



# LEGALCORPS

## Annual Report

July 2022 - June 2023

**LegalCORPS' mission expands access to business law services for individuals and organizations to promote economic development and stabilize communities.** To increase equitable access to the legal system, the agency assists entrepreneurs, small businesses and nonprofits, especially those that strengthen low-income communities, by providing individuals and organizations with business law services they could not otherwise afford. LegalCORPS programs empower individuals and families to build noble legacies and wealth for generations to come.



## From the Executive Director

I joined LegalCORPS just 18 months ago and during that time I have had the pleasure of watching our incredible staff and volunteers provide top notch services with passion for our client's success. Their dedication has reinforced my belief in our mission to strengthen our communities through economic mobility.

I have a deep, personal commitment to expanding economic opportunity for all with a focus on equity across class and race. In the past several years, nearly everyone, including businesses, individuals, and nonprofit organizations, has been negatively affected by COVID-19, shutdowns, civil unrest, inflation and other world events. Simply put, no one is immune, and everyone has suffered losses. Demand for LegalCORPS services continue to rise as people seek ways to stabilize their financial position and take charge of their economic future.

In 2022 over 1,000 people sought advice and representation through LegalCORPS. The goal of our work is to provide access to those who have been historically marginalized and underrepresented in the legal system; creating measurable impact in our communities and a long-term ripple effect that produces lasting change for our clients' financial success.

The impact is real and significant. LegalCORPS staff and volunteers provided 3,314 hours of services to the 1,000+ clients; representing a financial value of over \$1.2 million given to small business, entrepreneurs, nonprofits and inventors. For our little nonprofit, that is a big impact.

Thank you to all of our clients, partners and supporters, for your belief in our work. Together economic equity is possible. I am excited to see what 2023 will bring!

Sincerely

Nicole Deters  
Executive Director





**LEGALCORPS**

## **Our Team**



**Nicole Deters**  
Executive Director



**Ssarh Lewis**  
Small Business & Nonprofit  
Program Manager



**Kwame Osafo-Addo**  
Entrepreneurs of Color Program  
Manager & Staff Attorney



**Donna Rauch**  
Inventor Assistance  
Program Manager



**Shannon O'Rourke**  
Inventor Assistance Program  
Coordinator



**Danielle Pathos**  
Small Business Program  
Coordinator, MSBA Intern



# Board of Directors

July 2021 - June 2022

**President**

Kristen Larson, The Huntington National Bank

**Vice President**

Diane Paterson, Small Business Development Center,  
Twin Cities Metro Region

**Treasurer**

Bill Klein, Lathrop GPM

**Secretary**

Justina Roberts, Wells Fargo

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Melissa Anderson, The Greenery Mpls.

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Kathleen Eick, Taft Stettinius & Hollister, LLP

