

Financial Highlights for Fiscal 2004

Strategic Financial Goal

The WSBA's strategic financial goal is to be fiscally responsible — to operate a well-managed and financially sound association, to be accountable to our members and the public, and to use our resources wisely in ways that accomplish our mission. We account for our revenues and expenses in four categories:

- The general fund consists of our regulatory functions and most services to members and the public. It is funded by member license fees and revenues from services.
- CLE programs and products are entirely self-funded by seminar registration fees and sales of deskbooks and other publications.
- The WSBA's 24 sections are a voluntary activity for WSBA members and are fully self-supporting through section dues and fees for section products and services. No member license fees are used for section activities, and all net income from sections is carried forward in each section's net assets for use by that section in future years.
- The Lawyers' Fund for Client Protection (LFCP) may be used for relieving a loss sustained by a person due to the dishonesty of, or failure to account for money entrusted to, a member of the WSBA in connection with the member's practice of law. It is funded by an annual assessment on all active WSBA members.

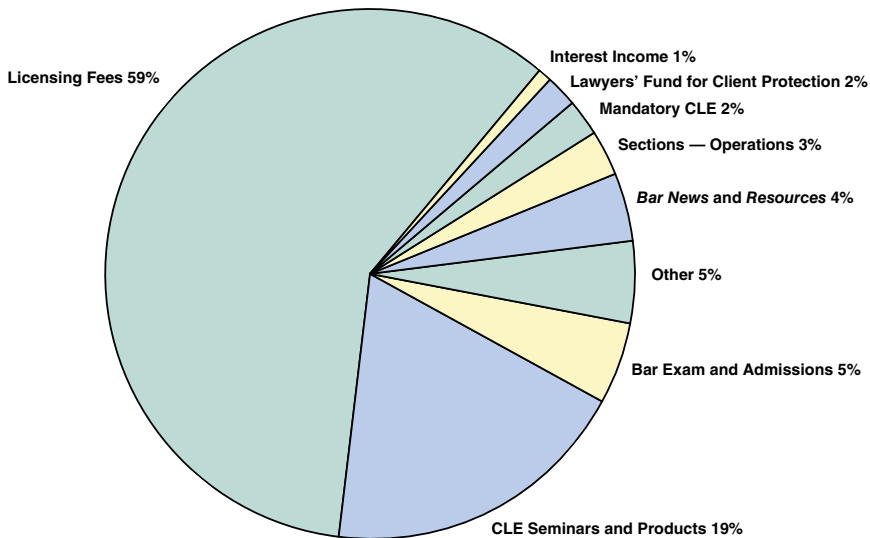
The accumulation over time of revenues in excess of expenses is called net assets, commonly referred to as reserves. Each category of activities has accumulated net assets for use in future years.

Financial Results for Fiscal 2004

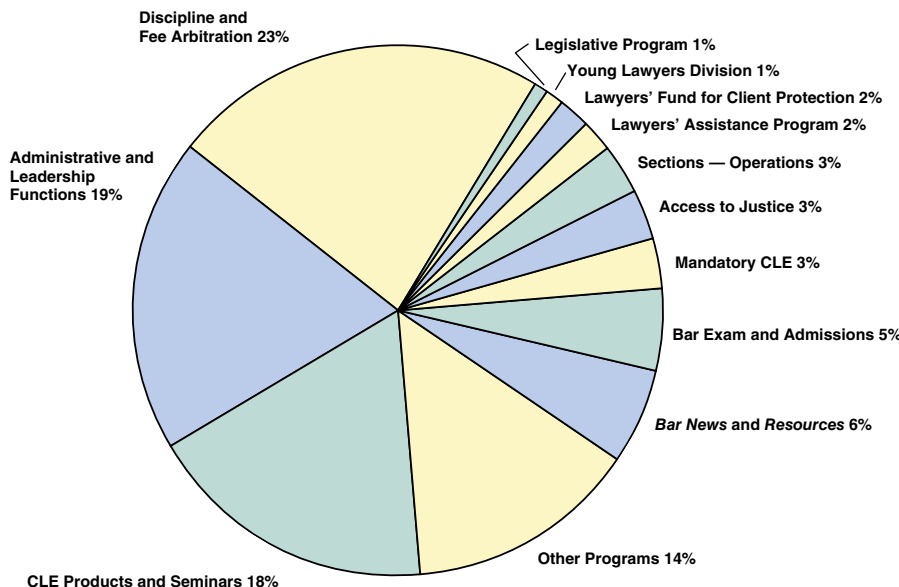
All four categories had revenues in excess of expenses, thereby contributing to their individual net assets.

