

**NEW YORK STATE BAR ASSOCIATION**

**COMMITTEE FOR BAR LEADERS**

**TELECONFERENCE**

**January 25, 2018**

**DEVELOPING NON DUES SOURCES OF REVENUE**

Presented by

Steven G. Leventhal

FROM THE SMALLEST LOCAL BAR ASSOCIATION, TO THE ABA

BAR ASSOCIATIONS AT EVERY LEVEL ARE EXPERIENCING A DECLINE IN OPERATING REVENUE

THIS IS A TIME OF TRANSITION FOR OUR SOCIETY AND FOR OUR PROFESSION.

ADVANCES IN TECHNOLOGY, THE CHANGING DEMOGRAPHICS OF OUR COMMUNITY, AND SUSTAINED ECONOMIC PRESSURES ARE CHANGING THE PRACTICE OF LAW.

LAW SCHOOL ENROLLMENT HAS SEEN A DRAMATIC DECLINE;

MANY OF OUR MEMBERS HAVE REACHED OR ARE NEARING RETIREMENT.

FEWER LAWYER WILL INEVITABLY MEAN FEWER BAR ASSOCIATION MEMBERS

AT THE SAME TIME, BAR ASSOCIATIONS THAT PROIVDE CLE PRGRAMS ARE EXPERIENCING INCREASED COMPETITION FROM PROVIDERS WHO PROGRAMS AT LITTLE OR NO CHARGE

IT IS HARD TO COMPETE WITH FREE

WE ADAPT TO THESE CHANGES IN ORDER TO REMAIN RELEVANT, PARTICULARLY TO OUR NEWER LAWYERS, WHOSE CUSTOMS AND EXPECTATIONS ARE A PRODUCT OF THE NEW ENVIRONMENT AND AN ENGINE OF FURTHER CHANGE.

ABA: NON-DUES SOURCES FOR LOCAL BAR ASSOCIATIONS:

- PRACTICE RESOURCES
- BUSINESS/CAREER DEVELOPMENT
- EDUCATION/CERTIFICATION
- BUSINESS RELATIONSHIPS
- COMMUNITY SERVICE
- OTHER

I. NASSAU COUNTY BAR ASSOC. EXISTING SOURCES OF NON-DUES REVENUE

CATERER

NAL

LRIS

DINNER DANCE JOURNAL

CORP PARTNERS/ EVENT SPONSORS – EMPHASIZE NETWORKING OPTNTIES

MAILING LIST

BRICK CAMPAIGN

## II. DEDICATED NON-DUES REVENUE

### EVENT FEES

JUDICIARY NIGHT

DOMUS ON THE LAWN

DINNER DANCE/ JOURNAL

DOMUS OPEN

SOCIAL EVENTS

### GRANTS

MORTGAGE FORECLOSURE CLINICS

STATE ASSEMBLY

## III. POTENTIAL SOURCES OF NON-DUES REVENUE

ADR

ROOM RENTAL

WEBSITE ADVERTISING

NEWSPAPER/DIRECTORY

VIDEO TAPING OF EBT'S

CALENDAR WATCHING SERVICE

PURCHASING COOP/ BAR ASSOCIATION STORE

- DEVELOPMENT DIRECTOR

IV. SURVEY OTHER BAR ASSOCIATIONS

NEW YORK CONFERENCE OF BAR LEADERS