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About the publication
Res Ipsa (Latin for “It Speaks for Itself”) is published by the UMKC School of Law, with financial support from the Law Foundation, for the benefit of alumni, friends and colleagues.

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My father was an entrepreneur. He was a risk-taker and a business owner who both succeeded and failed in his laundry and dry cleaning ventures. As a child, I worked in his stores and learned a lot about running a business. My mother, on the other hand, was one of the most risk-averse people I have ever encountered, although I didn’t realize that until adulthood.

Unfortunately, my mother’s risk-averseness rubbed off on me more than my father’s entrepreneurial inclinations, or at least, so I thought. I have discovered that one can learn to be an entrepreneur, although I will concede that it might help to have some of it in one’s blood.

When I came to the deanship nine years ago, I was pretty risk-averse. To me, budgets served as a constraint on what you could do, and, as the “CEO of a democracy in a bureaucracy,” I hesitated to move too quickly for fear of getting crossways with some person or constituency. But I soon realized that that approach would not take us where we needed to go. I sensed that change was coming in legal education, and I knew I wanted UMKC to be a leader. But leadership requires taking risks, and I was confronted with a disjunction between what I knew was necessary intellectually and what I felt I could do emotionally.

How things have changed! Today, I think of myself as an educational entrepreneur, and I believe entrepreneurship is now a skill and an attitude required for successful law school deans (and likely successful lawyers as well). How did that happen? The confluence of two major factors led to the change. First, I was encouraged by my colleagues, in particular Associate Dean Jeffrey Thomas (himself a great risk taker), to take a major financial risk in hiring three new faculty when it was not clear our budget would allow it. We made three very successful hires, found the money to pay for them and were very happy with the decision. It’s amazing how success can engender the willingness to take new risks. Second, we were beginning to develop our law and entrepreneurship efforts, and as I became immersed in them, I began to become more comfortable with using entrepreneurial principles myself. How could I teach students to start their own law firms if I was not willing to take similar calculated risks myself?

I tell you this because I now realize how important entrepreneurship is to success in any endeavor, and how important the juncture of law and entrepreneurship is to the profession, the community and our students. If you are not sure what that all means, this issue of Res Ipsa is for you. I hope by the time you have read it, you are convinced that we are on the right track in educating our students to be both lawyers for entrepreneurs as well as entrepreneurial lawyers themselves.
Greater Than the Sum of its Parts
UMKC School of Law’s Entrepreneurship Program Fosters Entrepreneurial Mindsets
by Gail Borelli

UMKC School of Law’s Entrepreneurship Program Fosters Entrepreneurial Mindsets

- Facilitate delivery of affordable, high-quality legal services to entrepreneurs.
- Train law students to be effective counselors to entrepreneurs.
- Promote policy-oriented research and scholarship on law and entrepreneurship.
- Help students learn to be entrepreneurial in their own businesses.
Since 2001, the School of Law has embraced entrepreneurial law and worked with other departments on campus to build the university’s reputation in the field. Now planning is under way to create the Center for Law and Entrepreneurship, which would oversee the Law School’s various initiatives.

Gathering the various programs under one administrative umbrella will create a whole that is greater than its parts, while cementing UMKC’s position as a leader in entrepreneurial law nationwide. It also should result in better-coordinated fundraising and marketing, Dean Ellen Suni says.

An advisory board is investigating how best to structure the center and possible sources of sustainable funding, including grants, endowments and private donations. Suni is optimistic that all the pieces for the center will be in place by late 2014.

“We are on the front edge of what I think is coming,” she says. “Several universities are doing some things with entrepreneurial law, but I don’t know of any school that is doing as much as we are.”

UMKC soon identified the need for more “can-do” lawyers with entrepreneurial mindsets. The university began carving out an instructional niche in 2004 with its two-pronged Entrepreneurial Lawyering Program.

The program is all about teaching law students to be creative with solutions, says Professor Tony Luppino, who has been the driving force behind the law school’s entrepreneurship initiatives.

“An entrepreneurial lawyer — any good lawyer, in fact — puts himself in the client’s head,” Luppino says. “A counselor to entrepreneurs has to be a problem solver, not just someone who says no. The lawyer has to understand that the legal issues are only part of the big picture and address them accordingly.”

To address the need for lawyers who can advise entrepreneurs, a 15-hour Emphasis in Business and Entrepreneurial Law was added that included new classes such as “Advising Life Sciences and Technology Entrepreneurs.” Proposals for additional classes — i.e., “Entrepreneurial Venture Finance” and “Successful Exit Strategies for Entrepreneurial Ventures” — are under consideration.

