

# Celebrating Impact: 2023 Highlights of Maryland's 1st Certified Benefit Corp Law Practice



## A Year of Purposeful Transformation

In 2023, [Nazareth Bonifacino Law](#) celebrated a significant milestone by becoming Maryland's first Certified Benefit Corporation aka a "B Corp". This achievement marks a pivotal moment in our journey, aligning our mission with the highest standards of social and environmental performance, accountability, and transparency. As the 25th B Corp law firm in the United States, [Natasha Nazareth](#) and [Ginny Bonifacino](#) are proud to lead the way in the legal industry.

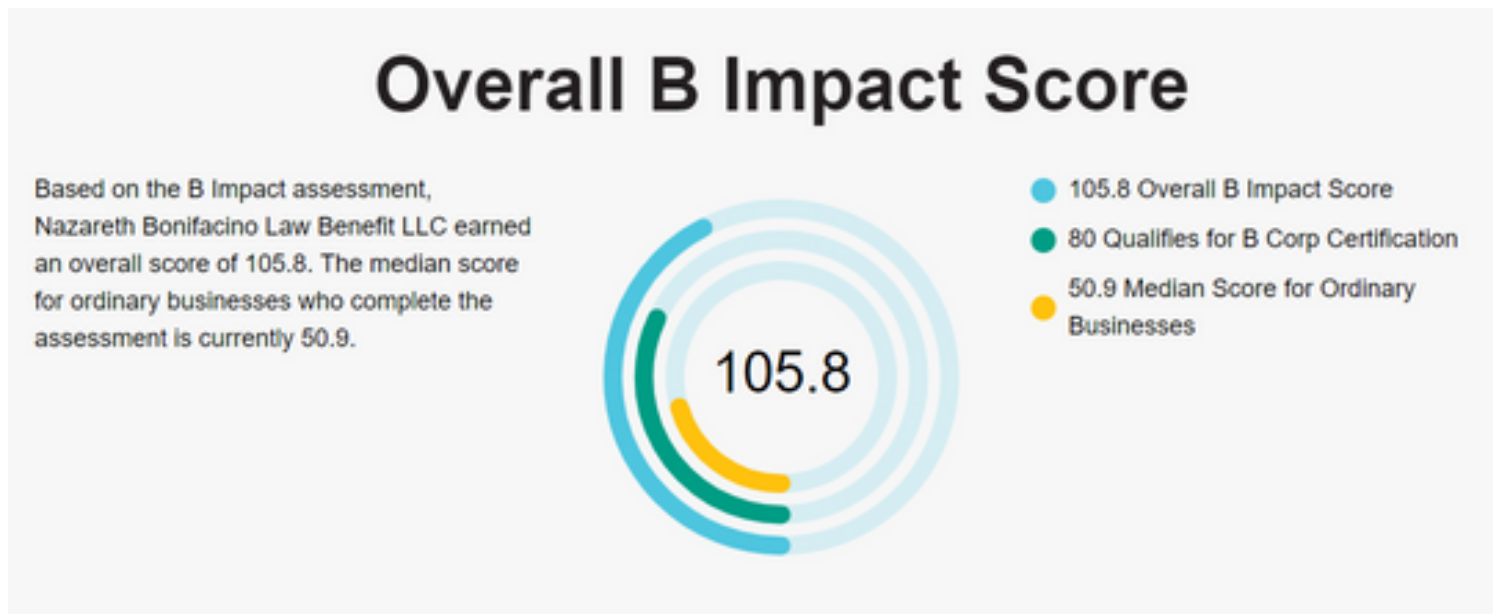
## Why a B Corp

B Corps are mission-driven companies that do more than turn a profit—B Corps use business as a force for good. Nazareth Bonifacino Law is dedicated to joyful, purposeful work that transforms our communities and drives positive change.

As legal mavens, connected allies, and benevolent changemakers, we practice values-based lawyering as a force for good. As part of our commitment to a triple bottom line of people, planet, and profit, our women-owned firm focuses on purpose-driven organizations and the "missing middle" of underserved entrepreneurs who might otherwise fail during the critical first five years of a new business for lack of access to know-how, capital, and markets.

## Why B Corp Certification Matters

B Corp Certification is not just a badge; it's a commitment to a better way of doing business. The B Impact Assessment evaluates companies on four critical pillars: governance, community, environment, and customers. Our certification underscores our dedication to these values, demonstrating our leadership and commitment to making a positive impact.



## 2023 Highlights: Growth and Community Engagement

As business owners, we keep our eyes on the numbers. These highlights showcase our financial growth and stability, the trust and reliability we've built with our clients, how we open our own networks to our clients, and the strength of our local connections.

### PROFIT

- 69% increase in profit since 2022, achieved by increasing our attorney utilization rate to 75%
- 98% collections rate

### COMMUNITY

- 2 community service events for clients & referral partners
- 95% of clients from local area
- 76% of suppliers are local, up from 62% in 2022

### CLIENTS

- 100% of 5/5 Google Reviews
- 82% of revenue derived from purpose driven organizations and underserved clients
- 11% of attorney hours spent on pro bono and volunteering

### ENVIRONMENT

- 15 bags of trash picked up from our adopted road
- Composting in the office

## Looking Ahead: What's Next in 2024

As we look to the future, we are excited to continue to offer sophisticated legal services at an affordable and accessible price point, while also driving positive change. We are:

- Publishing a “[Working with a Lawyer](#)” series that demystifies how to work with a lawyer
- Reducing research costs--and passing savings on to clients--by incorporating Lexis+AI into our workflows.
- Adding a weekly [Community Supported Agriculture](#) box to the office groceries
- Continuing to provide exceptional service to our clients

Stay tuned for some exciting recognitions coming our way as we lead excellence and innovation in the legal field!

## Join Us in Making a Difference

We invite you to join us on our journey of purposeful transformation. Whether you're a client, partner, or community member, let's discover ways we can collaborate to drive positive change toward a more just, equitable, and regenerative economy.