April Hamlin, Ballard Spahr, LLP

Tisidra Jones, Strong & Starlike Consulting

Emma Kasiga, MN Department of Employment and  
Economic Development

Jean Lown, The 3M Company

Courtney Poja, Cornerstone Advocacy Service

Amy Salmela, Patterson Thuente IP

Shane Solinger, Faegre Drinker

Ann Steingraeber, Cargill

Meg Steuer, ForgeNorth

Lyle Wright, MN Department of Employment and  
Economic Development

Alysia Zens, Dorsey & Whitney LLP

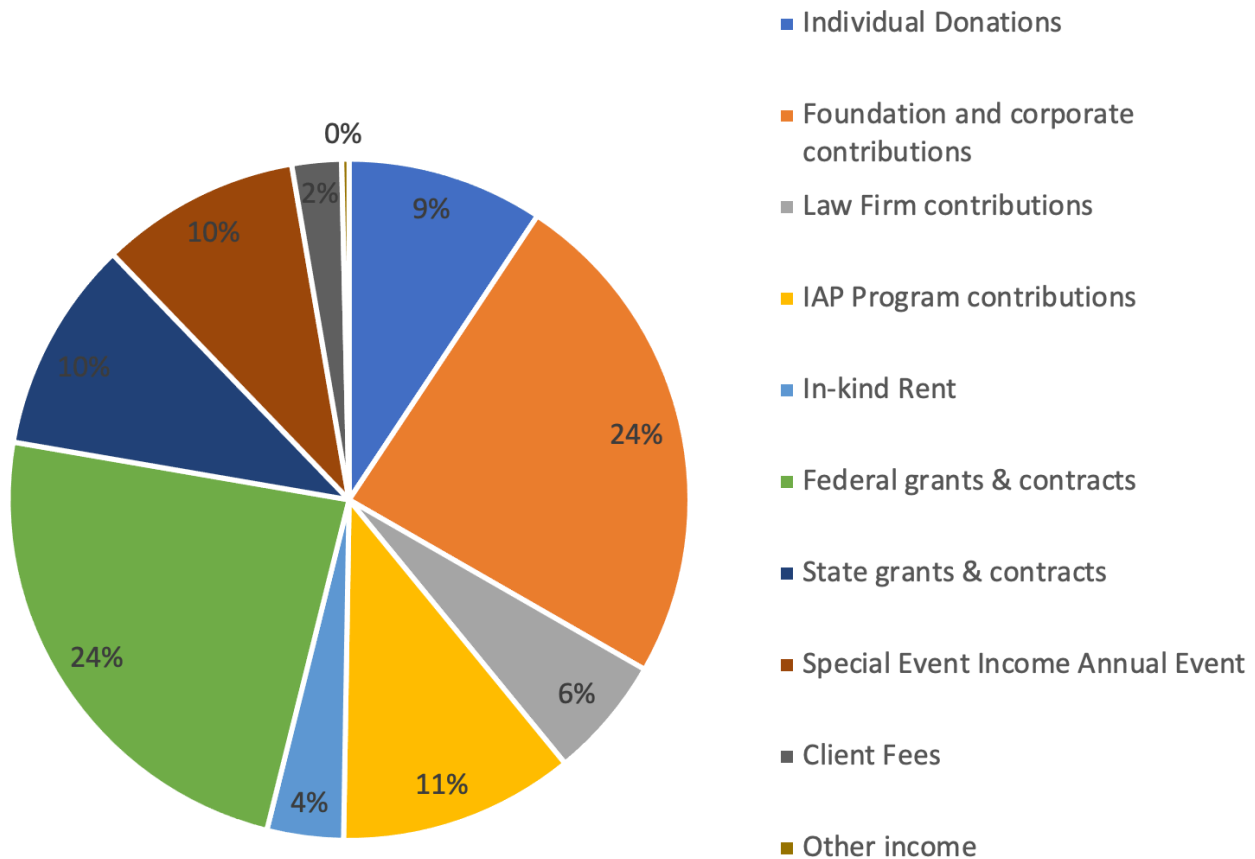


# LEGALCORPS 2022 - 2023 Financials

## Statements of Financial Postion

	FY 21-22	FY 22-23		FY 21-22	FY 22-23
Bank Accounts	\$10,081	\$171,882	Total Current Liabilities	\$1,878	\$8,863
Accounts Receivable	\$126,191	\$90,175	Loans Payable		\$74,777
Prepaid Expenses	\$2,218	\$1,956	Total Equity	\$136,612	\$180,373
<b>Total Assets</b>	<b>\$138,490</b>	<b>\$264,013</b>	<b>Total Liabilities &amp; Equity</b>	<b>\$138,490</b>	<b>\$264,013</b>

## Funding Diversification



# Our Services

**LegalCORPS offers free business legal help to low-income entrepreneurs, business owners, inventors, and low-revenue nonprofit organizations via volunteer attorneys.**

## Helping Businesses & Entrepreneurs

LegalCORPS provides free assistance in transactional business law matters to low-income business entrepreneurs and small business owners, giving them access to the advice and representation essential for success and helping them avoid legal problems that can adversely affect their bottom line and community standing.

We maintain an inclusive, client-focused and collaborative approach to transactional business law, empowering our clients to build intergenerational business stability.

## Entrepreneurs of Color

The Entrepreneurs of Color Program is a LegalCORPS initiative to make business law services accessible to recent immigrants and Black/Indigenous/People of Color. We partner with community-based organizations that have built trusting relationships with historically marginalized populations who then refer these clients to LegalCORPS when appropriate.

Immigrants are 14% more likely to start a business than native-born Minnesotans. Yet, in addition to economic barriers in low-income immigrant communities, we recognize that business owners need to learn the impactful role that legal advice and representation play in starting, growing and protecting their business interests and flourishing cultural corridors..

## Inventor Assistance Program

The LegalCORPS Inventor Assistance Program allows inventors with great ideas to overcome one of the financial roadblocks to bringing innovations to market. We provide free legal representation to qualifying low-income inventors in Minnesota, Wisconsin, Iowa, North Dakota and South Dakota who are seeking to patent their inventions.

## Nonprofit Support

A nonprofit organization's mission and programs can be at risk without sound legal advice that can help avoid future difficulties. LegalCORPS provides free transactional assistance to new and small established nonprofits to set them up for success or stay on sound legal ground.

## Helping Businesses & Entrepreneurs



Pro bono legal advice can be essential for business success

## Entrepreneurs of Color Program



Immigrants are 14x more likely to start a business.

## Inventor Assistance Program



Investing in the next generation.

## Nonprofit Support



Limited Scope Representation  
Startup Assistance  
Brief Advice Clinics





# LEGALCORPS Core Values



## Client Focused

Empathetic and impactful  
attention to client needs



## Collaborative

Working closely with clients,  
attorneys, and partner  
organizations



## Volunteer Centered

Valuing and supporting pro bono  
dedication and generosity



## Enterprising

Innovative programs  
that strengthen  
communities



## Culturally Responsive

Promoting and providing inclusive  
access to economic justice



## Versatile

Adapting service delivery to  
meet community demands





# LEGALCORPS Notable Outcomes



LegalCORPS staff and volunteers provided 3,314 hours of services to 1,000+ clients



49% of clients identify as racially diverse



Over 1/3 of our services are provided to folks living outside the metro area



The majority of ages for clients seeking services fall between 22 and 55

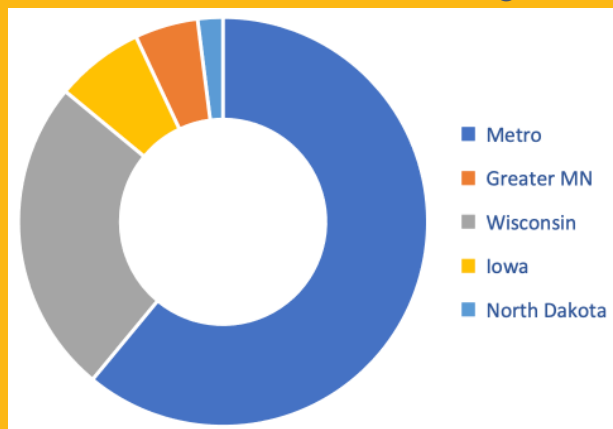


Financial value given is over \$1.2 million to small business, entrepreneurs, nonprofits, and inventors

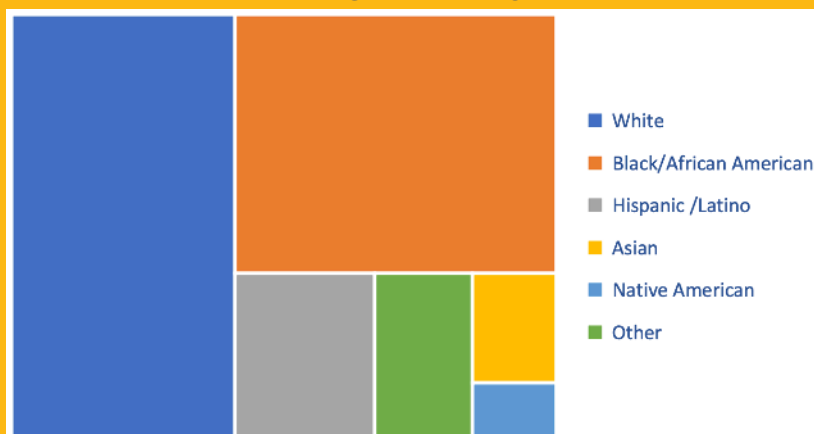


Our inventor assistance program services, in Iowa and Wisconsin continue to grow

## Inventor Assistance Program



## Total Programs by Race







# LEGALCORPS

