

## Accomplishments of the College in 2012

**2012 Futures Conference:** The College hosted the fourth annual Futures Conference which had the largest attendance to date. Sixty-six Fellows and 45 law practice management professionals from around the world attended. Eight sessions were presented on a myriad of topics focused on the future of law practice management. For the second year, the College addressed the issue of value -- how to define and the trend towards alternative fee arrangements. We also heard from Managing Partners about how the future is dictating a new focus in law firm management and from law firms that are breaking the mold. Sessions were inspiring and discussions spirited.

**InnovAction Awards:** Now in its eighth year, the InnovAction Awards program continues to celebrate and recognize innovation in the delivery of legal services. We received 10 entries this year which were judged on four primary criteria: *Originality, Disruption, Value* and *Effectiveness*. From these entries the judges selected two winners: Seyfarth Shaw LLP for its *SeyfarthLean* program; and Littler Mendelson for Littler CaseSmart™. Representatives from both winning organizations attended the Futures Conference and awards presentation. In 2012 we welcomed a new face to the judging panel. Joining judges Tom Clay, Merrilyn Astin Tarlton, Tony Williams and Ida Abbott was Patrick Lamb. Many thanks to Maggie Callicrate who rotated off the panel in 2012.

**Legal Aid Service Project:** Momentum for the Legal Aid Service Project continues to grow. College Fellows participated in site visits of LSC grantee programs in Virginia (Rob Rubenstein), New Hampshire (J. Larry Greene), Ohio (John Kirk), New York (J. Larry Greene) and New Jersey (James Wilbur). Additionally, Joel Rose presented a succession planning workshop to LSC Team Leaders in Washington, and Mark Robertson worked directly with the Northern Mississippi legal aid office on strategic planning. After a presentation by new Fellow, Jim Sandman at the Futures Conference attendees held an enthusiastic discussion about how the College can expand their service to the Legal Services Corporation. Stay tuned for some new opportunities in 2013.

### Quick facts about the College

- This October we inducted our largest class of Fellows in more than ten years.
- The College has 188 active Fellows on the roster from eight different countries. Almost one half of our Fellows reside on the east coast.
- 30 percent of the Fellows are women.

### Fellows by function area:

Association - 5	Law Practice - 56	Mgmt/Mkt - 4	Prof Dev - 1
Design - 3	MP - 10	Mgmt/Tech - 1	PR - 1
Education - 8	Lawyers - 27	Mgmt/Strategic	Publishing - 2
Finance - 2	Consultants - 10	Planning - 5	Risk Mgmt - 1
HR/Placement - 4	Retired - 9	Marketing - 34	Technology - 11
Judicial - 1	Management - 43	In a law firm - 6	
Know Mgmt - 1	In law firms - 16	Mkt/Tech - 1	
Legal Aid - 1	Consultants- 27	Other - 3	

### The College by organization type:

Architecture, Design & Planning -3	Corp Legal Dept -1	Other- 10
Associations -10	Educational- 4	Policy/Research - 1
Consulting - 68	Government - 2	Vendor - 5
	Law Firm - 85	

**College Finances:** The College operates with limited funds and a part-time administrator. It has been exciting to add new programs like the Futures Conference and the Legal Aid Service Project without increasing annual Fellow dues. Unfortunately, Fellow dues and induction fees fail to cover administrative expenses. Last March, the Trustees decided to increase the cost of the Futures Conference/Annual Meeting registration for the first time since 2007 and committed volunteers worked hard on College sponsorships. This change had a sizable impact on the bottom line enabling us to replenish some of our reserves.

We are proud of what we are able to accomplish with limited resources thanks to the dedication of our Trustees, Administrator and volunteers.

Revenue	2012	2011
Membership Dues	\$28,680	\$27,944
Sponsorships	\$23,500	\$12,500
Conference Registrations	\$39,890	\$32,095
Induction Fees	\$9,500	\$4,500
Sustaining Fellows	\$2,980	\$3,310
InnovAction Entry Fees	\$1,990	\$3,383
<b>Total Revenue</b>	<b>\$106,541</b>	<b>\$83,732</b>
<b>Expenses</b>		
Admin Fees	\$24,900	\$27,440
Admin Expenses	\$11,973	\$12,326
Futures Conference	\$27,469	\$25,890
New Fellow Induction	\$21,182	\$20,226
InnovAction Awards	\$1,490	\$5,155
<b>Total Expenses</b>	<b>\$87,014</b>	<b>\$91,018</b>
<b>Net Income</b>	<b>\$19,538</b>	<b>&lt;\$7,286&gt;</b>