

**PROGRAMS DIRECTORSHIP  
REPORT PREPARED FOR THE DECEMBER 7, 2013 COUNCIL MEETING**

**1. Budget Request**

\$39,270, which is comprised principally of \$11,770 for the Annual Meeting and related events, \$15,500 for the Business Law Institute and related events (presuming 50% of our sponsors support this year's program), and \$12,000 for Business Boot Camp (not all revenue for Business Boot Camp is accounted for in the 2013-2014 budget).

**2. Use of Budgeted Funds During 2012-2013.**

Funds were used for the Business Law Institute, Annual Meeting, the Schulman Award and Business Boot Camp I.

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

The Directorship holds meetings, and communicates via telephone and email, as necessary, to discuss course speakers and other matters regarding the Institute and the Annual Meeting, as appropriate. Meetings for the 2014 Institute began in June 2013 and continue on a monthly basis. The Directorship is presently planning the 2014 BLI. Planning for the 2014 Annual Meeting is underway. The Business Law Institute continues to be a popular event, although the numbers at the BLI are relatively flat. Despite various discussions and changes in curriculum, location, dates, format, and other elements of the program, the Directorship believes the BLI is likely to attract approximately 90-100 participants each year. The Directorship believes the BLI is very worthwhile and is the one opportunity where Michigan business lawyers are able to associate in an out of office setting which combines both substantive and social activities. The Directorship continues to explore methods to increase attendance, and this year has elected to hold the event once again in Grand Rapids on June 6 and 7. This year, each Committee will be expected to hold a meeting on Saturday morning, June 7.

**4. Council Approval**

N/A

**5. Membership**

Those serving on the Programs Directorship include Dee Dee Fuller, Eric Lark, Christopher Maeso, Dan Minkus (Chair), and Mark Peters.

**6. Accomplishments Toward Committee Objectives**

All of the Directorship members actively participate in the planning process.

The Directorship will schedule meetings, or communicate via telephone and email, as necessary to finalize course schedules and secure speakers.

**7. Meetings and Programs**

The Annual Meeting and Schulman Award presentation was held on September 26, 2013 at the Novi Sheraton. An educational program entitled *Michigan Business Courts: a View From the Bench* preceded the meeting featuring Hon. James Alexander, Hon. John Foster, Hon. Wendy Potts, and Hon. Christopher Yates.

Business Boot Camp I was presented at the Amway Grand Plaza Hotel in Grand Rapids on November 4-5, 2013. 105 people registered for the Grand Rapids session (up from 59 registrations in 2011). 89 people attended the November 4 session and 75 people attended the November 5 session. The evaluations from the Grand Rapids session were very positive and many inquiries have been made about Business Boot Camp II. 90 people have registered thus far for the Plymouth session which will be held at the Inn at St. John's on January 23-24, 2014. 16 firms have registered at the firm level.

**8. Publications.**

N/A.

**9. Legislative/Judicial/Administrative Developments**

N/A.

**10. Miscellaneous**

N/A.