The second part of the Entrepreneurial Lawyering Program is training law students to be entrepreneurial in their own practice of law. This is a natural fit for the curriculum because lawyers need to be entrepreneurs, especially those managing their own law firms, Luppino says. Of U.S. lawyers in private practice, approximately 70 percent work in firms with 10 or fewer lawyers, and 48 percent work in one- or two-attorney firms.

To teach new small-firm lawyers the skills they’ll need, the school launched a summer semester course called “Entrepreneurial Lawyering: Solo and Small Firm Practice.” Students attend the Missouri Bar’s annual Solo and Small Firm Conference, where they can mingle with hundreds of attorneys who have real-life experience while gathering information for their final projects: writing business plans for their firms. The summer course has generated healthy interest among students, averaging about 20 students each summer, Luppino says.

UMKC also trains entrepreneurial lawyers through its year-long entrepreneurial lawyering workshop as well as its Solo and Small Law Firm Incubator, which opened in 2011. UMKC was the second law school in the United States to open such an incubator, which helps recent graduates as well as more seasoned alumni who have decided to go into business for themselves.

Once it is up and running, the center will coordinate all of the school’s programs to:

- Facilitate delivery of affordable, high-quality legal services to entrepreneurs.
- Train law students to be effective counselors to entrepreneurs.
- Help students learn to be entrepreneurial in their own businesses.
- Promote policy-oriented research and scholarship on law and entrepreneurship.

There was no single juncture at which UMKC decided to focus on entrepreneurial law, Suni says. Instead, what began as a gradual transformation gained steam in a hurry. It all started in 2001, when planning began for the Entrepreneurial Legal Services Clinic. Students enrolled in a professor-directed clinic to provide free legal services to entrepreneurs whose lean startup budgets leave little room for legal fees.

Behind Every Successful Entrepreneur …

“Creative,” “nimble” and “innovative” are words that describe not only successful entrepreneurs, but also the attorneys who represent them.

One of those attorneys is Steve Cosentino (J.D. ’97), a partner at Stinson Morrison Hecker in Kansas City. Cosentino, who spends one-third of his time working with startup clients, has witnessed firsthand what it takes for entrepreneurs to hit it big.

How big? One of his clients, Zave Networks, was bought by Google in 2011. The Kansas City, Kan., startup invented a system for digitizing coupons that is convenient for shoppers and provides manufacturers with real-time analytics on coupon redemptions and consumer preferences. “It was the classic case of going from constantly needing financing and being on the edge, working night and day, to being acquired by one of the most powerful companies in the world,” Cosentino says. Zave has flourished under Google, which earlier this year launched its own digitized coupon product called Zavers by Google.

To successfully represent entrepreneurs, Cosentino says, attorneys need the following traits:
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The center aims to be a go-to resource for information on all matters at intersections of entrepreneurship and the law in the same way that the Kauffman Foundation in Kansas City has staked out a leadership role on entrepreneurship in general.
The benefits of the center to not only the university but also the community will be enormous, Suni says. In today’s world, entrepreneurship plays a huge role in economic development.
“If lawyers can help foster entrepreneurship, that helps the community,” she says.

A priority for the new center will be promoting scholarship on entrepreneur-
ship and influencing policy. Research provides the facts and figures needed when advocating entrepreneur-friendly policies and laws.

For example, a 2009 UMKC Law Review article about U.S. universities’ restrictive and confusing intellectual-property practices contributed to the dialog which resulted in the University of Missouri System reforming its policies on student inventions, making it easier for students to bring innovations into commercial production. And a paper co-authored by Law School and Henry W. Bloch School of Management (Bloch School) faculty on reforming immigration law to facilitate the launch of job-creating ventures by international students in the United States, published by the Ewing Marion Kauffman Foundation, led to expansion of a key provision of proposed legislation introduced by a bi-partisan group of U.S. Senators.
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(See sidebar.) So far, the incubator has aided nine attorneys.

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“If lawyers can help foster entrepreneurship, that helps the community,” she says.

Solo and Small Firm Incubator gives entrepreneurs a strong start

A little hand-holding can mean the difference between success and failure when starting a business. Alumni Alexander Edelman, Sarah Liesen and Katherine Myers found that reassuring personal touch in the UMKC School of Law’s Solo and Small Firm Incubator.

In spring 2012, the three law students were chatting at a Law Review board dinner about their pending graduation and the dearth of job offers. They joked about starting their own firm, but then the conversation turned serious. By the end of dinner, they were making plans.

All three found the prospect of working for themselves appealing. At big firms, “It takes a long time to get to where you’re doing what you want to do. We wanted to make a difference immediately,” Liesen says.

“We thought, ‘What’s the worst thing that could happen?’”

None of the partners had taken an entrepreneurial law class at UMKC, and Professor Tony Luppino advised them to consider the incubator. It took them a month and a half — and four revisions — to write the business plan required for their application.

