

**SMALL BUSINESS FORUM COMMITTEE  
OF THE PROGRAMS SECTION**

1. **2006-2007 Budget Request.**

\$7,500.

2. **Next scheduled meeting of the Committee:** January 31st with interim planning meetings in the meantime.

3. **Council Approval:** To increase participation from the west side of the state, we would like to have a Southeastern Michigan and a Western Michigan Chapter that function under the SBF umbrella, and that hold parallel events. The SBF would plan the 4 event programs as a whole, but then each chapter would put on its event at a different location. One of the events would be a combined event where the entire SBF would meet. This would coordinate with an ICLE Closely Held and Family Business Institute. Also, we have a budget request of \$7,500.

4. **Membership:** We formed the SBF leadership team from firms with people who had not historically had a great deal of section involvement. We also targeted smaller firms, solo practitioners. We were kindly allowed to say a few words about the SBF at the Business Law Institute. We anticipate that forming a Western Michigan Chapter will significantly increase participation from the Grand Rapids/Lansing area and that the programs we do at the Institutes will also add new members.

5. **Accomplishments Toward Committee Objectives:** Our primary objectives are:

- Increase involvement of smaller firms in the Section.
- Create a bridge between business attorneys and the small business community.
- Provide resources and networking opportunities between attorneys, CPAs, lenders, investment bankers, financial professionals and related advisors.
- Provide time efficient, educational and fun events.
- Create perception of lawyers as valuable members of a business team.
- Improve perception of Michigan as a good environment in which to do business.
- Help attorneys gain new tools and contact to provide quality service to business owners.
- Develop outreach opportunities to the business community.

Our objectives were:

- Obtain participation level of 30 attorneys (in the first year) from across Michigan who primarily represent closely-held and family businesses with less than \$50 million in annual gross sales.
- Host four useful events each full year.
- Involve small business owners in at least two of our events.

We have held two events, the kick-off party and the first program which was on raising capital for small businesses. Both had over 50 attendees (about 86 and 55 respectively); a broad mix of attorneys, CPAs, business owners and other professionals attended. Next year we will implement an event charge of between \$10 and \$20 per event to help defray costs and cut back on no-shows. This should encourage section membership and help with the budget issues.

6. **Meetings and Programs:** The 2 programs already held were described above. Our program topics and event plans are 4 events throughout 2007 as follow: (1) a step by step guide to selling a business, (2) valuation issues; (3) identifying and assisting troubled companies and (4) marketing and client management. The Program Committee has approved these.
7. **Publications:** We do not intend to publish at this time. The SBF and its events have been featured in a number of news outlets, however, including Legal News, and the Oakland Business Review.
8. **Legislative/Judicial/Administrative Developments:** Not applicable
9. **Miscellaneous:** While our per event costs had been estimated at around \$3,000, we will be implementing cost saving measures such as switching to a cash bar and just cold hors d'oeuvres. Also, the event charges will offset some of the costs. The \$7,500 will allow the Small Business Forum to offer its programs on the west side and in Southeastern Michigan for a total of 7 or 9 events (7 if we have 3 parallel programs and 1 combined program; 9 if we have 4 parallel programs and 2 combined program).