



# Lead Industries Association, Inc.

292 Madison Avenue

New York, N. Y. 10017

Telephone: (212) 679-6020

January 14, 1971

Subject: Financial Statement  
January 1-December 31, 1970

To Board of Directors of  
Lead Industries Association, Inc.;

Dear Sir:

Attached please find the 12-Month financial statement of  
the Association for 1970.

Sincerely yours,

David M. Borcina  
Secretary, Treasurer

DMB:so  
Att:

LIA03957

N 3786

January 12, 1971

LEAD INDUSTRIES ASSOCIATION, INC.

STATEMENT OF RECEIPTS, DISBURSEMENTS & FUND BALANCES

January 1 - December 31, 1970

OPERATING FUND

|                        | <u>1970<br/>ACTUAL</u> | <u>1970<br/>BUDGET</u> |
|------------------------|------------------------|------------------------|
| <u>RECEIPTS:</u>       |                        |                        |
| 1. Assessments:        |                        |                        |
| a. Pig Lead Sales      | \$779,072.81           | \$764,700..            |
| b. All Other ( Note 1) | 206,343.66             | 207,000.               |
| 2. Interest on Savings | 2,518.59               | 5,000.                 |
| 3. Miscellaneous.      |                        |                        |
| a. Publications        | 4,127.36               | ( 5,000.               |
| b. Other               | 1,185.32               | (                      |
| Total All Receipts     | <u>\$993,247.74</u>    | <u>\$981,700.</u>      |

DISBURSEMENTS:

|                                           |                     |                   |
|-------------------------------------------|---------------------|-------------------|
| 1. Administrative - Schedule "A"          | \$336,810.74        | \$352,800.        |
| 2. Promotion & Development - Schedule "B" | <u>647,334.69</u>   | <u>601,600.</u>   |
| Total All Disbursements                   | <u>\$984,145.43</u> | <u>\$954,400.</u> |

CHANGES IN FUND BALANCES

|                       |                            |
|-----------------------|----------------------------|
|                       | \$ 9,102.31                |
| Fund Balance 1/1/70   | <u>\$140,227.34</u>        |
| FUND BALANCE 12/31/70 | <u><u>\$149,329.65</u></u> |

REPRESENTED BY:

Cash:

|                             |                     |
|-----------------------------|---------------------|
| Commerical Checking Account | 96,659.47           |
| Savings Accounts            | 51,845.18           |
| Petty Cash                  | 100.00              |
|                             | <u>\$148,604.65</u> |

Receivables & Deposits

+ 725.00

Total

\$149,329.65

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(Note 1) - Does not include \$9,337.95 billed but unpaid as of 12/31/70.

N 3786.01

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF ADMINISTRATIVE DISBURSEMENTSJanuary 1 - December 31, 1970SCHEDULE "A"ADMINISTRATIVE DISBURSEMENTS

|                                         | <u>ACTUAL<br/>DISBURSEMENTS</u> | <u>1970<br/>BUDGET</u> |
|-----------------------------------------|---------------------------------|------------------------|
| 1. Salaries:                            |                                 |                        |
| a. Gross Salaries                       | \$194,638.40                    | (                      |
| b. Temporary Help                       | 5,092.11                        | (\$217,800.            |
| c. Employment Agency Fees               | 969.80                          | (                      |
| d. Blue Cross & Blue Shield             | 2,958.10                        | (                      |
| 2. Payroll Taxes                        | 5,815.46                        | 9,000.                 |
| 3. Pension Premium (Bankers Life Co.)   | 16,091.50                       | 16,000.                |
| 4. Business Insurance:                  |                                 |                        |
| a. General                              | 1,228.91                        | (                      |
| b. N. Y. Disability                     | 341.18                          | 1,500.                 |
| 5. Group Insurance                      | 3,140.52                        | 2,500.                 |
| 6. Rent                                 | 24,000.00                       | 24,000.                |
| 7. Travel and Expenses                  | 36,202.67                       | 40,000.                |
| 8. Meeting Expenses:                    |                                 |                        |
| a. Annual Meeting                       | 3,135.16                        | (                      |
| b. All Other                            | 1,343.23                        | 3,000.                 |
| 9. Professional Fees:                   |                                 |                        |
| a. Auditing                             | 1,200.00                        | (                      |
| b. Legal                                | 1,312.94                        | (                      |
| c. All Other                            | 2,340.00                        | 5,000.                 |
| 10. Printing & Office Supplies          | 5,362.41                        | 6,000.                 |
| 11. Telephone & Telegrams               | 5,980.88                        | 6,000.                 |
| 12. Postage and Express                 | 10,689.12                       | 7,500.                 |
| 13. Subscriptions - Books & Periodicals | 1,032.53                        | 800.                   |
| 14. Furniture & Equipment               | 4,403.83                        | 5,000.                 |
| 15. Office Services                     | 7,678.79                        | 7,000.                 |
| 16. Technical Association Dues          | 697.50                          | 700.                   |
| 17. Miscellaneous                       | 1,155.70                        | 1,000.                 |
| Total                                   | <u>\$336,810.74</u>             | <u>\$352,800.</u>      |

