

**PROGRAMS DIRECTORSHIP  
REPORT PREPARED FOR THE DECEMBER 1, 2007 COUNCIL MEETING**

**1. Budget Request**

A copy of the requested budget for each of the (a) 2008 Business Law Institute and (b) 2008 Annual Meeting is attached.

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

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

**3. Council Approval**

ICLE has proposed that its administrative fee for the Institute be increased to \$10,500 for 2008 and \$12,000 for 2009. We would like Council authorization to continue using ICLE for the Institute under this revised fee arrangement. The 2008 increase is included in the budget that has been submitted. We would also like the Council to authorize the Committee and ICLE to move forward with finalizing the course schedule for the 2008 Business Law Institute (a draft copy of which is attached).

**4. Membership**

Those serving on the Planning Directorship include Christopher Maeso of Dickinson Wright PLLC; Eric Lark of Kerr, Russell and Weber, PLC; Greg Schmidt of Warner Norcross & Judd LLP; Dan Minkus of Clark Hill, PLC; Tania (Dee Dee) Fuller of Fuller Law and Counseling PC; and Mark Peters of Dykema.

**5. Accomplishments Toward Directorship Objectives**

All of the Directorship members actively participate in the planning process. Final speakers are being secured for the Institute. An update on speakers and sponsorship activity will be given at the meeting.

**6. Meetings and Programs**

The Directorship met via conference call on September 27 with ICLE to continue planning the course schedule for the 2008 Institute. The Committee will schedule future meetings, or communicate via telephone and e-mail, as necessary to finalize the course schedule and secure speakers.

**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  
2008 PROGRAM**

	2007 (actual)		2008 (estimate)
<b>REVENUE*</b>			
Section Members	\$ 2,020.00		\$ 2,020.00
ICLE Partners	12,085.00		12,085.00
Regular (Full Price)	1,785.00		1,785.00
New Lawyers	265.00		265.00
Student	310.00		310.00
Other (No Shows)	1,800.00		1,800.00
	<u>\$ 18,265.00</u>		<u>\$ 18,265.00</u>
Sponsorship Revenue	12,250.00		13,000.00
<b>Total Revenues</b>	<b>\$ 30,515.00</b>		<b>\$ 31,265.00</b>
<b>EXPENSES</b>			
<b>ICLE Paid Expenses</b>			
Institute Facilities	\$ 1,764.70		\$ 2,000.00
Friday Reception	1,626.98		1,800.00
Friday Dinner	3,213.00		3,500.00
Saturday Luncheon	1,720.36		2,000.00
Speaker/Entertainment - Travel/Lodging	3,212.42		2,500.00
ICLE Staff Travel/Lodging	1,851.85		1,500.00
Marketing Materials	6,350.69		7,000.00
Course Materials	1,075.80		1,500.00
	<u>\$ 20,815.80</u> **		<u>\$ 21,800.00</u> **
<b>Section Paid Expenses</b>			
ICLE Fee	\$ 11,550.80		\$ 14,035.00
Speakers Gifts	1,463.08		1,500.00
Entertainment Costs	2,500.00		2,500.00
Section Administrator			
Travel/Lodging	505.27		100.00
	<u>\$ 16,019.15</u>		<u>\$ 18,135.00</u>
<b>Total Expenses</b>	<b>\$ 36,834.95</b>		<b>\$ 39,935.00</b>
<b>Net Profit (Loss) to BLS</b>	<b>\$ (3,769.15) ***</b>		<b>\$ (5,135.00) ***</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 2007, ICLE was paid a total of \$11,550.80 (\$9,000 fee, plus \$2,550.80 ICLE expenses in excess of revenue). **ICLE proposes to increase its fee to \$10,500 for 2008 and \$12,000 for 2009. 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).

**BUSINESS LAW SECTION BUDGET  
2007 ANNUAL MEETING**

	2007 (actual)	2008 (estimate)
<b>REVENUE</b>	None	None
<b>EXPENSES</b>		
Reception	\$ 3,072.26	\$ 4,500.00
Dinner	1,808.68	3,800.00
Invitations	193.65	200.00
Postage	57.20	50.00
Outgoing Chair Gift	439.90	500.00
Copies	346.50	400.00
Misc. (plaque/gavel, labels)	269.39	150.00
<b>Total Expenses</b>	<b>\$ 6,187.58</b>	<b>\$ 9,600.00</b>
<b>Schulman Award*</b>	<b>\$ 3,000.00 (est.)</b>	<b>\$ 3,000.00</b>

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

[Draft: 11/16/07]  
**20<sup>th</sup> Annual Business Law Institute**

Friday, June 13- Saturday, June 14, 2008  
The Dearborn Inn, Dearborn

*Cosponsored by the Business Law Section of the State Bar of Michigan*

**Course Schedule**

**Moderators**

Mark W. Peters  
Dykema  
Detroit

Gregory E. Schmidt  
Warner Narcross & Judd LLP  
Grand Rapids

**Day One**

**Friday Afternoon Session:**

1:00 p.m. - 5:30 p.m.

