

**PROGRAMS DIRECTORSHIP  
REPORT PREPARED FOR THE DECEMBER 2, 2006 COUNCIL MEETING**

**1. Budget Request**

A copy of the requested budget for each of the (a) 2007 Business Law Institute and (b) 2007 Annual Meeting is attached.

**2. Next Scheduled Meeting of the Directorship**

At this time, the Directorship has no meetings planned. The Directorship will schedule future meetings, or communicate via telephone and e-mail, as necessary, to finalize course speakers and other matters for the Institute.

**3. Council Approval**

None needed at this time.

**4. Membership**

Those serving on the Planning Directorship include Tania (Dee Dee) Fuller of Fuller Law and Counseling PC; Greg Schmidt of Warner Norcross & Judd LLP; Dan Minkus of Clark Hill, PLC; and Mark Peters of Dykema.

Tania (Dee Dee) Fuller is taking the lead role in securing sponsorships for the 2007 Business Law Institute, with the assistance of Mark Peters.

**5. Accomplishments Toward Directorship Objectives**

All of the Directorship members actively participate in the planning process. Final speakers are being secured for the Institute.

**6. Meetings and Programs**

The Directorship met in Novi on September 26, prior to the Annual Meeting. At that meeting, the Directorship decided to add a Saturday family luncheon to the Institute program, starting with the 2007 Institute, in order to encourage section members to bring their families. A nominal \$5 per person fee will be charged for the luncheon, with the remainder of the cost borne by the Section.

**7. Publications**

None.

**8. Legislative/Judicial/Administrative Developments**

None.

**9. Miscellaneous**

None.

Report Submitted by: Mark Peters

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**BUSINESS LAW INSTITUTE BUDGET  
2007 PROGRAM**

	2006 (actual)	2007 (estimate)
<b>REVENUE*</b>		
Section Members	2,175.00	2,175.00
ICLE Partners	10,965.00	10,965.00
Regular (Full Price)	1,335.00	1,335.00
New Lawyers	260.00	260.00
Student	95.00	95.00
Other (No Shows)	5,460.00	5,460.00
Family Luncheon	-----	<u>500.00</u>
	<u>20,290.00</u>	<u>20,790.00</u>
Sponsorship Revenue	<u>8,000.00</u>	<u>10,000.00</u>
<b>Total Revenues</b>	<b>28,290.00</b>	<b>30,790.00</b>
<b>EXPENSES</b>		
<b>ICLE Paid Expenses</b>		
Institute Facilities	2,692.99	2,800.00
Friday Reception	1,431.75	1,500.00
Friday Dinner	2,624.50	2,700.00
Saturday Luncheon	-----	2,000.00
Speaker/Entertainment - Travel/Lodging	3,474.84	4,000.00
ICLE Staff Travel/Lodging	1,452.51	1,500.00
Marketing Materials	9,024.34	9,500.00
Course Materials	<u>2,066.54</u>	<u>2,100.00</u>
	22,767.47 **	26,100.00 **
<b>Section Paid Expenses</b>		
ICLE Fee	9,000.00	9,000.00
Speakers Gifts	1,560.00	2,000.00
Entertainment Costs	2,000.00	2,500.00
Section Breakfast, Hosted Bar at Dinner & Scholarship		
Recipient Registration	1,211.28	1,300.00
Section Administrator Travel/Lodging	<u>270.60</u>	<u>300.00</u>
	14,041.88	15,100.00
<b>Total Expenses</b>	<b>36,809.35</b>	<b>41,200.00</b>
<b>Net Profit (Loss)</b>	<b>(8,519.35)</b>	<b>(10,410.00)</b>

\* Includes Institute and banquet registration fees.

\*\* ICLE paid expenses in excess of revenues (net of sponsorship revenue) are paid to ICLE, in addition to fee. In 2006, ICLE was paid a total of \$11,477.47 (\$9,000 fee, plus \$2,477.47 ICLE expenses in excess of revenue).

**BUSINESS LAW SECTION BUDGET  
2007 ANNUAL MEETING**

	<b>2006 (actual)</b>	<b>2007 (estimate)</b>
<b>REVENUE</b>	None	None
<b>EXPENSES</b>		
Reception	4,368.10	4,500.00
Dinner	3,750.00	3,800.00
Invitations	154.11	200.00
Postage	46.80	50.00
Outgoing Chair Gift/Plaque	496.71	500.00
Copies	367.20	400.00
Misc. (gavel, audio visual)	<u>101.50</u>	<u>150.00</u>
<b>Total Expenses</b>	<b>9,284.42</b>	<b>9,600.00</b>
<b>Schulman Award*</b>	<b>5,158.40</b>	<b>3,000.00</b>

\* Includes marketing services, clocks/engraving, bar journal ad, photographer and plaque.