Dear Friends,

I have such gratitude and pride for NITA and that has only grown stronger over the course of the last decade. Ours is an exceptional organization with an extraordinary heritage and a promising future. Throughout a period of profound political and economic change around the world, NITA has been steadfast in our dedication to training and mentoring lawyers to be competent and ethical advocates in pursuit of justice.

As we look forward, we continue our focus on fostering a greater sense of community among the staff, faculty, attendees, and the larger NITA network. Cultivating our community means strengthening our connections, collegiality, inclusion, contributions, and friendships. Our ask because there always is one; Be engaged and get involved in our NITA community – whether through teaching, writing, attending, or donating. We need you. Now and always.

Wendy McCormack, Executive Director
NITA and The NITA Foundation

How You Can Contribute

37 Authors Donated 100% of Their Royalties
859 Faculty Donated Time Teaching Programs
$200,667 Donated to The NITA Foundation

Faculty

172 1st Time Faculty
20,565 Total Volunteer Hours by 859 Faculty

100+ HOUR VOLUNTEERS

MICHAEL DALE
WHITNEY UNTIEO
ROBERT MCGAHEY
SOLOMON CHANG
JAYME CASSIDY
MICHAEL WASHINGTON
JOEY YOUNGERS
STEPHANIE LEDESMA
DORIS CHENG
THOMAS SWETT
ANN WILLIAMS
CHRISTOPHER WHITTEM
RICHARD WERSTEIN
MARK CALDWELL
ALLISON ROCKER
MICHELLE MENDEZ

Programs

116 Public Program Scholarships Given Out

70 PUBLIC PROGRAMS 1740 ATTENDEES
103 CUSTOM PROGRAMS 1736 ATTENDEES
53 PUBLIC SERVICE PROGRAMS 1712 ATTENDEES

100+ HOUR VOLUNTEERS

COUNTRIES WHERE PROGRAMS RAN
CARIBBEAN
GUAM
IRELAND
JAPAN
KENYA
LIBERIA
LONDON
NIGERIA

Publications and Studio71

“NITA provided me with useful guidance on practical ways to be creative and engaging throughout my trial (and not in the “bring a PowerPoint” kind of way). Building Trial Skills talked about having a “bumper sticker” for your case. Hearing a group brainstorm different “catchy slogans”—and referring to them repeatedly throughout the case—really solidified in my mind its importance. Now, I really prioritize the “one-minute opening” and the “bumper sticker.” I understand their importance both for forcing me to truly understand my case and in presenting them to the jurors in a way they can come to a not-guilty verdict.”

Aileen Tsao, Scholarship Recipient


183 Total Titles
131 eBook Titles

$239,228 PUBS Revenue From Amazon

13 NEW TITLES
13 UPDATED TITLES

13 Live Webcasts
9215 Webcast Registrations
3172 On-demand views
1571 Live Views
160 Webcast viewers became program attendees

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Joshua A. Johnston Deloitte
Michael A. Kelly Walkup, Melodia, Kelly, Wecht & Schoenberger
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Harry H. Schneider Perkins Cole LLP
Susan Ross Steingass University of Wisconsin Law School (Retired)
Andrea B. Tocce Navigant
Edwin John U Kirkland & Ellis LLP
Robin Weaver Squire Sanders
Hon. Ann C. Williams U.S. Court of Appeals
Linwood Clinton Wright, Jr. United States Attorney’s Office
Financials
2017 CONSOLIDATED REVENUE

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Cash Donations</td>
<td>$200,667</td>
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<tr>
<td>Faculty Donated Services</td>
<td>$4,113,010</td>
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<tr>
<td>Public Program Registration</td>
<td>$3,807,767</td>
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<tr>
<td>Custom Program Fees</td>
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<tr>
<td>NEC Rent and Other Revenue</td>
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<td>Publication Revenue</td>
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<td><strong>Total Revenue</strong></td>
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2017 CONSOLIDATED EXPENSES

<table>
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<th>Description</th>
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<tbody>
<tr>
<td>Public Programs</td>
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<tr>
<td>Faculty Donated Services</td>
<td>$4,113,010</td>
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<td>Custom Programs</td>
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<tr>
<td>Management, Overhead</td>
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<tr>
<td>Publications</td>
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<tr>
<td><strong>Total Expenses</strong></td>
<td><strong>$11,763,398</strong></td>
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</table>

The Foundation directs 100% of the donations received towards the direct costs of its mission-focused activities rather than to defray general and administrative costs. A copy of the complete National Institute for Trial Advocacy Consolidated Audit Report for 2016 is available by calling 303.953.6815 or by email at development@nita.org. You may also request a copy of our IRS Form 990.

This financial summary is derived from NITA’s Consolidated Audit Report as of December 31, 2017.

“I currently work for Bay Area Legal Aid representing victims of domestic violence, sexual assault, and child abuse primarily in contested family law cases. The skills that I learned from the NITA Trial Skills program provided me with the confidence and skills that I need to advocate for my clients in court. I strongly believe that low-income victims should have access to professionally trained attorneys, and I feel very fortunate that NITA gave me the opportunity to improve my skills.”

Erin Everett, Staff Attorney
Bay Area Legal Aid,
Contra Costa Regional Office