1:00 p.m. - 1:10 p.m.

**Welcome & Introduction to Section Activities**

Michael S. Khoury  
Chair, Business Law Section  
Jaffe Raitt Heuer & Weiss PC  
Southfield

1:10 p.m. - 1:40 p.m.

**Legislative Update**

Justin G. Klimko  
Butzel Long PC  
Detroit

1:40 p.m. - 2:10 p.m.

**Case Law Update**

Jeffrey S. Ammon  
Miller Johnson  
Grand Rapids

2:10 p.m. - 3:00 p.m.

**The New Michigan Business Tax: What Every Business Lawyer Needs to Know**

Jeffrey A. DeVree  
Clark Hill PLC  
Grand Rapids

3:00 p.m. – 3:15 p.m.

**Questions & Answers**

3:15 p.m. – 3:30 p.m.

**Networking Break**

3:30 p.m. – 4:10 p.m.

**Practical Advice for Business Lawyers:  
Conflicts of Interest**  
\*Ethics

(Anthony E. Davis  
Hinshaw & Culbertson LLP  
New York  
E. Lark will invite)

NOTE: National Speaker

4:10 p.m. – 5:00 p.m.

**Fundraising, Venture Capital & Early Stage Investing  
Rounds**

\*dos and don'ts  
\*making the deal attractive to investors  
\*defining the market for fund-raising deal terms

Christopher Rizik  
Ardesta LLC  
Ann Arbor

5:00 p.m. - 5:30 p.m.

**Business Agreements from a Litigation Perspective:  
Clauses to Consider and Avoid**

TBD

5:30 p.m. - 5:45 p.m.

**Questions & Answers**

5:45 p.m. - 7:00 p.m.

**Reception - Sponsored by Stout Risius Ross**  
\*enjoy the opportunity to meet the seminar faculty, section  
council, exhibitors, fellow registrants and guests

7:00 p.m. - 9:00 p.m.

**Annual Business Law Section Banquet (*Additional  
Registration Required*) – Entertainment Sponsored by**

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(Entertainment TBD)

**Day Two**

Saturday Morning Session:

9:00 a.m. - 12:30 p.m.

9:00 a.m. - 9:10 a.m.

**Welcome & Announcements**

9:10 a.m. - 9:50 a.m.

**M & A Market Trends**

Richard J. Flynn  
Managing Director  
Stout Risius Ross  
Chicago

(2<sup>nd</sup> Speaker TBD)

9:50 a.m. - 10:30 a.m.

**Analyze That: Insights from the 2007 Deal Points  
Studies on Private Targets, Public Targets, and Public  
Target LBOs**

\*M&A Market Trends Private Target Study

\*Private Equity Buyer Study

\*Strategic Public Buyer Study

Phillip D. Torrence  
Miller Canfield Paddock & Stone PLC  
Kalamazoo

Barbara A. Kaye  
Honigman Miller Schwartz & Cohn LLP  
Ann Arbor

10:30 a.m. - 10:40 a.m.

**Questions & Answers**

10:40 a.m. - 11:00 a.m.

**Networking Break**

11:00 a.m. - 11:30 p.m.

**Entity Selection Jeopardy**

John R. Marquis  
Warner Norcross & Judd LLP  
Holland

11:30 a.m. - 12:00 p.m.

**Michigan Economic Development Corporation  
(MEDC): Current Trends and Investments**

(Dee Dee Fuller to invite a speaker, if not, go back to  
planning committee for Plan B  
ICLE to contact Dee Dee)

12:00 p.m. – 12:30 p.m.

**The Corporate Domain Name Game: Covering the  
Bases**

- \*international operation choices
- \*financial considerations
- \*best practices
- \*competitors & cybersquatters
- \*perils & pitfalls

Mark G. Malven  
Dykema Gossett PLLC  
Bloomfield Hills

12:30 p.m. – 2:00 p.m.

**Family Luncheon (*Additional Registration Required*)  
Sponsored by Bowne & Co.**

\*registrants are welcome to bring their families to a  
sponsored lunch

**Adjourn**

**The Business Law Section of the State Bar of Michigan thanks these additional  
sponsors:** \_\_\_\_\_

(Dee Dee and Mark Peters are working on sponsors)