

# 2021 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>	\$244,838	\$6,259	\$238,580
Dues, mailings, committee meetings, applications, recruitment campaigns, printing costs.			
<b>LAWYER REFERRAL &amp; INFORMATION SERVICE</b>	\$354,083	\$19,614	\$334,469
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>BAR-SPONSORED PROGRAMS &amp; EVENTS</b>	\$65,244	\$17,500	\$44,744
MCLE Spectacular, Education Series, Member Benefit programs, committee meetings.			
<b>PUBLICATIONS</b>	\$76,290	\$15,554	\$60,736
<i>Contra Costa Lawyer &amp; Online 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, video-editing software, etc.			
<b>OFFICE ADMINISTRATION</b>			
<b>Staff</b>		\$532,078	(\$532,078)
Payroll, payroll taxes, payroll service, pension disbursements, medical, dental & vision benefits, workers' comp insurance, staff professional development, WFH expense reimbursements.			
<b>Executive Director:</b>		\$2,774	(\$2,774)
Education & travel, dues/membership fees, expenses, etc.			
<b>Office Equipment:</b>		\$38,120	(\$38,120)
Computers, computer consulting services, database, photocopier, printers, postage machine & meter, etc			
<b>General:</b>	\$112,975	\$236,058	(\$123,083)
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, PPP grant, etc.			
<b>OFFICERS &amp; BOARD of DIRECTORS</b>	\$5,005	\$14,971	(\$9,966)
Installation luncheon, Board meetings, bar leader conferences, gavels & plaques, miscellaneous committee meetings, Errors & Omissions & EPL Insurances, legal services.			
<b>SECTION SUPPORT</b>	\$16,244		\$16,244
E-mail broadcasts, section leaders' meetings, program registration, handbooks, event sponsorships.			
<b>INFORMATION TECHNOLOGY</b>		\$2,273	(\$2,273)
Website modifications/updates, SPAM filter, Internet connection.			
<b>DIVERSITY</b>	\$14,537	\$996	\$13,541
Outreach, awards, event sponsorships, Lunar New Year, Racial Reconciliation Forum, DEI Townhall, Disability Rights programs.			
<b>TOTAL INCOME &amp; EXPENSES:</b>	<b>\$886,197</b>	<b>\$886,197</b>	<b>0</b>

**Total Reserves as of 11/30/21: \$670,868**