

**PROGRAMS DIRECTORSHIP
REPORT PREPARED FOR THE DECEMBER 6, 2014 COUNCIL MEETING**

1. Budget Request

\$41,075, which is comprised principally of \$12,975 for the Annual Meeting and related events (budgeted expenses less revenue), \$16,100 for the Business Law Institute and related events (budgeted expenses less revenue), and \$12,000 for Business Boot Camp. Note that a portion of Business Boot Camp revenue and expense is accounted for in the 2013-2014 budget.

2. Use of Budgeted Funds During 2013-2014.

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

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 2015 Institute began in June 2014 and continue on a monthly basis. The Directorship is presently planning the 2015 BLI. Planning for the 2015 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, but in September in connection with Art Prize.

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 11, 2014 at the Novi Sheraton. An educational program entitled *Crowdfunding and the Practitioner – Practical Perspectives on Offerings, Regulation and Legislation* preceded the meeting featuring D. Richard McDonald, G. Ann Baker and Shane Hansen.

Business Boot Camp II was presented at the Amway Grand Plaza Hotel in Grand Rapids on November 3-4, 2014. 92 people registered for the Grand Rapids session (down from last year's 105 registrations). The evaluations from the Grand Rapids session were very positive and many inquiries have been made about future Business Boot presentations. 102 people have registered thus far for the Plymouth session which will be held at the Inn at St. John's on January 22-23, 2014. 19 firms have registered at the firm level (up from last year's 16 firms).

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
2015 PROGRAM**

REVENUE	2014	2015
Section Members	\$ 1,285.00	
General	\$ 3,770.00	
ICLE Partners	\$18,600.00	
4+ attorneys from same firm	\$ 3,400.00	
New Lawyers	\$ 950.00	
Other (dinner guests)	<u>\$ 0</u>	
Total Revenue Collected by ICLE	\$28,005.00	\$26,000.00
Sponsorship Revenue	\$16,200.00	\$10,000.00
Total Revenues	\$44,205.00	\$36,000.00
 EXPENSES		
ICLE Paid Expenses		
Course Materials	\$ 1,254.34	\$ 2,000.00
Speaker/Staff Travel	\$ 3,825.58	\$ 4,000.00
AV	\$ 854.58	\$ 1,200.00
Beverages/break service	\$ 6,213.46	\$ 6,500.00
Lunch	\$1,074.74	\$ 1,500.00
Reception and Pub Crawl	\$ 7,467.44	
Reception and Dinner Event		\$ 12,000.00
Meeting Room	\$ 500.00	\$ 1,000.00
Planning Meetings	\$ 115.05	\$ 200.00
Postage	\$ 17.67	\$ 500.00
Marketing	<u>\$ 4,560.17</u>	<u>\$ 6,000.00</u>
Total ICLE Paid Expenses	\$25,883.03	\$34,900.00
ICLE Fee	\$12,000.00	\$12,000.00
Speaker Gifts	\$ 2,603.18	\$ 2,500.00
Section Administrator Travel/Lodging	\$ 414.60	\$ 500.00
Giveaways (also used for Annual Meeting, Business Boot Camp, Small Business Forum Events, etc.)	\$ 2,311.61	\$ 2,000.00
Miscellaneous Supplies	<u>\$ 42.34</u>	<u>\$ 200.00</u>
Total Section Paid Expenses	\$17,371.73	\$17,200.00
Total Expenses	\$43,254.76	\$52,100.00
Net Gain to BLS	\$ 950.24	\$-16,100.00 (net loss)

2015 ANNUAL MEETING/SCHULMAN AWARD BUDGET

REVENUE	2014	2015
	None	None
 EXPENSES		
Reception	\$4,430.23	\$ 4,500.00
Dinner	\$1,831.98	\$ 2,000.00
Invitations	\$ 198.12	\$ 200.00
Postage	\$ 73.50	\$ 100.00
Outgoing Chair Gift	\$ 400.00	\$ 500.00
Copies	\$ 352.90	\$ 400.00
Plaque	\$ 207.00	\$ 220.00
Gavel	\$ 78.00	\$ 80.00
Misc. (nametags, labels)	\$ 8.05	\$ 300.00
Speaker gifts	\$ 0 (included with BLI)	\$ 500.00
Schulman Award		
Marketing services/Ad Design	\$1,800.00	\$ 2,500.00
Clock	\$ 972.77 (2014 & 2015)	\$ 0
Clock Plate	\$ 35.00	\$ 35.00
Bar Journal Ad	\$1,250.00	\$ 1,300.00
Photographer	\$ 290.00	\$ 300.00
Postage re SBM Plaque	<u>\$ 24.57</u>	<u>\$ 40.00</u>
 Total	 \$11,952.12	 \$12,975.00