

**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)
REVENUE*		
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>
Total Revenues	28,290.00	30,790.00
EXPENSES		
ICLE Paid Expenses		
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 **
Section Paid Expenses		
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
Total Expenses	36,809.35	41,200.00
Net Profit (Loss)	(8,519.35)	(10,410.00)

* 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**

	2006 (actual)	2007 (estimate)
REVENUE	None	None
EXPENSES		
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>
Total Expenses	9,284.42	9,600.00
Schulman Award*	5,158.40	3,000.00

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