“Developing a business plan and projecting your income are really hard without a business background,” Liesen says. “It would have been helpful to have taken the classes. They would be a great way to ease into starting up a small firm.”

Edelman, Liesen & Myers signed a one-year lease that gives the partnership six months’ free rent, and then discounted rent, at 4743 Troost Ave. The incubator also provides furniture, office equipment and tech support. The library has provided tours and research and has advised the partners on software needs. And area attorneys provide mentoring on practice management and specific subject matters.

When their lease is up, the partners plan to leave the nest if they feel ready. “It’s a scary proposition to start out on your own, but it’s not as scary with two other people and the helping hand of the incubator,” Liesen says.

As much as Cosentino enjoys working with startups, he’d like to do it full-time. The downside: Once an entrepreneurial venture succeeds, it often moves on. Zave, for example, now has Google counsel. But it can go the other way — as a new venture grows and acquires other startups, it can provide even more business for the entrepreneurial lawyer.

Responsiveness
If time drags on, startups risk running out of money or losing their ideas to poachers. Little guys have to move quickly, and so do their attorneys.

Communication skills
It’s crucial to know the client well and build rapport. This helps avert the scenario in which a cash-strapped client withholds information because of concern that a lengthy discussion will result in a big legal bill.

Experience
Seasoned general practitioners can advise entrepreneurs on everything from business organization to tax codes to employment law. “Everything they do is setting a precedent,” Cosentino says of startups. “You have to keep them from going off course.” He thinks his experience with representing large corporations gives him insight into how the big guys think that is especially valuable to entrepreneurial clients.
From his law firm’s 11th-floor conference room, James A. Polsinelli can look east and see the old Plaza movie theater building where he and two friends first hung out a shingle 41 years ago. He can look west and see the reborn West Edge development — now known as Plaza Vista — where the firm is headed later this fall.

At 69 years old, Polsinelli, a 1967 graduate of the University of Missouri-Kansas City School of Law and recipient of an honorary doctorate of law last May, has a long, successful legal career to reflect upon with pride and the spirit of a true entrepreneur to carry him forward to new career successes.

The Polsinelli firm, which has absorbed other firms over the years and brought on a steady stream of top attorneys, has become one of the biggest and most widely respected law firms in the country. With 660 lawyers in 16 cities, the firm has size and standing to attract top cases and national clients.

But in 1972, when Polsinelli decided to go into business for himself with fellow UMKC School of Law alumni Lee Shapiro and
Dale Schulte, being at the helm of a mega firm was never a goal. Polsinelli, then 28 years old, had been doing insurance defense work for a small firm. He went out on his own because he wanted to try his hand at a different type of law — a broader business practice. And, to hear Polsinelli tell it now, opening a firm in the days before computers and the Internet was no big deal.

“Believe me, it was a lot easier back then,” he says. “You’d just call IBM, order a couple of typewriters, and buy a desk and a few law books.”

Polsinelli’s early clients were small businesses — Cartwright Van Lines, County Beverage Company and Bowen Construction Company, to name a few. But as Polsinelli’s clients grew, so did their legal needs and, out of necessity, Polsinelli’s law firm grew, too.

“We never thought about growing,” Polsinelli says. “We were too busy just trying to support our families.”

But Polsinelli did want more challenging work and that came hand-in-hand with representing bigger companies.

In 1979, Polsinelli and his partners brought on more lawyers, including Lonnie Shalton, a real estate attorney who remains a shareholder in the firm today.

“We had this grand plan when I started in 1979 to never grow over 25 lawyers,” Shalton says. This clearly thwarted target is a favorite story among firm old-timers, who love the irony now that Polsinelli employs more than 600 attorneys and has annual gross revenue topping $275 million. The firm’s rank in The Am Law 200, based on revenue, jumped to 113th from 124th. But back when the size limit was proposed — even written into the firm’s strategic plan — it made perfect sense.

“We realized that the bigger you get, the less personal contact you have with your partners,” Polsinelli says. “That’s a negative aspect of our size even today.”

On the other hand, there are plenty of positive aspects.

Just as Polsinelli has represented many entrepreneurs over the years, he has always possessed an entrepreneurial spirit all his own that continues to drive the law firm’s evolution, which has been focused on strategic growth to help existing clients and lead to new client relationships.

The Polsinelli firm’s growth began gradually in the 1980s. The firm ventured into the real estate market, structuring sophisticated public-private partnerships, which became a signature of its early practice. Banker Frank Morgan, who developed suburban shopping malls and built the two tallest buildings in Kansas City’s skyline, was a client. And in 1987, the Polsinelli firm represented the estate in the notorious Kroh Brothers’ bankruptcy. “That kind of put us on the map as far as bankruptcy and real estate,” Shalton says.

