

**UMKC Law School  
CONTINUING LEGAL EDUCATION  
OVERVIEW FOR AALS 2018**

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**Mission**

- -Offer High Quality Educational programs;
- -Provide A+ customer service; and
- -Produce Revenue Generation for organizations.
- Serve all members of the professional community, not just lawyers, alumni or members.



- UMKC Law School began offering continuing legal education events as early as 1967 with the Annual Heart of America Tax Institute and was administered part time by a full time faculty member.
- UMKC hired the first full time CLE director, Michael J. Baker, in 1978 who added staff and grew the program and the number of events offered.
- UMKC Law School CLE has had a full time director since 1978.



- Missouri and Kansas made CLE mandatory in 1988.
- Missouri annual CLE requirement = 15 hours (2 ethics)
- Kansas annual CLE requirement = 12 hours (2 ethics)
- Missouri attorneys = 28,000
- Kansas attorneys = 12,000
- Currently we have five full time staff members, one law student and one work study student.



## Fiscal Year 2017 statistics

- CLE events offered = 78
- Registrants = 4,950
- International CLE Abroad events = 2 (Oxford & Rome)
- Total CLE Hours reported by attendees\* = 15,801
- UMKC CLE is the #1 CLE provider in Kansas\* by number of traditional hours reported.
- Non-traditional credit Kansas – 44 events; 731.5 hours reported

\* Kansas only; Missouri does not provide statistics.



## Fiscal Year 2017 Statistics

- Total CLE hours offered = 489
- Total CPA credit hours offered = 66
- Total certified financial planning credit hours offered = 31
- Total human resource credit hours offered = 25.25
- Total insurance professional credit hours offered = 24
- Total IRS Enrolled Agent credit hours offered = 32



## Recent changes

We are offer live webcasts of most of our events.

Most events are recorded and offered ondemand.

We are using digital marketing instead of printing and mailing brochures for most of our events.

Purchased a new CRM system to streamline online registrations, payments and customer database. This system is available to ALL law school departments to use.



## FY2017 financial performance

Gross Revenue	\$ 1,105,352.69*
S/W + benefits	319,799.36
Operating	<u>644,261.96**</u>

Net revenue           \$ 141,291.37

\*Includes \$200,000 dean transfer to scholarships

\*\* (includes \$37,292.58 transferred to University Central Administration for full costing)



## Scholarships, discounts, fee waivers and donations

- Fee waivers, discounts and scholarships \$42,500.
- UMKC Law faculty, adjuncts, staff, students and full time judges may attend without charge.
- Other UMKC faculty, staff and judicial law clerks may attend at cost.
- Hardship discount/waiver program.
- Midwest Innocence Project donation = \$8,065.42
- Legal Aid of Western Mo donation = \$500
- Estate Planning Prize to students = \$5,000
- Myron Sildon Scholarship established = \$60,000



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## Collaboration with Development, admissions, Career Services

- Day of Giving webcast
- Dean on the Road
- Adjunct Professor Coordination
- Supreme Court Swearing In CLE
- Raise money for endowment, scholarships and prizes
- Develop and maintain relationships with judges, government professionals, practitioners and professionals
- Provide internship opportunities for students and networking
- Provide outreach opportunities
- Provide faculty with opportunities to get research in front of practitioners
- Events help increase faculty/law school exposure and reputations (rankings)

