

# 2019 Year-End Financial Report

(Based on projections as of mid-December.  
Staff and overhead expenses are not reflected  
under individual categories.)

	INCOME:	EXPENSES:	NET: profit / (loss)
<b>MEMBERSHIP</b>	\$279,238	\$13,865	\$264,373
Dues, mailings, committee meetings, applications, State Bar swearing-in ceremonies, recruitment campaigns, Pro Bono Expo, annual leadership meetings, holiday party, printing costs, social media.			
<b>LAWYER REFERRAL &amp; INFORMATION SERVICE</b>	\$355,000	\$26,976	\$328,024
Consultation fees, membership fees, percentage fees, advertising, brochures & marketing, phone system, postage, supplies, client surveys, committee meetings, staff education, Moderate Means Program, FLARe (Family Law Mediation program), Limited Representation program, marketing & panel recruitment, State Bar re-certification fees, free community legal workshops.			
<b>FEE ARBITRATION/MEDIATION &amp; CLIENT RELATIONS PROGRAMS</b>	\$150	\$8,490	(\$8,340)
Filing fees, refunds, postage, committee meetings, supplies. Fee Arbitration program closed in Jan 2019.			
<b>BAR-SPONSORED PROGRAMS &amp; EVENTS</b>	\$95,559	\$43,540	\$52,019
MCLE Spectacular, Candidates Forum, Member Benefit programs, Mod Means Training, A's game, NRPC programs, committee meetings, State Bar provider status renewal.			
<b>PUBLICATIONS</b>	\$80,710	\$26,790	\$53,920
<i>Contra Costa Lawyer &amp; Membership Directory</i> : Printing, postage, production, mailing house, MCLE self-study tests, committee meetings, photography, directory practice area listings, advertising revenue (including website and weekly broadcasts), stock photos, blog book, video-editing software, etc.			
<b>OFFICE ADMINISTRATION</b>			
<b>Staff</b> (does not include Criminal Conflicts Program)		\$547,651	(\$547,651)
Payroll, payroll taxes, payroll service, pension disbursements, medical, dental & vision benefits, workers' comp insurance, staff professional development, expense reimbursements.			
<b>Executive Director:</b>		\$16,735	(\$16,735)
Education & travel, dues/membership fees, expenses, etc.			
<b>Office Equipment:</b>		\$36,150	(\$36,150)
Computers, computer consulting services, database, photocopier, fax machine, printers, postage machine & meter, etc			
<b>General:</b>	\$36,256	\$97,124	(\$60,868)
Conference room rental income, rebates (LMIC, Marsh Affinity Group, Job board, CLIO), interest & dividend income (including replenishing reserves), office rent and overhead, property insurance, office supplies, credit card processing fees, phone system, staff meetings, accounting, miscellaneous taxes, etc.			
<b>OFFICERS &amp; BOARD of DIRECTORS</b>	\$11,675	\$39,503	(\$27,828)
Installation luncheon, Board meetings, bar leader conferences, strategic planning meetings, gavels & plaques, miscellaneous committee meetings, Errors & Omissions & EPL Insurances, legal services.			
<b>SECTION SUPPORT</b>	\$11,030	\$2,700	\$8,330
E-mail broadcasts, section leaders' meetings, program registration, handbooks, event sponsorships.			
<b>CONFERENCE of DELEGATES</b>		\$6,409	(\$6,409)
Planning meetings, registration & hotel, materials, etc			
<b>INFORMATION TECHNOLOGY</b>		\$2,517	(\$2,517)
Website modifications/updates, SPAM filter, Internet connection.			
<b>EDUCATION OUTREACH PROGRAM</b>	\$1,000	\$173	\$827
Court Tours docent training & thank you luncheon, materials.			
<b>COURT SUPPORT</b>	\$4,350	\$3,499	\$851
Bench/Bar meetings, Bench/Bar roundtable, Judges Event.			
<b>DIVERSITY</b>	\$9,270	\$11,116	(\$1,846)
Outreach, awards, event sponsorships, Lunar New Year, MBC Mixer			
<b>TOTAL INCOME &amp; EXPENSES:</b>	<b>\$883,238</b>	<b>\$883,238</b>	<b>0</b>

**Total Reserves as of 12/31/19: \$608,953**