

# The Incubator for Legal Practice and Innovation (ILPI)

## 2022 Annual Report

The mission of the incubator is to help entrepreneurial attorneys build innovative and financially sustainable practices that improve access to justice.

[www.innovationlegal.org](http://www.innovationlegal.org)

ILPI provides a runway for new legal practices during their first year of launch. Since opening in September 2020, ILPI has helped 21 attorneys. Of that 21, nine (pictured below) started in September 2022 and are currently involved in the incubator program. Alumni attorneys are shown on the following page.

## Our **Participating Attorneys**



*Zane Johnson, 2022-23 ILPI Cohort*



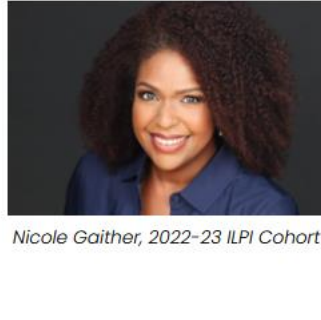
*Sabrina Gibson, 2022-23 ILPI Cohort*



*N'kia, 2022-23 ILPI Cohort*



*De'von Carter, 2022-23 ILPI Cohort*



*Nicole Gaither, 2022-23 ILPI Cohort*



*William Lucas, 2022-23 ILPI Cohort*



*Tia Brown Black, 2022-23 ILPI Cohort*



*James Stanley, 2022-23 ILPI Cohort*



*Dwayne Pennant, 2022-23 ILPI Cohort*

This cohort has five attorneys in the Durham / Raleigh area, one in Charlotte, two in Maryland and one in Nevada.

Their legal practices include real estate, business law, trademarks, criminal defense, personal injury, wills & estates, bankruptcy, cybersecurity and more.

# Alumni Attorneys

(attorneys from previous cohorts)



Cameron Redd, RS Legal Group, 2020-21 ILPI Cohort



Michelle Schallioi, RS Legal Group, 2020-21 ILPI Cohort



Cherell Harris, Associate Attorney at Smith Anderson, 2021 ILPI Cohort

These alumni attorneys are providing legal services in Raleigh, Durham, Raeford, Bunn, Fayetteville, Charlotte, Tennessee, and Arizona.



Reatter Neal, 2021-22 ILPI Cohort



Sable Toney, 2021-22 ILPI Cohort



Jeffrey Traversino, currently in Phoenix, AZ



Erin Edgar, 2021-22 ILPI Cohort



Donna Akumaah, 2021-22 ILPI Cohort



Veneta Sydnor, 2021-22 ILPI Cohort



Serenity Hardaway, 2021-22 ILPI Cohort



Adam Rodrigues, 2021-22 ILPI Cohort



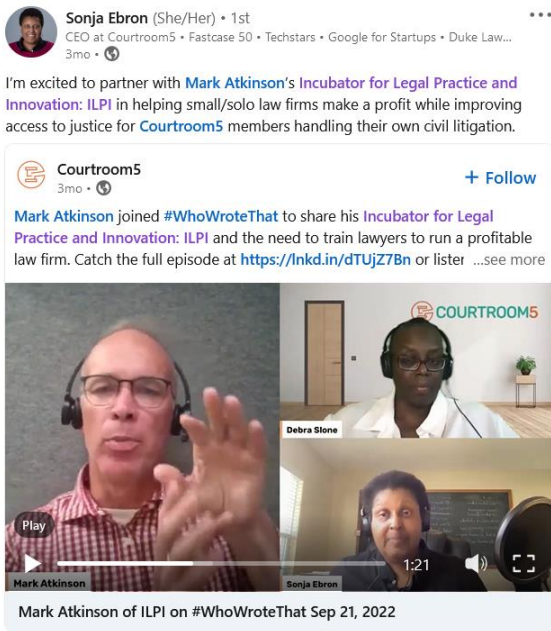
Mariana Toledo-Hermira, 2021-22 ILPI Cohort

## 2022 Highlights

*January through December:* For participating attorneys, ILPI hosted 21 informative and entertaining lunch-n-learns with business and legal experts. ILPI also provided free access to Lexis+ (online legal research tool) and Practicing Law Institute (certified legal education).

*May through July:* ILPI sponsored Bar exam study space at Provident1898. Ten recent NCCU School of Law graduates used the co-working space to prepare for the July Bar Exam. ILPI also supplied weekly snacks – coffee and pastries – to the NCCU School of Law Bar Prep center.

*September:* ILPI launched its third cohort of nine attorneys with a 2-day kickoff session.



Another highlight of 2022 was when Mark was invited onto Courtroom5's podcast. Mark discovered that he likes to use hand motions.

## Financials

### 2022 Income and Expenses

Membership Dues	\$3,085
Individual Contributions	<u>\$3,802</u>
<b>Total Income</b>	<b>\$6,887</b>
Rent	\$3,948
Website/software	\$828
Bar Prep Snacks	\$491
Printing/supplies	\$274
Bank fees	\$56
IT Support and Digital Marketing	\$680
Gift Books for Participants	<u>\$255</u>
<b>Total Expenses</b>	<b>\$6,532</b>

2020 expenses were \$1,562 – just for four months (Sept-Dec).

2021 expenses totaled \$11,500. Last year's expenses ran higher because ILPI subsidized more attorneys using co-working space.

## Looking Forward

To ensure the continuation of its mission, ILPI needs a strategic plan that addresses sustainability and partnerships. Some early work has begun on the strategic plan but more is needed. Key elements of the strategic plan include addressing the following areas:

- *Scalability* – Can ILPI effectively support more attorneys? 25 or 50 or 100 per cohort?
- *Virtual vs In-person* – Does ILPI continue to be primarily virtual?
- *Funding* – Will membership fees be the primary source of income? If so, what is the best price point? If not, what is the other source of income?
- *Institutional Partnership* – Should ILPI partner with a major institution (e.g., law school, law firm, other non-profit) for its long-term sustainability? If so, how to ensure its mission is not diluted and that ILPI can maintain a large degree of organizational agility?

## Interested?

Are you an entrepreneurial attorney looking to start your own solo or small law firm? Whether you have 5 or 10 years of legal experience or just passed the Bar exam, ILPI can help. Contact Mark Atkinson at [mark@innovationlegal.org](mailto:mark@innovationlegal.org) and start a conversation. ILPI starts cohorts each September but will consider integrating attorneys into the program throughout the year.

## Special Thanks

ILPI is grateful to the selfless service of its Board of Directors: Ernest Smith, Georie Bryant, Kris Cooper and Lisa Morgan. They provide helpful oversight and important feedback to the Director.

ILPI also greatly appreciates its important vendor partners who provide free or discounted services. Those vendors include:

