

**MDLPA Governor's Report**  
**May 2024 90th Annual Conference**  
**Legal Professionals, Incorporated**  
**May 16-19, 2024**

The May 2024 90th Annual Conference Board of Governors Meeting of Legal Professionals, Incorporated, was held on May 16-19, 2024, at the DoubleTree by Hilton, Newark, California. Hosted by Alameda County LSA and Legal Professionals, Inc.. Cheryl L. Kent, PLS, CCLS, Mary Lou Floyd, CCLS, Maria Bishop, CCLS and Natalie J. Chop, CCLS, attended in person..

The Pre-Annual Board of Governors Meeting was called to order. The Minutes of the February 2024 Quarterly Conference Board of Governors Meeting were approved as corrected. Misspelling of Alameda County Governor Pro Tem's first name - Vonaciel Gaines.

Roll Call - There were 20 Governors present, constituting a quorum.

*Executive Committee Resume*

May 16, 2024 Resume:

- 3. Tech needs this conference. Estimated cost for audio/visual needs are \$1,500.
- 7. Current contract with CAMS. On a month-to-month contract for \$1,000 per month for up to six months. Their company will answer phones and collect mail.
- 9. Discussion regarding Joint Venture partnerships. LPI is getting more interest from vendors. Currently, First Legal has an agreement with LPI. Esquire Deposition Solutions wants to enter into a sponsorship with LPI.
- 11. Discussion regarding dissolving Chapter Achievement Contest. Only four associations participated this year. No enthusiasm; maybe the contest has run its course. We need a vote from Governors to discontinue the contest.
- 22. Discussion regarding LPI Trademarks. All LPI Trademarks are being tracked with a spreadsheet for upcoming deadlines to renew. Two firms are in charge of trademark renewals.
- 44. Discussion regarding health challenge. A new LPI Health Challenge will begin June 12 for six weeks. Cost is \$30. Register online.
- 49. Discussion regarding update of the CCLS Study Guide. New book added to Study Guide - "Computers Made Easy."
- 52. Discussion regarding CCLS pin. From now on, CCLS (10 carat) pins will be purchased/presented by the CCLS Board. Last year, a 35-year anniversary CCLS pin was created and presented to CCLS members at no cost at the May 2023 Conference. If you did not get one, please contact LPI Marketing.
- 64. Cost of the 2024-2025 Roster will be donated. These are the LPI rosters listing LPI officers/chairpersons and association's officers. The printing of the books have been donated by an anonymous person.

*Unfinished Business - None.*

## *New Business*

### Ratifications

- The EC asked the Governors to ratify their actions in entering into a sponsorship with Esquire Deposition Solutions, LLC, effective April 1, 2024, through March 31, 2025. Esquire has gifted LPI with a \$5,000 monetary contribution as part of this sponsorship. **Adopted.**
- The EC asked the Governors to ratify their actions in entering into a limited Association Management Services Consulting Agreement, effective May 1, 2024, and continue on a month-to-month basis for a period of up to six months unless mutually agreed by both parties. The fee for services shall be \$1,000 per month. **Adopted.**
- The EC asked the Governors to ratify the actions of the Education Council in approving the Education Council's updated price sheet, effective immediately. **Adopted.**

### Standing Rules Amendments

- The EC recommends that Standing Rule 10 be deleted in its entirety, effective immediately. The Standing Rule 10 is regarding the LPI Logo and anyone who uses the logo must pay a \$25 fee. Since LPI does not charge for use of their logo, it was recommended that this Rule 10 be deleted. **Adopted.**
- The EC recommends that Standing Rule 15.1 be amended to strike "member" and insert "representative," effective immediately. Standing Rule 15.1 is regarding Special Committees, specifically the Liaison to California Lawyers Association Law Practice Management and Technology Section. To increase LPI's presence on the Section, it was recommended to have a representative, opposed to an LPI member, appointed. Since June Hunter is currently on the Section, she will serve as LPI's representative. **Adopted.**

Pre-Annual BOG Meeting adjourned.

General Session of 90th Annual Conference of Delegates Meeting called to order.

Mary Lou Floyd, CCLS, led in the Pledge of Allegiance.

A beautiful Memorial Address "Bearing the Unbearable" was presented by Marci Frazier, Governor, Sacramento LPA.

Lori Hunt, Esq., welcomed everyone and gave a special presentation of an \$18,000 check to LPI from the Bay Area Legal Forum.

Roll Call - There were 38 Delegates Registered, 36 Delegates Present, with 2 Absent, constituting a quorum.