As Polsinelli’s firm grew, so did its practice areas. In addition to real estate, which remains important, the firm added health care, science and technology, life sciences, business litigation, construction and financial services. (Its health care practice recently ranked as the country’s fourth largest.) In addition to its Kansas City office, Polsinelli has 15 other branches stretching from New York to Los Angeles. The firm can successfully compete with large coastal firms for business.

Much of the firm’s growth, however, is recent. Since 2008, when gross revenue was $113.5 million, the firm has more than...
I've learned from my clients. A lot of what I've learned — as a lawyer and a business person — represent a mix of different industries and different companies. Polsinelli likes it. A range of industries and his cases are just as varied. That's how American Savings Bank, a longtime client.

While Hancock, former CEO and current board chairman of North American Savings Bank, says a lot about how he treats them, Shalton says. And it's how his law firm has become known for treating every client. "He's our mentor for how to get clients and service clients," Shalton says.

That makes practicing law challenging. But Polsinelli is unequivocal in his belief that the quality of his firm's representation will not change. Polsinelli and his high standards remain at the heart of the firm's work, colleagues say. So does his entrepreneurial drive.

"He's our mentor for how to get clients and service clients," Shalton says.

Polsinelli's clients are his friends and his friends are his clients, which says a lot about how he treats them, Shalton says. And it's how his law firm has become known for treating every client.

"I've had good advice from him for over 20 years," says David Hancock, former CEO and current board chairman of North American Savings Bank, a longtime client.

Other clients go back much further. Polsinelli's practice crosses a range of industries and his cases are just as varied. That's how Polsinelli likes it.

"I'm learning all the time," he says. "I have represented and do represent a mix of different industries and different companies. A lot of what I've learned — as a lawyer and a business person — I've learned from my clients."

The vast majority of Polsinelli's cases — confidential business transactions such as mergers and acquisitions and business succession planning — are never disclosed publicly. Polsinelli often serves as general counsel, assisting clients with tax issues, shareholder matters and general day-to-day business.

Recent cases have included the acquisition of multiple food manufacturing facilities, retail shopping centers and large retail chains and the sale of major truck manufacturing facilities. He is general counsel to one of the largest retail grocery chains in the Midwest. Other clients include a major private equity fund and a large public utility.

Though most clients can't be mentioned by name, the ones that can provide a hint at the level of cases he's handling. For example, in 2009 he represented the board of the Kansas City University of Medicine and Biosciences after the school's finances were called into question and the school's president and CEO, Karen Pletz, was abruptly fired.

Back when Polsinelli was at UMKC's School of Law, he didn't have a grand plan for his career. But he likes how it has turned out. The Kansas City native, who has raised four children here, has a long professional resume that is very nearly matched by his impressive civic involvement, including service as a former member of the UMKC Trustees and as past president of the UMKC Law Foundation.

"He is kind of surrounded by this warmth that makes him a person of great generosity," says Carolyn Reintjes, a longtime friend and fellow Rockhurst High School board member. "He has the ability to put together a team and empower them to act."

Since 1972, when Polsinelli first hung out his shingle, the focus has always been on putting together the best team to service clients. Later this fall, when the firm takes up residence down the street at the new Plaza Vista development, that focus will remain.

Polsinelli is confident that his growing team will do superior work for the firm's clients. "The thing I'm most proud of is the quality of people we've been able to attract and the respect we have for the work we do," he says.

And that, as he looks back over his long career and ahead to where it is going, is very satisfying.
Theresa Fette named among top 10 women entrepreneurs

Here is why it’s good to have Theresa Fette (LL.M. ’04) on your team: If anyone can find the ‘yes,’ she can.

The newly-appointed member of the advisory board for the UMKC School of Law’s planned Center for Law and Entrepreneurship has built one of the largest financial institutions in the State of Nevada — landing clients with billion-dollar valuations — primarily through word-of-mouth advertising.

As CEO of Provident Trust Group, an independent corporate trust company, Theresa Fette has engendered company success by creating a culture where solutions — not obstacles — are the norm.

Although Fette, 35, and her partner Jason Helquist are both attorneys and oversee a staff of eight lawyers, they aren’t shy about calling lawyers “deal killers.”

“We’re trained to find all the things wrong in a deal,” she says of attorneys.

But she believes a good tax attorney should be a detective — and that’s what she expects of her team.

“We’re looking for ways to create solutions for the client and to do that, we sometimes have to look at situations differently,” she says.

A passion for entrepreneurship

That kind of innovative thinking is Fette’s trademark.

“I’ve always had an entrepreneurial fire, but I wasn’t sure where it would take me,” she says.

