

FULL-REPRESENTATION CLIENTS

In 2017, SBLC's staff attorney served **23 full-representation clients**. (Engagements with **10 additional clients** continued into 2018.) 15 of those 23 clients lived in households whose incomes fell below 200% of the federal poverty line, which is considered indigent under federal regulations. Nearly all lived below 300% of the poverty line. 11 clients lived in Buffalo's West Side neighborhoods, 4 lived on the city's East Side, 4 lived in its Elmwood Village, and 4 lived elsewhere in the Buffalo area.

By providing **620 hours** of free services, SBLC saved most of its clients over **\$5,500 each** in legal fees—a total of **\$124,000 saved**. Services provided include LLC formation, contract drafting, sales tax assistance, licensing advice, and commercial landlord-tenant negotiation.

16 of SBLC's 23 clients completed an annual survey in January 2018. **94%** of the respondents would recommend SBLC to other entrepreneurs, and **75%** were "very satisfied"

with SBLC's services. Of those who SBLC helped to start a new business, **45%** were still in business. Of those who had already started their businesses before engaging with SBLC, **71%** said that their businesses had grown stronger since their SBLC engagements.

5 law school students volunteered a total of **420 hours** to SBLC. Among other things, they performed legal research related to client-specific matters.

WALK-IN CLINICS

SBLC hosted **14 walk-in clinics** in 2017: 11 at The Broadway Market and 3 at the Delavan-Grider Community Center. Both sites are located in zip codes whose poverty rates exceed 29%. At these two-hour clinics, a total of **102 entrepreneurs** received free, one-on-one business law advice from volunteer attorneys and from SBLC's staff attorney. The clinics were held on Saturday mornings and Monday evenings. **7 attorneys** volunteered a total of **54 hours** at the clinics.

2017 Annual Report

The Western New York Law Center's **Small Business Legal Clinic**

**Free Legal Services for
Entrepreneurs and Small Businesses**

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BUSINESS LAW CLASSES

SBLC's staff attorney taught **8 business law classes** in 2017 for a total of **14 hours** to **146 entrepreneurs**: 2 classes on intellectual property, 1 on income tax for ridesharing drivers, 1 on tax and business structures, and 4 on business law generally. All but 1 of these classes were taught as part of business workshops hosted by SBLC partner organizations, including the Small Business Development Center at Buffalo State College and the Erie County Medical Center's MWBE Compliance Office.

WRITTEN RESOURCES

SBLC created **7 written resources** for entrepreneurs. They outline the following topics: business structures, employment law, LLC management, corporate management, trade secret protection for food recipes, taxation for the self-employed, and limited liability protection.

CLIENT FEEDBACK

"I couldn't have asked for more. Thanks SBLC!"
"It was a wonderful experience getting [SBLC's] help."
"Fantastic, very knowledgeable."
"[SBLC] helped us... make [our organization] the success it is today."

FUNDING SOURCES

SBLC's 2017 funding derives primarily from a 2-year Skadden Foundation grant. In late 2017, SBLC received a **2-year grant** from the Ralph C. Wilson, Jr. Foundation and a **\$5,000 grant** from the Frank G. Raichle Foundation. With this new funding, SBLC will hire a second attorney in 2018.