LEAD INDUSTRIES ASSOCIATION, INC.STATEMENT OF PROMOTION & DEVELOPMENT DISBURSEMENTSJanuary 1 - December 31, 1970SCHEDULE "B"

| <u>PROMOTION &amp; DEVELOPMENT DISBURSEMENTS:</u> | <u>ACTUAL<br/>DISBURSEMENTS</u> | <u>1970<br/>BUDGET</u> |
|---------------------------------------------------|---------------------------------|------------------------|
| 1. Advertising:                                   |                                 |                        |
| a. Agency Fees                                    | \$ 75,000.00                    | \$ 75,000.             |
| b. Out-of-pocket Agency Expenses                  | 6,986.63                        | 5,000.                 |
| 2. Space Advertising:                             |                                 |                        |
| a. Architectural & Construction                   | 58,707.55                       | 55,900.                |
| b. Industrial Battery Program                     | 61,145.92                       | 60,200.                |
| c. Pigments and Chemicals                         | 20,284.79                       | 19,100.                |
| d. Products Promotion & Design Eng.               | 44,642.16                       | 47,200.                |
| e. Miscellaneous & Production Costs               | 25,459.48                       | 29,100.                |
| 3. Industrial Battery Program:                    |                                 |                        |
| a. Film                                           | 67.84                           | 1,000.                 |
| b. Literature                                     | 2,043.22                        | 1,000.                 |
| c. Exhibits & Misc.                               | 2,325.28                        | 2,000.                 |
| 4. Conventions & Exhibits:                        |                                 |                        |
| a. Plant Engineering & Maintenance Show           | 4,520.88                        | (                      |
| b. Design Engineers Show                          | 5,044.07                        | (                      |
| c. Construction Specifications Institute          | 2,087.27                        | ( 15,000.              |
| d. National Plumbing Exposition                   | 714.68                          | (                      |
| e. Miscellaneous                                  | 1,717.20                        | (                      |
| 5. New Publications:                              |                                 |                        |
| a. Lead Monograph                                 | 540.00                          | 3,000.                 |
| b. Corrosion Handbook                             | -                               | 6,000.                 |
| c. Calking Lead and Solder Booklets               | -                               | -                      |
| d. Corrosion Inhibiting Paint Bulletin            | -                               | -                      |
| 6. Existing Literature Expenses:                  |                                 |                        |
| a. Lead Magazine                                  |                                 | 45,000.                |
| 1. Printing Costs                                 | 24,772.91                       |                        |
| 2. Mailing Costs                                  | 14,629.08                       |                        |
| 3. Mailing List Maintenance                       | 10,806.63                       |                        |
| b. Annual Review                                  | 1,995.98                        | 2,000.                 |
| c. Lead Abstracts                                 | 14,087.43                       | 16,000.                |
| d. "Sweets" Catalog File                          | 11,233.09                       | 11,000.                |

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