“After I earned my J.D.,” she continues, “I thought I was going to do litigation. But because I already had both a B.A. and an M.A. in accounting, nobody wanted to consider me for anything else.”

Fette received a job offer in Arkansas, but was required to earn an LL.M. in tax prior to her start date — and that’s what brought her to Kansas City. In search of practical experience as she pursued her LL.M. at UMKC, she approached RCW Law Firm, a boutique Kansas City firm specializing in tax law.

“I offered to work for free,” she recalls, “and that lasted four days before I was offered a paid position. The salary was almost 40 percent lower than what I’d already been offered in Arkansas,” she says, “but it came with 20 percent commissions on all clients I brought in.”

Though she says others thought she was crazy, Fette took the offer. “I knew I could bring in enough clients to come out ahead,” she says.

Led by the fire

Ultimately, Fette took her entrepreneurial fire out west to open a Las Vegas branch for a Utah law firm. There, she met Helquist and after a year, the two decided to start their own firm. Soon they were asked to take over Provident, then desperately in need of new management.

For two years Fette and Helquist ran both companies, but last year, the partners closed their law firm to focus more closely on Provident. Their attention has paid off big time. During the past four years, the company has grown from $300 million to $5 billion in client assets.

Still, that tremendous growth isn’t Fette’s proudest accomplishment with Provident.

A culture of growth

“I’m most proud of the culture we’ve built,” she says. “We really push our employees to continue their education and personal growth.”

Case in point: a Provident employee hired as a receptionist five years ago is now the company’s technology director.

“He didn’t have any formal education — just a knack for systems — and we’ve been the only employer to allow him to showcase his natural talents,” Fette says. “Last year he devised a system that saved us a million dollars, so he earned a car.”

It’s no wonder, then, that Fette was designated one of Fortune’s Top 10 Most Powerful Women Entrepreneurs for 2012 — though she humbly refuses to take the credit.

“I surround myself with good people: employees who want to ‘find the yes,’ who want to really make a difference in changing the financial landscape,” she says. “I’m passionate about entrepreneurship. I don’t believe it’s something you decide to be one day. I think you are born with the fire in your belly. My passion is fueling that fire.”

—Chandra Blackwell
Interdisciplinary initiatives in entrepreneurship  
by Chandra Blackwell

It may seem to some like an unlikely pairing, but entrepreneurship and the law make for a powerful match. Perhaps no one knows that better than UMKC School of Law Professor Tony Luppino, who began work in 2004 with the Kauffman Entrepreneurial Faculty Scholars Program and ultimately became a champion for collaboration between the Law School and the Regnier Institute for Entrepreneurship and Innovation as well as for interdisciplinary approaches across the United States.

Housed in UMKC’s Henry W. Bloch School of Management, the institute has incorporated in its cross-campus entrepreneurship curriculum several innovative approaches to educating students on legal issues in new venture creation, providing vehicles for student entrepreneurs to obtain legal advice and engaging in policy-oriented research.

“I think the institute exists because civic and university leaders were serious about creating in Kansas City a world-class center of excellence for the inspiration and training of the next generation of entrepreneurs,” says institute Associate Director John Norton. “I would hold the relationship between UMKC’s Bloch and Law Schools up as a model for cooperation to achieve goals without regard for the ‘stovepipes’ that sometimes separate elements of academic institutions.”

While there are many components to this collaboration, the centerpieces are the Entrepreneurship and New Venture Creation (ENVC) course and the “Entrepreneurship Scholars” (E-Scholars) program.

The ENVC course  
The course is a unique blend of classroom teaching, clinical and experiential learning and competition that helps students develop an appreciation for the challenges and rewards of entrepreneurship. Students use real-world projects to examine the economic, legal, marketing
The course culminates with a venture creation challenge competition, where course participants are given the opportunity to pitch their business plans before a panel of judges that includes entrepreneurs, venture capitalists, educators, researchers and attorneys.

“Many aspects of the ENVC course provide students with benefits that cannot be replicated in instructor-manufactured simulations,” Luppino says. He is quick to add, however, that it’s not just UMKC students who benefit from the course.

“The course also offers valuable learning experiences for its instructors who, along with the students, gain enhanced appreciation for the full context in which various interdisciplinary issues arise and develop appreciation for how other disciplines identify and solve problems.

“Finally, research organizations and student entrepreneurs/innovators also benefit,” he says. “The student teams pool their knowledge, skills, creativity and energy to facilitate bringing useful technologies to market.”

