Sources of Non-dues Revenue for Bar Associations
Updated 2015

State Bars
1. Practice Resources
   • Docs (IowaDocs, IndianaDocs)
   • Office-space, deposition space rental (some bars charge while some include as a benefit)
   • Video conferencing
   • Printing (stationery, business cards)
   • Web site development services
   • Court reporting services
   • Bookkeeping and collection services
   • Law Practice Management consulting
   • Insurance
   • Publication Sales
   • Office staff placement

2. Business/Career Development
   • Job Boards, Career Services (some are making money, some aren’t there yet)
   • Directories (printed; online premier listings)

3. Education/Certification
   • CLE
   • Education (technology training, skills development, non-CLE credit)
   • Practice Manuals
   • Bench-Bar Conferences
   • Solo-Small Firm Conferences
   • Solo Bootcamps
   • Mediation Certification
   • Office staff training

4. Business Relationships
   • Sponsorship
   • Advertising (journals, websites, directories, newsletters)
   • Exclusive banking sponsorship income
   • Endorsement/Royalty (insurance, office supplies and equipment, computer backup, storage)
   • List sales
   • Tradeshows

5. Community Service
   • Government Contracts (criminal conflicts, senior citizens legal services)
   • Fee Arbitration

6. Other
   • Social events
   • Room/Space rental for special events
   • Building as gallery space (art for sale)
   • Bonds
   • Bar Merchandise
Non-dues Revenue Sources, continued

Local Bars
1. Practice Resources
   - Office-space, deposition space rental, Mediation Center (some bars charge while some include as a benefit)
   - Video conferencing
   - Printing (stationery, business cards)
   - Web site development services
   - Copy machines in court house
   - Court reporting services
   - Courthouse ID sales
   - Bookkeeping and collection services
   - Law Practice Management consulting
   - Insurance
   - Publication Sales
   - Office staff placement

2. Business/Career Development
   - Lawyer Referral Service
   - Find a Lawyer (e.g., online referral like Columbus Lawyer Finder)
   - Job Boards, Career Services (some are making money, some aren't there yet)
   - Directories (printed; online premier listings)

3. Education/Certification
   - CLE
   - Education (technology training, skills development, non-CLE credit)
   - Bench-Bar Conferences
   - Solo-Small Firm Conferences
   - Solo Bootcamps
   - Mediation Certification
   - Office staff training
   - Bar Review

4. Business Relationships
   - Sponsorship
   - Advertising (journals, websites, directories, newsletters)
   - Exclusive banking sponsorship income
   - Endorsement/Royalty (insurance, office supplies and equipment, computer backup, storage)
   - List sales
   - Tradeshows

5. Community Service
   - Government Contracts (criminal conflicts, senior citizens legal services)
   - Fee Arbitration

6. Other
   - Social events
   - Room/Space rental for special events
   - Building as gallery space (art for sale)
   - Notary (Ohio)
   - Bonds
   - Driver’s Education Program
   - Bar Merchandise