Other	(3,600)	(11,500)	7,900	-69%		(11,500)	(7,465)
	(215,340)	(293,640)	78,300	-27%		(348,876)	(215,923)
NOTE 6 - Board							
Travel	(2,400)	(1,500)	(900)	60%		(1,500)	(684)
Catering	(1,200)	(1,500)	300	-20%		(1,500)	(155)
Training	(5,000)	(5,000)	0	0%		(5,000)	0
Board Remuneration	(11,300)	0	(11,300)			0	0
Other	(6,000)	(5,000)	(1,000)	20%		(5,000)	0
	(25,900)	(13,000)	(12,900)	99%		(13,000)	(839)
NOTE 7 - Corporate Office							
Employment costs	(395,366)	(367,989)	(27,377)	7%		(406,213)	(547,591)
Corporate office - running costs	(55,100)	(93,853)	38,753	-41%		(86,640)	(33,177)
Corporate Social Responsibility	0	(10,000)	10,000	-100%		(10,000)	0
	(450,466)	(471,842)	21,376	-5%		(502,853)	(580,767)
NOTE 8 - Membership							
Employment costs	(693,741)	(506,481)	(187,260)	37%		(518,278)	(400,957)
Convenor Remuneration	(23,000)	0	(23,000)			0	0
Registrar - running costs	(82,787)	(93,792)	11,005	-12%		(141,042)	(134,014)
Paralegals - running costs	(27,710)	0	(27,710)			(19,150)	(7,294)
Education and Admission - running costs	(165,330)	(149,005)	(16,325)	11%		(163,650)	(126,697)
	(992,568)	(749,278)	(243,290)	32%		(842,120)	(668,962)

Budget 2009/10

	2009/10 Draft Budget	2008/09 Revised Forecast	£ + / -	% + / -	2008/09 Original Budget	2007/08 Last Year Actual
NOTE 9 - Regulation						
Employment costs	(659,715)	(708,584)	48,869	-7%	(1,035,490)	(1,059,161)
Convenor Remuneration	(61,000)	0	(61,000)		0	0
SSDT Tribunal expenses	(368,100)	(421,000)	52,900	-13%	(533,500)	(440,908)
Regulation expenses	(167,500)	(212,500)	45,000	-21%	(308,500)	(268,495)
	(1,256,315)	(1,342,084)	85,769	-6%	(1,877,490)	(1,768,564)
NOTE 10 - Representation						
Employment costs	(1,050,007)	(1,026,408)	(23,599)	2%	(790,545)	(713,281)
Convenor Remuneration	(34,000)	0	(34,000)		0	0
Annual Conference	(41,000)	(137,000)	96,000	-70%	(269,725)	0
Update Events	(160,993)	(187,757)	26,764	-14%	(310,550)	(318,522)
IHLG Events	(52,170)	(52,300)	130	0%	(60,270)	(58,015)
Stakeholder engagement	(63,965)	0	(63,965)		0	0
CEEBA	0	(2,500)	2,500	-100%	(2,500)	(3,238)
ABA & CBA	(19,000)	(12,000)	(7,000)	58%	(12,000)	(13,681)
IBA	(11,565)	(17,000)	5,435	-32%	(23,000)	(16,173)
CCBE	(23,490)	(24,000)	510	-2%	(24,000)	(21,914)
UINL	(2,610)	(2,150)	(460)	21%	(4,300)	(2,886)
Commonwealth Law	(2,700)	(10,500)	7,800	-74%	(10,500)	(4,628)
Professional Support - running costs	(60,043)	0	(60,043)		0	0
Professional Practice - running costs	(81,800)	(84,550)	2,750	-3%	(85,300)	(69,915)
Diversity - running costs	(38,485)	(38,956)	471	-1%	(38,956)	(23,139)
Regulation Liaison - running costs	(20,575)	0	(20,575)		0	0
Law Reform - running costs	(64,015)	(60,850)	(3,165)	5%	(66,550)	(65,665)
Brussels Office - running costs	(110,770)	(115,750)	4,980	-4%	(115,750)	(103,526)
	(1,837,188)	(1,771,721)	(65,467)	4%	(1,813,946)	(1,414,583)
NOTE 11 - Central Services						
Employment Costs	(708,061)	(816,392)	108,331	-13%	(869,031)	(637,482)
Convenor remuneration	0	(165,000)	165,000	-100%	(165,000)	(189,697)
Central Services - running costs	(6,950)	(130,911)	123,961	-95%	(138,822)	(67,661)
Facilities - running costs	(67,510)	(53,965)	(13,545)	25%	(53,965)	7,323
Finance - running costs	(16,160)	(13,483)	(2,677)	20%	(11,733)	(8,514)
IT - running costs	(170,148)	(108,456)	(61,692)	57%	(149,566)	(106,867)
Disaster Recovery	(15,100)	(8,800)	(6,300)	72%	(8,800)	(4,939)
Media Room	0	0	0		0	(1,192)
Administration - running costs	(229,326)	(248,406)	19,080	-8%	(249,906)	(170,965)
Building running costs	(417,295)	(467,830)	50,535	-11%	(409,830)	(386,323)
Human Resources:		0				
Advertising & Recruitment	(13,606)	(26,910)	13,304	-49%	(34,910)	(83,293)
Staff training	(34,835)	(69,675)	34,840	-50%	(60,000)	(28,627)
Fees & Charges	(7,780)	(13,570)	5,790	-43%	(13,570)	(1,736)
Consultancy	(18,000)	(17,000)	(1,000)	6%	(17,000)	(19,545)
Final Salary Pension Scheme Admin	(54,700)	(91,656)	36,956	-40%	(125,870)	(120,646)
Other Operational Costs	(65,601)	(85,477)	19,876	-23%	(78,477)	(64,064)
Overhead recovery	245,348	217,304	28,044	13%	236,520	195,298
	(1,579,724)	(2,100,227)	520,503	-25%	(2,149,960)	(1,688,930)
NOTE 12 - Marketing, Communications and other						
Employment Costs	(293,702)	(238,635)	(55,067)	23%	(254,953)	(202,916)
Corporate Communications - running costs	(185,615)	(223,750)	38,135	-17%	(248,250)	(152,003)
Business Development - running costs	(16,300)	(46,011)	29,711	-65%	(46,011)	(8,731)
Journal - running costs	(461,119)	(481,690)	20,571	-4%	(590,440)	(535,359)
Publications - running costs	(155,588)	(150,380)	(5,208)	3%	(150,380)	(146,342)
	(1,112,324)	(1,140,466)	28,142	-2%	(1,290,034)	(1,045,351)