The “E-Scholars” Program
The E-Scholars Program, conducted by the institute, is a yearlong certificate program designed to help budding entrepreneurs launch world-class ventures. E-Scholars, who are either degree-seeking students or community entrepreneurs seeking a special certificate, design business models that can be replicated to meet the needs of customers worldwide, can be launched without significant external start-up funding and can be sustained without relying solely on external investment. To succeed in the program, all E-Scholars must develop feasible plans for achieving $50,000 in sales within the first year and $1 million in sales within five years.

E-Scholars have access to a network of more than 100 successful business leaders, entrepreneurs and innovators who commit a minimum of 10 hours per month to the program. In addition to collaborating with their peers, E-Scholars meet regularly with members of this network to identify, design, implement and lead their new business creation projects.

The program also draws on members of the Law School clinical and research faculty as well as local attorneys to educate its student entrepreneurs on legal issues in connection with their specific ventures. “We have organized periodic legal help sessions where lawyers and law faculty offer presentations to educate E-Scholars in various relevant areas of law,” Luppino says.

While this education is helpful and important, it is not a substitute for actual legal representation; therefore, the institute and the Law School have collaborated to provide student entrepreneurs with opportunities to obtain pro bono legal counsel to deliver services in connection with their particular startup ventures.

The innovative partnership between UMKC’s School of Law and the institute is indicative of a larger trend among universities. “We believe our Law School is more comprehensively involved with the Regnier institute than any other U.S. law school is involved with a cross-campus entrepreneurship program,” says Luppino. He sees this partnership, and the programs resulting from it, as a key pacesetter for similar programs nationwide.

“The interdisciplinary approaches embodied in the ENVC course and the E-Scholars Program can be replicated at any institution that has a law school on its campus or nearby,” he says. “There is a distinct trend among law schools across the country to become involved in entrepreneurship education. The School of Law’s partnership with the institute is poised to continue collaboration on cutting-edge interdisciplinary programming, which benefits UMKC students and faculty as well as the community at large.”
From student leader to leading entrepreneur

by Karli Davis

David Stoup knew he wanted to get a law degree, but he wasn’t sure he wanted to practice law.

What he ended up doing instead — leading startup and turnaround businesses to become successful luxury brands — shows the versatility and drive of UMKC Law graduates.

“I knew I wanted to do startups and turnarounds before I started law school. I never envisioned myself doing a straight corporate job, either from a business or legal perspective,” Stoup says. “If I had attempted to start my business career right out of undergraduate school my experience and age wouldn’t have allowed me to be successful. My law degree was really the ticket. The training we received in analytical approaches to solving problems was invaluable.”

That he chose to attend law school at UMKC is no surprise, considering Kansas City is his hometown, and considering that his father, Arthur, is a UMKC alumnus and a prominent Kansas City attorney.

“Remembering back 35 years, I had a better-than-average insight into what was involved in the practice of law because of my father. I knew that life as a lawyer was not what you see in the movies,” Stoup says.

His time at UMKC Law provided Stoup some unique opportunities, and he seized them.

In 1976, during his third year in law school, Stoup was elected by students from all accredited law schools in the country to serve as President of the Law Student Division of the American Bar Association. “My fellow officer and I represented the interests and viewpoint of students during that year,” Stoup says.

He also had the opportunity to work with Chief Justice Warren Burger on a select committee of the Judicial Conference charged with recommending whether young attorneys would be required to serve an internship similar to physicians.

“I had the privilege to work with some of the leading deans, judges and lawyers in the country on a real thorny issue,” Stoup says. “It was a special experience for me to be able to take on that assignment while in law school. I could not have run the Law Student Division or worked with the Supreme Court had UMKC and our dean, Pat Kelly, not allowed me to go to school part time and provided me with administrative and other assistance.”

After graduating, he began practicing law in his father’s prac-
tice, primarily doing business formation work. He was always aware of how his degree in finance could work with his law degree, which came in handy when he began to do legal work for the owner of Clinique La Prairie, a federally licensed Swiss hospital seeking to enter the premium skincare business.

“I was 26 years old and had no experience in retail or cosmetics, but [the company’s owner] felt I had insight and would be able to manage both the business and legal matters and lead the company as its president,” Stoup says. “We conceived that with [the owner’s] hospital as background, people would be willing to pay double the price for a quality product. While our beginning was tenuous, La Prairie became one of the leading prestige skincare brands on a worldwide basis and is still a leader at specialty stores such as Harrods, Saks Fifth Avenue and Neiman Marcus. That was my first large entrepreneurial effort. I started as a lawyer and grew from there.”

After his work with La Prairie, Stoup teamed up with an English trichologist (hair doctor) with a hair care startup. Within 18 months, the business was sold to Elizabeth Arden. Thereafter, Stoup leveraged that experience to become president of a leveraged buyout effort of a NYSE company involving 650 hair salons located in the finest department and specialty stores around the world.

