

## **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, Assistant Professor (2018 - Present)**

Design and teach LLEAP 3 Transactions (Legal Writing, Leadership, Experiential Learning, Advocacy, and Professionalism), a 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 writing. 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 write and revise numerous contract provisions. They write a letter of intent, write advisory correspondence to clients based on the results of their legal research, create and implement a due diligence plan, write letters to and respond to letters from opposing counsel, write 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.

##### **Bankruptcy (2020 - Present)**

Co-teach a three-credit course for second-year and third-year students. This course examines the federal bankruptcy process for individuals, businesses, and municipalities. Students learn the basics of Chapter 7 (liquidation), Chapter 9 (municipalities), Chapter 11 (business and individual), and Chapter 13 (individual repayment plans). Topics covered include bankruptcy court history and structure, jurisdiction, eligibility for Chapter 7, Chapter 11, and Chapter 13, property of the bankruptcy estate and exempt property, the automatic stay, non-dischargeable debts, fraudulent transfers and preferences, requirements of Chapter 11 and Chapter 13 plans, treatment of executory contracts and leases, assets sales, debtor-in-possession financing, and non-bankruptcy alternatives.

Students in Bankruptcy are introduced to the U.S. Bankruptcy Code, the Federal Rules of Bankruptcy Procedure, various federal and state laws and rules, and relevant cases and authority. Bankruptcy students are given a mid-term assessment and a final exam.

##### **LLEAP3 Transactions; CORE III, Adjunct Faculty (2004 - 2018)**

Taught LLEAP 3 Transactions and Core III in the LLEAP and CaseArc programs, respectively. Each course focused on business negotiations and contract writing. Each also contained an experiential component in which students learned basic skills through performance simulations.

#### **Hawken School:**

##### **Director of Strategic Partnerships (2015 - 2018)**

Non-tuition revenue generation; alumni affairs.



## **SERVICE - INSTITUTIONAL**

Committee on Experiential Education (2021 – present)

Senate Committee on University Libraries (2021-present)

Educational Metrics and Assessments Committee (2020 - present)

Developed assessment rubric for upper level transactional writing

Faculty for Mindfulness Committee (2019 - present)

Awarded a University Nord Grant for the study of mindfulness in the higher education classroom

Planned and hosted *Mindfulness Matters Week* (Fall 2020) for the University

Coordinated and assisted with planning and implementation of mindfulness program

Coach, Duberstein National Bankruptcy Moot Court Competition Team (2018 - present)

Coach, Shapero Cup Regional Bankruptcy Moot Court Competition Team (2018 - present)

University Center for Innovation in Teaching & Education, Assessments Community (Spring 2020)

Created Transactional Problems for use in First-Year Legal Writing Courses (Summer - 2019, 2020)

Faculty-3L Mentoring Program (2019 - 2020)

Student Loan Committee (2019 - 2020)

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

Faculty-Mentee Program (2018 - 2019)

## **SERVICE - NATIONAL**

American Association of Law Schools, New Law Professors - Diversity Committee (2021 - present)

American Association of Law Schools, New Law Professors - Executive Committee (2020 - present)

## **SPEAKING ENGAGEMENTS, ARTICLES, AND MEDIA**

### **Academic:**

*Lemonade From Lemons: Reflections on How the Pandemic Taught Us to Be Better Teachers*, Central States Regional Legal Writing Conference (October 23, 2021)

*Faculty Team Organizes Mindfulness Matters Week for Campus Community*, Case Western Reserve University's The Daily - Featured University News (October 23, 2020)

*SeaWorld has Fallen Behind on Millions of Dollars in Construction Bills, Including Iron Gwazi and Ice Breaker Roller Coasters*, Orlando Sentinel (June 16, 2020); orlandosentinel.com (June 16, 2020)

*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*, Crain's Cleveland Business Morning Roundup (September 23, 2019); Crain's Cleveland Business Real Estate Report (September 23, 2019); Crain's 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**

Provide 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.

Negotiate, draft, and analyze contracts to assess legal, operational, and other opportunities or risks. Experience covers, among other things, sale and acquisition agreements, letters of intent, non-disclosure 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, 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 (Director 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

American Association of Law Schools

Cleveland Metropolitan Bar Association

Ohio State Bar Association

**AWARDS AND HONORS**

Hawken School Fair Play Award (2021)

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 (Member; Past Chairman)

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

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