- The general fund budgeted for revenues over expenses of \$242,542, and actual results were \$991,874. As of September 30, 2004, the general fund balance was \$2,724,324, of which \$881,270 is designated as an operating reserve and \$881,270 is designated

Percentage of 2004 Revenues Collected from Various Sources



Percentage of 2004 Expenses Used by Activity



as a reserve for the WSBA's planned move to Puget Sound Plaza at the end of calendar year 2006.

- The CLE fund budgeted for revenues over expenses of \$356,564, and actual results were \$408,341, bringing CLE's fund balance as of September 30, 2004, to \$1,436,141.
- The sections budgeted for \$93,078 expenses over revenues (in order to

use past accumulated reserves to benefit their members), and actual results were revenues over expenses of \$48,558. The sections' fund balance on September 30, 2004, was \$832,805.

- The LFCP budgeted for revenues over expenses of \$108,953, and actual results were \$9,115. The LFCP's fund balance as of September 30, 2004, was \$632,477.

Statements of Activities

	Year ended September 30, 2004			Year ended September 30, 2003		
	2004 Actual Revenue	2004 Actual Dir. Exp.	2004 Actual Net	2003 Actual Revenue	2003 Actual Dir. Exp.	2003 Actual Net
Access to Justice (includes TBOR income)	79,343	418,697	-339,354	78,978	457,671	-378,693
Administration	114,107	785,416	-671,309	92,122	843,096	-750,974
Alternate Dispute Resolution	6,725	93,611	-86,886	5,325	67,366	-62,041
Attorney Licensing Fees	9,229,118	0	9,229,118	8,633,151	0	8,633,151
Audits	500	129,144	-128,644	2,498	96,404	-93,906
Bar Examination and Admissions	865,653	754,753	110,900	929,687	725,097	204,590
Bar Leaders Support	21,291	263,639	-242,348	16,671	247,199	-230,528
<i>Bar News</i>	543,619	798,533	-254,914	518,329	741,871	-223,542
Board of Governors and Office of the Executive Director	0	587,422	-587,422	415	435,315	-434,900
Communications	44,420	404,400	-359,980	29,689	278,705	-249,016
Discipline	133,215	3,082,718	-2,949,503	184,163	2,999,764	-2,815,601
Human Resources	0	160,437	-160,437	0	172,383	-172,383
Information Technology	20,700	704,160	-683,460	14,925	886,866	-871,941
Law Office Management Assistance Program	62,625	222,778	-160,153	48,327	200,855	-152,528
Lawyers' Assistance Program	43,311	323,278	-279,967	39,491	300,581	-261,090
Legislative	0	199,477	-199,477	0	214,285	-214,285
Limited Practice Officers	160,772	89,888	70,884	159,319	69,984	89,335
Mandatory Continuing Legal Education	392,407	385,370	7,037	392,380	301,017	91,363
Membership Records and Licensing	81,348	469,239	-387,891	70,379	431,870	-361,491
Office of General Counsel	857	338,284	-337,427	15,787	352,520	-336,733
Practice of Law Board	0	78,651	-78,651	0	37,778	-37,778
Professional Responsibility Program	0	219,455	-219,455	0	129,629	-129,629
Public Legal Education	7,549	106,058	-98,509	26,961	116,936	-89,975
<i>Resources</i> Directory	113,068	47,505	65,563	120,616	54,563	66,053
Sections Administration	89,112	131,642	-42,530	103,755	104,889	-1,134
Technology Bill of Rights	0	54,343	-54,343	60,035	60,124	-89
Young Lawyers Division	34,029	169,010	-134,981	19,308	142,814	-123,506
Other	0	33,988	-33,988	0	11,276	-11,276
Total Unrestricted — General	12,043,769	11,051,896	991,873	11,562,311	10,480,858	1,081,453
Unrestricted — Continuing Legal Education						
CLE Products	762,940	525,635	237,305	754,705	584,772	169,933
CLE Seminars	2,265,267	2,094,231	171,036	2,090,760	1,869,469	221,291
Total Unrestricted — CLE	3,028,207	2,619,866	408,341	2,845,465	2,454,241	391,224
Unrestricted — Sections Operations	484,704	436,147	48,557	526,902	366,284	160,618
Restricted — Lawyers' Fund for Client Protection	350,297	341,180	9,117	357,274	149,997	207,277
Total	15,906,977	14,449,089	1,457,888	15,291,952	13,451,380	1,840,572