“That endeavor got me out of consumer products and into the service industry and set the stage for other opportunities including the acquisition and eventual sale of Elizabeth Arden Red Door on a worldwide basis,” Stoup says.

Most recently, Stoup has been co-chairman and CEO of Weil Lifestyle, a venture with a well-known medical doctor, Andrew Weil. He also is chairman of Trilogy Spa Holdings, which operates spas in some of the leading hospitality locations in the world, including the Waldorf Astoria in New York and the Fairmont Scottsdale Princess.

“I’m proud of the fact that I’ve been able to start and turn around companies that have been market leaders for decades. We’ve created companies that succeeded for shareholders and provided tens of thousands of jobs. In many cases these companies have evolved way beyond where I left them,” Stoup says. “I’ve always likened myself to an emergency room doctor — starting businesses from scratch or dusting off something broken and turning it around and sending them on down the road.”

Of course, Stoup’s success — like his choice to attend UMKC — should come as no surprise. After all, when a family’s name adorns a courtroom at UMKC, you might expect there to be some legacy of success.

“I’m enormously proud of my father. The fact that we both graduated from UMKC is a real source of pride for me,” Stoup says. “It’s a privilege for our family that a new generation of law students will have the ability to hone their skills in a well-designed, tech-savvy courtroom. That type of practical educational experience helped me along the way and, hopefully, will do the same for many aspiring attorneys over the years. The family wanted to honor my father for all he has done in his career. We also felt it was important that law students have the opportunity to try things on and see if they want to be a lawyer … or, perhaps, do something different, like me.”

For those who are looking to run an organization, Stoup firmly believes in the way he went about it.

“I’ve encouraged students with whom I have had the opportunity to speak that it might be a better option to go to law school than get an MBA,” Stoup says. “I think there is definitely a case to be made for the decision because it tends to set a candidate apart from the crowd if he or she has a law degree.”

“But, at the end of the day, it isn’t the degree you earn that makes the difference. What’s vitally important is that you find something you really, really love to do. If you love what you do, you’ll do very well. And from there the money will come. I’m very fortunate because in almost every instance, I have loved whatever it was that I was doing.”
For more than a year, Heath Hall and his business partner Brett Thompson couldn’t get any traction for their barbecue business.

The law school graduates were living in Washington, D.C., where, they humbly declare, barbecue was abysmal — and they were in a position to do something about it.

Hall, a 2000 graduate of the UMKC School of Law, had created a great spice rub and, with Thompson, had paid $8,000 to have 2,000 units produced. But short of going door to door, they quickly discovered they had no place to sell their Pork Barrel BBQ rub. Over months of persistent effort, they could convince only three stores in the greater Washington area to stock it.

Then came Barbara Corcoran, one of the “sharks” who stars on ABC’s hit reality television show “Shark Tank,” which gives entrepreneurs a chance to win venture capital investments.

In season one, Hall and Thompson pitched their business on the show. Corcoran bought 50 percent of their business for a $50,000 investment, and, overnight, Hall and Thompson watched their business take off.

“Upon airing (on Sept. 13, 2009), our life was completely different as a company,” says Hall, who now works for Pork Barrel BBQ full time. “Instead of people not taking our calls, the people we’d been trying to get in touch with were now calling us.”

Not quite overnight

Within a year, Pork Barrel BBQ’s product line, originally sold in only three stores, had expanded to include sauces and was being sold in a thousand stores. And today, four years later, Pork Barrel BBQ has merchandise in more than 3,000 stores across the country; the company expects to bring in $3 million in revenue this year.

Pork Barrel BBQ has been featured in Inc. and Men’s Health magazines and on Bloomberg news, among many other national publications. The August issue of Cook’s Illustrated declares the company’s original sauce (sold in 12-ounce bottles for $5.49) “supreme.” And Pork Barrel owns a stake in a successful Alexandria, Va., restaurant by the same name.

But, actually, getting to the overnight success “Shark Tank” provided took a little longer than a single night.

Way back in 2006, Hall and Thompson were working as legislative aides to then-Sen. Jim Talent of Missouri when they first came up with their business idea. Late one night, as lawmakers continued an endless debate over a federal appropriations bill and “pork barrel spending,” the two started talking about how
great it would be to eat some Kansas City barbecue.

“The two conversations — our late-night-dinner conversation and the debate over pork barrel spending on the floor — are what led to the birth of the idea,” Hall says.

But it wasn’t until after Talent lost his re-election bid and Hall and Thompson had moved to other jobs with more free time that they decided to pursue their idea.

**Assembling the kitchen cabinet**

By then it was 2008 and Washington still had pretty lousy barbecue options.

