

2020 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)
MEMBERSHIP	\$263,096	\$4,151	\$258,945
Dues, mailings, committee meetings, applications, recruitment campaigns, printing costs.			
LAWYER REFERRAL & INFORMATION SERVICE	\$235,150	\$19,519	\$215,631
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.			
FEE ARBITRATION/MEDIATION & CLIENT RELATIONS PROGRAMS		\$1,392	(\$1,392)
Filing fees, refunds, postage, committee meetings, supplies. Fee Arbitration program closed in Jan 2019.			
BAR-SPONSORED PROGRAMS & EVENTS	\$48,701	\$13,646	\$35,055
MCLE Spectacular, , Education Series, Member Benefit programs, Mod Means Training, committee meetings			
PUBLICATIONS	\$71,435	\$10,555	\$60,880
<i>Contra Costa Lawyer & 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			
OFFICE ADMINISTRATION			
Staff		\$517,039	(\$517,039)
Payroll, payroll taxes, payroll service, pension disbursements, medical, dental & vision benefits, workers' comp insurance, staff professional development, expense reimbursements.			
Executive Director:		\$4,758	(\$4,758)
Education & travel, dues/membership fees, expenses, etc.			
Office Equipment:		\$40,900	(\$40,900)
Computers, computer consulting services, database, photocopier, printers, postage machine & meter, etc			
General:	\$15,407	\$93,040	(\$77,633)
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, etc.			
OFFICERS & BOARD of DIRECTORS	\$9,416	\$16,970	(\$7,554)
Installation luncheon, Board meetings, bar leader conferences, gavels & plaques, miscellaneous committee meetings, Errors & Omissions & EPL Insurances, legal services.			
SECTION SUPPORT	\$9,180	\$748	\$8,432
E-mail broadcasts, section leaders' meetings, program registration, handbooks, event sponsorships.			
INFORMATION TECHNOLOGY		\$3,821	(\$3,821)
Website modifications/updates, SPAM filter, Internet connection.			
DIVERSITY	\$4,042	\$3,182	\$860
Outreach, awards, event sponsorships, Lunar New Year, Racial Reconciliation Forum, DEI Townhalls			
TOTAL INCOME & EXPENSES:	\$656,427	\$729,721	(\$73,294)

Total Reserves as of 11/30/20: \$ 570,745