

2017 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	\$269,598.00	\$5,683.00	\$263,915.00
Dues, mailings, committee meetings, applications, State Bar swearing-in ceremonies, recruitment campaigns, networking mixers, annual leadership meetings, holiday party, printing costs.			
LAWYER REFERRAL & INFORMATION SERVICE	\$284,450.00	\$19,513.00	\$264,937.00
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	\$25,741	\$5,266	\$20,475
Filing fees, State Bar reimbursements, refunds, postage, committee meetings, supplies.			
BAR-SPONSORED PROGRAMS & EVENTS	\$82,312	\$41,596	\$40,716
MCLE Spectacular, Member Marketing Series, Member Benefit programs, diversity events, A's game, Pro Bono mixer, committee meetings, State Bar provider status renewal.			
PUBLICATIONS	\$91,280	\$38,904	\$52,376
Contra Costa Lawyer & Pictorial Membership Directory: 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 (does not include Criminal Conflicts Program)		\$483,563	(\$483,563)
Payroll, payroll taxes, payroll service, pension disbursements, medical, dental & vision benefits, workers' comp insurance, staff professional development, staff search, expense reimbursements.			
Executive Director:		\$5,954	(\$5,954)
Education & travel, dues/membership fees, expenses, etc.			
Office Equipment:		\$32,114.00	(\$32,114.00)
Computers, computer consulting services, database, photocopier, fax machine, printers, postage machine & meter, etc.			
General:	\$ 22,746	\$131,407	(\$108,661)
Conference room rental income, rebates (LMIC, Marsh Affinity Group, JobTarget), 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.			
OFFICERS & BOARD of DIRECTORS	\$5,055	\$19,638	(\$14,583)
Installation luncheon, Board meetings, bar leader conferences, strategic planning meetings, gavels & plaques, miscellaneous committee meetings, Errors & Omissions & EPL Insurances, legal services.			
SECTION SUPPORT	\$10,458	\$1,107	\$9,351
E-mail broadcasts, section leaders' meetings, program registration, handbooks, postage & mailings.			
CONFERENCE of DELEGATES		\$4,828	(\$4,828)
Planning meetings, registration & hotel, materials, etc.			
INFORMATION TECHNOLOGY		\$2,531	(\$2,531)
Website modifications/updates, SPAM filter, Internet connection.			
EDUCATION OUTREACH PROGRAM	\$1,425	\$258	\$1,167
Court Tours docent training & thank you luncheon, postage & mailings, materials			
COURT SUPPORT		\$703	(\$703)
Bench/Bar meetings, Fast Track Bench/Bar roundtable.			
TOTAL INCOME & EXPENSES:	\$793,065	\$793,065	(\$0.00)

TOTAL RESERVES AS OF 12/31/17: \$585,372