Adoption of the 2024 Annual Conference Standing Rules. **Adopted.**

Adoption of the 2024 Annual Conference Election Rules. **Adopted.**

Adoption of the 2024 Official Program. **Adopted.**

The Minutes of the 2023 Annual Conference Minutes were **approved as corrected**. The corrections were to page 4 of the Treasurer's Report. Revenue (YTD 2022-2023) \$264,372, Expenses \$272,662 and Income -\$8,290.

*Report of Nominations and Elections Chair*

Lynne Prescott, CCLS, reported that no further nominations for elected office have been received since her report in February 2024. The following individuals were elected unanimously to their offices:

OFFICE	NAME AND ASSOCIATION
President	Donna Day, Alameda County LSA
Vice President	Bettina Jacobson, Placer County LPA
Executive Secretary	Erika Garduno, Desert Palm LPA
Treasurer	Larry McGrew, San Francisco LPA

Reports of Elected Officers

*President*

Rod Cardinale, Jr. reported the success in achieving several key objectives outlined in his Strategic Plan within a two-year timeframe. These included systematically rewriting LPI's Bylaws and Standing Rules, restructuring our education system, implementing new marketing strategies across all platforms, and establishing connections with key organizations such as the Association of Legal Administrators and local bar associations. Additionally, membership increased, soaring from approximately 630 to nearly 1,200 members. Although we fell slightly short of the ambitious target of a 50% increase by April 30, 2024, the progress is undeniable. :

*Vice President, Membership & Marketing*

Donna Day announced the conclusion and winners of our 2023-2024 Membership Drive - The 100% Club. Each of these offices have 100% of their staff as LPI Members. Due to improvements to our website (thank you Rod!) and our marketing plan, LPI finished this fiscal year with 1,184 members, with 133 members-at-large (MALs) which is a 73% increase compared to last fiscal year!

Membership Gain Contest

- GROUP A (0 to 25 members) - Long Beach (113% increase with 17 new members)
- GROUP B (26 to 50 members) - Santa Maria (127% increase with 34 new members)
- GROUP C (51 to 75 members) - No one

GROUP D (76 to 100 members) - Fresno (217% increase with 76 new members)  
GROUP E (101 to 125 members) - Santa Clara (4% increase with 107 new members)  
GROUP F (over 126 members) - Sacramento (4% increase with 127 new members)

#### The Golda J. Cooper Chapter Achievement Contest

GROUP A (0 to 25 members) - Stanislaus County  
GROUP B (26 to 50 members) - No one  
GROUP C (51 to 75 members) - No one  
GROUP D (76 to 100 members) - Santa Clara County  
GROUP E (101 to 125 members) - No one  
GROUP F (over 126 members) - San Diego

#### *Executive Secretary, Programs*

Bettina Jacobson suggested that if our association is unable to hold a meeting and/or program, consider inviting our members to attend one of the upcoming LPI seminars as a group and make a plan to chat afterward via email and bounce questions off of each other. Another idea was to take a field trip to attend a nearby association's meeting or event.

#### *Treasurer*

Erika Gardunio presented the income and expenses for the fourth quarter of fiscal year 2023-2024. Motion that the actions of the Treasurer in paying the routine bills of LPI during the fourth quarter of fiscal year 2023-2024 be ratified. **Motion carried.** The Governors will be approving the Proposed Budget for 2024-2025 at the Post-Board of Governors Meeting on Sunday. Initial per capita reports and payments must be submitted to the Executive Advisor and the Treasurer by no later than June 15, 2024.

#### *Reports from Appointed Officers and Chairs Requesting to Report*

##### *Editor-in-Chief*

Linda Lane, CCLS, reported the total royalties received for the quarter of January 2024 through March 2024 totaled \$12,894.69. The combined total for LOPM/LPH/LPH Online for 2023-2024 is \$76,911.24. To remind you, if you or your law firm has a Westlaw account, search for the Legal Professional's Handbook online, click on the link as many times as your heart desires. The more you click, the more (\$\$\$) money LPI gets. Remember her slogan! CLICK... CLICK... CLICK...CHING... CHING... CHING

##### *Historian*

Shannon Quigley announced the winners of the History/ScrapBook Contest. There were two Scrapbooks entered at LPI Annual Conference. The winner was San Francisco County LPA. Winner of the Member's Choice Award was Santa Clara County LPA.

Editor, *The Legal Professional*

Barbara Barregar announced the winners of the 2023-2024 Bulletin Contest. Two associations submitted bulletins for the contest.

