

Matthew A. Salerno

Case Western Reserve University School of Law
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EDUCATION EXPERIENCE

Case Western Reserve University School of Law:

LLEAP 3 Transactions, Lecturer in Law (2018 - Present)

Design and teach LLEAP 3 Transactions (Legal Writing, Leadership, Experiential Learning, Advocacy, and Professionalism), a one-semester, three-credit course for second-year students. LLEAP 3 Transactions is an advanced writing and skills course that exposes students to different types of contract drafting. In LLEAP 3 Transactions, students are immersed in a transaction from start to finish. Students perform legal research, attend client meetings, conduct due diligence, and negotiate deal-specific issues - all culminating in the creation of the documents necessary to “close the deal” that is contemplated in their asset purchase agreement.

During the course, students draft and revise right of first refusal, purchase option, and indemnification provisions. They draft a letter of intent, write advisory correspondence to clients based on the results of their legal research, create and implement a due diligence plan, draft letters to and respond to letters from opposing counsel, draft an amendment to an asset purchase agreement, create and implement a closing strategy, and prepare all necessary closing documents. Students in LLEAP 3 Transactions are also asked to analyze financial statements to evaluate business assumptions underlying the proposed transaction, and they record their “billable” time for certain tasks.

LLEAP 3 Transactions; CORE III, Adjunct Professor (2004 – 2018)

Taught LLEAP 3 Transactions and Core III in the CaseArc program. Each course focused on business negotiations and contract drafting. Each also contained a component in which students learned basic skills through performance simulations.

Hawken School:

Director of Strategic Partnerships (2015 – 2018)

Non-tuition revenue generation; alumni affairs.

LAW SCHOOL SERVICE

Student Loan Committee (2019 – 2020)

Faculty-3L Mentoring Program (2019 – 2020)

Assisted with Duberstein Bankruptcy National Bankruptcy Moot Court Competition Team (2018 – 2019; 2019 – 2020)

Created Transactional Problems for use in First-Year Legal Writing Courses (Summer 2019)

Case Western Reserve University, Center for Innovation in Teaching & Education (UCITE), Learning Fellows Program (Spring 2019)

Faculty-Mentee Program (2018 – 2019)

SPEAKING ENGAGEMENTS, ARTICLES, AND MEDIA

Academic:

Those Who Can Do, But Can They Teach Too? American Association of Law Schools, New Law Professors Section, Annual Newsletter (December 2019)

The Merits of Mindfulness in the Classroom, Case Western Reserve University, Center for Innovation in Teaching & Education, Lunch and Learn Series (October 2019)

Downtown Hilton Hotel Comes in Way Under Budget, Crains Cleveland Business Morning Roundup (September 23, 2019); Crains Cleveland Business Real Estate Report (September 23, 2019); Crains Cleveland Business Weekly Report (September 22, 2019)

Non-Academic:

Well Received Changes, Smart Business (March 2015)

Pay Attention to Language in Loan Documents, McDonald Hopkins Alert (August 2013)

Trademark Licensees Beware: Bankruptcy of the Trademark Owner May Affect Your Rights in Unexpected Ways, McDonald Hopkins Alert (December 2012)

Case Objectives – Reorganize, Sell or Liquidate, Cleveland Metropolitan Bar Association Seminar (December 2012)

Bankruptcy Considerations for Non-Profit Organizations, Cleveland Metropolitan Bar Journal (September 2012)

Alternatives to Bankruptcy, Commercial Finance Association, Ohio Meeting (July 2012)

Unsecured Creditors' Remedies, Ohio State Bar Association Seminar (May 2010; March 2011)

PROFESSIONAL BACKGROUND

Providing counsel and advice on matters in diverse areas including corporate, business restructuring, financing, corporate formation, commercial contracts and commercial litigation, bankruptcy, compliance, insolvency proceedings, and utility regulation. Experience in a wide variety of industries including manufacturing, healthcare, cosmetics, real estate, finance, private equity, property development and management, transportation, sports and entertainment, and utilities.

Negotiating, drafting, and analyzing contracts to assess legal, operational, and other opportunities or risks. Experience covers, among other things, sale and acquisition agreements, financing documents and security agreements, access agreements, transition services agreements, leases, supply and consignment agreements, deeds, shared services agreements, assignment agreements, employment contracts, license agreements, bills of sale, non-disclosure agreements, and settlement agreements.

Clients include Fortune 500 companies, middle market businesses, family-owned businesses, and individuals; lenders, borrowers, debtors, creditors, receivers, and trustees; landlords, contractors, property managers, and tenants.

PROFESSIONAL EXPERIENCE

Kegler Brown Hill + Ritter Co. LPA

Counsel 2014 – 2018

Corporate counseling; general business advising; commercial transactions

McDonald Hopkins LLC

Partner 2009 – 2014; Associate 2001 – 2007

Corporate counseling; business restructuring; commercial transactions; bankruptcy and insolvency
Firm Mentor/Ohio Supreme Court Mentor

Ulmer & Berne LLP

Associate 2007 – 2009

Corporate counseling; commercial transactions; bankruptcy and insolvency; commercial litigation
Firm Mentor/Ohio Supreme Court Mentor

Javitch, Block, Eisen & Rathbone LLP

Associate 1999 – 2001

Bankruptcy; commercial transactions; business counseling; commercial litigation

EDUCATION

Case Western Reserve University School of Law, JD (1999)

Ohio State University, BA with Honors (1996)

BAR ADMISSIONS

Supreme Court of Indiana

Supreme Court of Ohio

U.S. District Court, Northern District of Indiana

U.S. District Court, Southern District of Indiana

U.S. District Court, Eastern District of Michigan

U.S. District Court, Northern District of Ohio

U.S. District Court, Southern District of Ohio

PROFESSIONAL ACTIVITIES

Association of Legal Writing Directors

Case Western Reserve University Center for Innovation in Teaching & Education,
Learning Fellows Program, Spring 2019

Cleveland Metropolitan Bar Association

Ohio State Bar Association

AWARDS AND HONORS

Forkapa Award for Youth Development (2015)

Hawken School Fellow (2014)

Ohio Lawyers Rising Stars (2005-2014)

Cleveland's Finest Young Professionals (2001)

Academic All-Big Ten (1993-1996)

Ohio State Scholar Athlete Award (1993-1996)

COMMUNITY ACTIVITIES/BOARD MEMBERSHIPS

City of South Euclid Recreation Committee (Former Member)

Economics America (Former Board Member)

Hawken School Alumni Board (Member; Past President)

Hawken School Board of Trustees (Former Member)

Lake Erie Silver Dolphins (Board Member; Past Chairman)

Lake Erie Swimming Board of Review (Member; Past Chairman)

St. Francis of Assisi School Advisory Committee (Former Member)