**Report submitted by:**

Daniel H. Minkus

**BUSINESS LAW INSTITUTE BUDGET  
2014 PROGRAM**

<b>REVENUE</b>	<b>2013</b>	<b>2014</b>
Section Members	\$ 1,550.00 (actual)	
General	\$ 3,075.00 (actual)	
ICLE Partners	\$18,005.00 (actual)	
4+ attorneys from same firm	\$ 2,180.00 (actual)	
New Lawyers	\$ 1,510.00 (actual)	
Other (dinner guests)	<u>\$ 100.00 (actual)</u>	
<b>Total Revenue Collected by ICLE</b>	<b>\$26,420.00</b>	<b>\$26,000.00</b>
 Sponsorship Revenue	 \$16,700.00 (actual)	 \$16,000.00
<b>Total Revenues</b>	<b>\$43,120.00</b>	<b>\$42,000.00</b>
 <b>EXPENSES</b>		
<b>ICLE Paid Expenses*</b>		
Course Materials	\$ 946.17 (actual)	\$ 2,000.00
Speaker/Staff Travel	\$ 3,872.70 (actual)	\$ 4,000.00
AV	\$ 637.58 (actual)	\$ 1,200.00
Beverages/break service	\$ 4,804.36 (actual)	\$ 5,000.00
Lunch/Dinner	\$10,688.26 (actual)	\$12,000.00
Reception	\$ 2,908.75 (actual)	\$ 3,000.00
Meeting Room	\$ 400.00 (actual)	\$ 1,000.00
Planning Meetings	\$ 107.90 (actual)	\$ 200.00
Postage	\$ 17.86 (actual)	\$ 500.00
Marketing	<u>\$ 5,187.77 (actual)</u>	<u>\$ 6,000.00</u>
<b>Total ICLE Paid Expenses</b>	<b>\$29,571.35 (actual)</b>	<b>\$32,900.00</b>
 ICLE Fee	 \$12,000.00 (actual)	 \$12,000.00
Speaker Gifts	\$ 2,286.84 (actual)	\$ 2,500.00
Section Administrator Travel/Lodging	\$ 413.60 (actual)	\$ 500.00
Giveaways	\$ 963.31 (actual)	\$ 1,000.00
Miscellaneous Supplies	<u>\$ 42.34 (actual)</u>	<u>\$ 200.00</u>
<b>Total Section Paid Expenses</b>	<b>\$15,706.09</b>	<b>\$16,200.00</b>
 <b>Total Expenses</b>	 <b>\$45,277.44</b>	 <b>\$49,100.00</b>
 <b>Net Loss to BLS**</b>	 <b>\$ 2,157.44</b>	 <b>\$ 7,100.00</b>

\*"ICLE Paid Expenses" in excess of revenues (net of sponsorship revenue) are paid to ICLE, in addition to ICLE's fee. In 2013, ICLE was paid a total of \$15,151.35 (\$12,000 fee, plus \$3,151.35 ICLE expenses in excess revenue). ICLE fee is \$12,000 for 2014. No additional increases for subsequent years are anticipated at this time.

\*\*Total Revenue minus Total Expenses (net of ICLE paid expenses in excess of revenue).

**2014 ANNUAL MEETING BUDGET**

<b>REVENUE</b>	<b>2013</b>	<b>2014</b>
	None	None
 <b>EXPENSES</b>		
Reception	\$2,972.63(actual)	\$ 3,500.00
Dinner	\$2,094.02 (actual)	\$ 2,500.00
Invitations	\$ 195.69 (actual)	\$ 200.00
Postage	\$ 64.40 (actual)	\$ 100.00
Outgoing Chair Gift	\$ 400.00 (actual)	\$ 500.00
Copies	\$ 228.64 (actual)	\$ 300.00
Plaque	\$ 197.00 (actual)	\$ 200.00
Gavel	\$ 78.00 (actual)	\$ 80.00
Misc. (nametags, labels)	\$ 0	\$ 300.00
Speaker gifts	\$ 409.69 (actual)	\$ 500.00
Schulman Award		
Marketing services	\$ 850.00 (actual)	\$ 1,000.00
Clock	\$ 0 (purchased in 2012)	\$ 600.00
Clock Plate	\$ 20.00 (actual)	\$ 25.00
Bar Journal Ad	\$1,100.00 (actual)	\$ 1,200.00
Ad Design	\$ 400.00 (actual)	\$ 400.00
Photographer	\$ 245.00 (actual)	\$ 300.00
Plaque Plate	\$ 15.00 (actual)	\$ 25.00
Postage re SBM Plaque	<u>\$ 13.43 (actual)</u>	<u>\$ 40.00</u>
 <b>Total</b>	 <b>\$9,283.50</b>	 <b>\$11,770.00</b>