First Place: San Francisco LPA and Second Place: Stanislaus County

Scholarship

Cheron McAleece, CCLS, announced the winners of the Eula Mae Jett Scholarship. Three people submitted applications. The winners were:

Plan A - Stanislaus County LPA, Plan B - Desert Palm and Plan C - San Mateo County LPA.

She reminded associations that even though we may not have money and/or a chairperson for Scholarship, we can submit applications to LPI directly. They are begging to give money away!

CCLS Certifying Board

Brenda Johnson, CCLS, announced that we added four new CCLSs after the September, 2023, Exam. We also added seven new CCLSs after the March, 2024, Exam. Our own, Delia Pedroza, CCLS, was one of them. Way to go, Delia! Congratulations to Maria Bishop, CCLS, as she will take over as CCLS Certifying Board Chair at the Annual Conference.

*Unfinished Business - None*

*New Business*

- Bids for future conferences. Sacramento wants to host the May 2026 Annual Conference at the Hilton Arden West on May 15-17, 2026. Room rate is \$173.74, Scrip is \$217 and Parking is \$6/day. LPI accepted their bid.

Meeting adjourned for educational classes and CCLS luncheon. Saturday Night Banquet was a lot of fun with everyone wearing their best Hawaiian attire and enjoying the delicious buffet. For special entertainment, Alameda County had hired wonderfully talented hula dancers to perform for us. LPI President Rod Cardinale, Jr., announced annual awards. Rising Star - George Simabis. Legacy Award - the late Jennifer Page, CCLS, which her husband accepted the award on her behalf..President's Award - Heather Nowak.

Continuation of General Session took place on Sunday morning after a delicious breakfast buffet.

Roll Call - There were 38 Delegates Registered, 36 Delegates Present, with 2 Delegates Absent, constituting a quorum.

Installation of 2024-2025 LPI Officers. Lynne Prescott, CCLS, installed each of the officers under LPI President Donna Day's theme "Embrace the Journey."

Special Presentations, President's Gifts, President's History Book and President's Gift from Conference Committee. LPI President Donna did her speech about her theme and announced the LPI officers/chairpersons for her term.

*New Business/Announcements - None*

Meeting adjourned. The next Conference will be held on August 16-18, 2024, at the Hilton Orange County/Costa Mesa in Costa Mesa, California. Host is LPI. This event will be in-person, as well as live streamed. Please consider joining the live stream and learn something new about LPI.

Natalie J. Chop, CCLS  
MDLPA Governor 2020-2024



Saturday Banquet - Natalie, Cheryl, Mary Lou and Maria

**MDLPA Governor's Report  
May 2024 90<sup>th</sup> Annual Conference  
Post-Governor's Meeting  
May 19, 2024**

The May 2024 90<sup>th</sup> Annual Conference Post-Governor's Meeting of Legal Professionals, Incorporated, was held on May 19, 2024, at the DoubleTree by Hilton, Newark, California.

The Post-Annual Board of Governors Meeting was called to order by President, Donna Day, at 11:03 a.m.

**Roll Call:** 20 Governors were present constituting a quorum.

**New Business:**

1. **Proposed Budget:** Presented 2024-2025 Proposed Budget.
  - a. \$379,780 proposed income.
  - b. \$355,893 proposed expense.
  - c. \$23,887 income over expense

MOTION: By Erika Garduno. Motion to adopt the 2024-25 proposed budget as submitted.

**Questions:**

1. Is the Forum gift of approximately \$18,000 included in the proposed budget? Answer: Yes.
2. Under PRC, line items 502.02 and 502.03, \$11,600 to \$9,075. Noted.
3. Can LPI as a nonprofit organization have a profit at the end of the fiscal year? Answer: Yes. LPI is a 501(c)(6) nonprofit mutual benefit organization and can end with a profit as long as it benefits the members.

Motion seconded and vote taken. Motion passed.

2. **Bids to Host Conferences.**
  - a. No bids received. Dates still available: 8/2024, 2/2026, 8/2026.
3. **Editor, *The Legal Professional* – Ron Ackland**
  - a. New instructions passed out with new deadlines and instructions to submit articles.

**Announcements:**

1. **Drawing** for free script to conference in August. Winners:
  - a. Santa Clara Co. LPA. They donated back into the drawing.
  - b. San Diego LSA
  - c. Conejo Valley LPA
  - d. Placer Co. LPA
  - e. Los Angeles LPA

**Adjournment:**

There being no further business to come before the Board of Governors, the meeting was adjourned at 11:28 a.m.

Respectfully submitted,  
Maria Bishop, Governor Pro Tem