	TOTAL BUDGET		ANNUAL DEPRECIATION
TOTAL SYSTEMS & I.T. CAPEX BUDGET 2009/10	133,625.00		44,541.67
TOTAL LOCATION BUDGET	-		-
TOTAL ADMINISTRATION CAPEX BUDGET 2009/10	15,000.00		1,500.00
TOTAL CAPEX BUDGET 2009/10	148,625.00		46,041.67
2009/10 DEPRECIATION CHARGE FOR ASSETS ALREADY LIVE			293,734.00
2009/10 DEPRECIATION CHARGE FOR ASSETS BUDGETED FOR IN 2008/09			46,041.67
2009/10 ANNUAL DEPRECIATION CHARGE			339,775.67

Budget 2009/10

	'2009/10 Draft Budget		'2008/09 Current Year Actual		2007/08 Last Year Actual	
	Value	Number	Value	Number	Value	Number
THE LAW SOCIETY OF SCOTLAND						
PRACTISING CERTIFICATE						
FULL	£ 565.00	8,639	£ 665.00	8,939	£ 665.00	10,795
HALF	£ 282.50	1,233	£ 332.50	1,233	£ 332.50	1,335
MEMBERSHIP FEES						
FULL	£ 150.00	203	£ 150.00	221	£ 140.00	287
HALF	£ 75.00	209	£ 75.00	207	£ 70.00	231
RETENTION FEE						
FULL	£ 70.00	11,092	£ 70.00	11,092	£ 70.00	11,234
SCOTTISH SOLICITORS GUARANTEE FUND						
FULL	£ 630.00	3,670	£ 630.00	3,700	£ 600.00	3,810
HALF	£ 315.00	5	£ 315.00	5	£ 300.00	5