

**PROGRAMS DIRECTORSHIP  
REPORT PREPARED FOR THE DECEMBER 5, 2009 COUNCIL MEETING**

**1. Budget Request**

See attached.

**2. Use of Budgeted Funds During 2008-2009.**

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

**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 2010 Institute began in June 2009 and continue on a monthly basis. The Directorship is presently planning the 2010 BLI. Planning for the 2010 Annual Meeting will begin in the first quarter of 2010.

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

**7. Meetings and Programs**

The 2010 Institute will be held on May 21 and 22, 2010 at the Amway Grand in Grand Rapids. A date for the 2010 Annual Meeting has not yet been chosen.

**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  
2010 PROGRAM**

<b>REVENUE</b>	<b>2009</b>	<b>2010</b>
Section Members	\$ 1,700.00 (actual)	\$ 1,900.00
ICLE Partners	\$13,260.00 (actual)	\$14,750.00
Regular (Full Price)	\$ 2,125.00 (actual)	\$ 2,400.00
New Lawyers	\$ 870.00 (actual)	\$ 900.00
Dinner	\$ 2,670.00 (actual)	-0-
<b>Total Revenue Collected by ICLE</b>	<b>\$20,625.00</b>	<b>\$19,950.00</b>
Sponsorship Revenue	\$ 14,225.00 (actual)	\$14,000.00
<b>Total Revenues</b>	<b>\$ 34,850.00</b>	<b>\$39,950.00</b>
 <b>EXPENSES</b>		
<b>ICLE Paid Expenses*</b>		
Facility	\$ 6,394.61 (actual)	\$ 6,400.00
Wine Tasting	\$ 7,709.30 (actual)	\$ 7,700.00
Reception	\$ 2,768.00 (actual)	\$ 2,800.00
Speaker Travel	\$ 2,815.45 (actual)	\$ 2,800.00
Staff Travel	\$ 1,388.80 (actual)	\$ 1,400.00
Course Materials	\$ 1,698.00 (actual)	\$ 2,000.00
Planning Meetings	\$ 161.77 (actual)	\$ 200.00
Marketing	\$ 5,508.48 (actual)	\$ 5,500.00
<b>Total ICLE Paid Expenses</b>	<b>\$28,394.41</b>	<b>\$28,800.00</b>
 <b>Section Paid Expenses</b>		
ICLE Fee	\$12,000.00 (actual)	\$12,000.00
Speaker Gifts	\$ 1,895.04 (actual)	\$ 2,000.00
Entertainment Costs	0	0
Section Administrator Travel/Lodging	\$ 158.36 (actual)	\$ 500.00
Giveaways	\$ 41.77 (actual)	\$ 50.00
<b>Total Section Paid Expenses</b>	<b>\$14,095.17</b>	<b>\$14,550.00</b>
<b>Total Expenses</b>	<b>\$42,489.58</b>	<b>\$43,350.00</b>
<b>Net Loss to BLS**</b>	<b>\$ 7,639.58</b>	<b>\$ 9,400.00</b>

\*ICLE paid expenses in excess of revenues (net of sponsorship revenue) are paid to ICLE, in addition to fee. In 2009, ICLE was paid a total of \$19,769.41 (\$12,000 fee, plus \$7,769.41 ICLE expenses in excess revenue). ICLE fee is \$12,000 for 2010. 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).

**2010 ANNUAL MEETING BUDGET**

<b>REVENUE</b>	<b>2009</b>	<b>2010</b>
	None	None
 <b>EXPENSES</b>		
Reception	\$2,119.11(actual)	\$4,500.00
Dinner	\$2,651.88 (actual)	\$3,800.00
Invitations	\$ 183.16 (actual)	\$ 200.00
Postage	\$ 52.80 (actual)	\$ 60.00
Outgoing Chair Gift	\$ 422.94 (actual)	\$ 500.00
Copies	\$ 0	\$ 500.00
Plaque	\$ 179.00 (actual)	\$ 200.00
Gavel	\$ 65.00 (actual)	\$ 75.00
Misc. (nametags, labels)	\$ 0	\$ 300.00
Schulman Award		
Marketing services	\$ 780.00 (actual)	\$ 900.00
Clock	Purchased in 2006 (\$395.84)-	\$ 500.00
Clock Plate	\$ 20.00 (actual)	\$ 25.00
Bar Journal Ad	\$ 1,025.00 (actual)	\$ 1,025.00
Photographer	\$ 380.00 (actual)	\$ 500.00
Plaque Plate	\$ 15.00 (actual)	\$ 25.00
Postage re SBM Plaque	\$ 50.00 (estimate)	\$ 50.00
 <b>Total</b>	 <b>\$8,339.73</b>	 <b>\$13,160.00</b>