Hall, the cook, created a rub. A group of Hall’s and Thompson’s friends — jokingly known as their “kitchen cabinet” — helped perfect it. And the former Senate staffers found a spice manufacturer willing to produce the first 2,000 units.

That’s when the two lawyers-turned-entrepreneurs learned the reality of how hard it can be to start a business.

Even with their legal training, Hall says decoding and following the rules and regulations necessary to set up a business was nearly impossible.

“There are lots of entrepreneurs out there who we never know are entrepreneurs because they get scared at some point in the process,” Hall says. “There are obviously reasons why you have rules and regulations. Our point is that they can get crazy, and no one who writes them seems to speak English.”

Pork Barrel clearly got through that gauntlet. But in a very crowded barbecue market that is dominated by only a handful of brands, the company faced an even bigger challenge when it came to marketing.

**Burning up social media**

With no real marketing budget, Hall quickly realized that the best way to get known was to use social media. And he has ever.

With well over 30,000 Twitter followers, Pork Barrel is one of the most followed barbecue companies out there. The company provides a constant stream of barbecue-related news and is known for outrageous stunts that get attention.

The barbecue-scented cologne the company created and marketed was picked up by Jay Leno, *Glamour* and *Cosmopolitan*. And when the company burned iPads, iPhones and Kindles on its barbecue grill, the media came flocking.

“Earned media is really the best kind of media,” Hall says. “You can pay for media, but if someone else will do it — if someone else will sing your praises — I think today it can be a waste of money to invest in TV ads” and traditional media.

All the social media buzz about Pork Barrel is how “Shark Tank” creator Mark Burnett Productions discovered the company.

**Small but mighty**

Hall and Thompson still run almost the entire rub and sauce side of the business. Thompson’s father serves as COO. But the tweets, interviews and marketing stunts are solely the domain of Hall and Thompson.

Hall is the only full-time employee (the restaurant is a separate partnership) and he’s also the chef.

When Pork Barrel’s new red, white and blue smoker “Old Glory” hits the road for a barbecue contest — and that happens about 20 times a year — Hall is most often behind the grill. He’s also the one who came up with the recipes for the company’s award-winning rubs and sauces, which have been adorned with numerous ribbons and trophies.

**Quick thinking**

Although Hall didn’t leave law school expecting to become a barbecue entrepreneur, he says his law school training has served him well. It’s helped him know how to think on his feet and act confidently.

“If you don’t believe in yourself or you don’t believe in your idea, no one else is going to believe in your idea,” Hall says.

Maybe it was Hall’s UMKC School of Law education that helped him get through the most awkward point on “Shark Tank.”

“Heath, I have to tell you,” Corcoran famously quipped on the internationally aired show. “I can’t look at you without picturing you in a pig costume.”

Hall’s unruffled answer helped set his company’s success in motion.

Under the bright TV studio lights, with dramatic reality-show music blaring in the background, Hall put on a slight smile, looked at Corcoran and replied, “I guess I’ll take that as a compliment.”
ENTREPRENEUR
Paul Kavanaugh
(J.D. '84)
Of Counsel
Rollins/Kavanaugh, PC
Lawyers Advancing the Common Good

Social entrepreneurship and the law

by Kara Petrovic

Lawyers are known for giving back in a variety of ways, through pro bono work and public service as well as through contributions to their communities and beyond.

Paul Kavanaugh (J.D. ’84) is a prime example. For many years, he’s been taking advantage of his achievements as a trial lawyer by giving back to others locally and around the world. “My wife and I started off in fairly humble beginnings,” he says. “We were both given a lot of opportunities, and we both found it important to find a way to pay it forward.”

As a trial lawyer, Kavanaugh has won some of the largest medical malpractice verdicts in Missouri, helping victims receive recourse for serious injuries. But he realized he could do more and began training doctors in how to avoid malpractice, thereby avoiding problems in the first place.

In addition, he’s used his earnings to make a difference. He believes his current success is a result of the scholarships he received in college and the people who believed in him along the way.

“Being successful doesn’t mean a whole lot if you’re just buying new cars,” Kavanaugh says. “It’s about taking the opportunities you’ve been given and making a difference. I’d rather help others benefit from my success, because I wouldn’t be where I am today without the help of others.”

Kavanaugh and his wife, Debbie, a 1985 graduate of the UMKC School of Pharmacy, have both created scholarships to help future students, his at the School of Law and hers at the School of Pharmacy. But they wanted to do more. “We didn’t necessarily have a plan in place, we just wanted to do something that made sense.” In 2005, they started a charitable trust with the intention of giving back to those less fortunate throughout South America, Asia and Africa, as well as the United States.

They discovered their first project during a vacation to see a complex of sacred temples in Angkor, Cambodia. During their visit they met a young man who explained that education for the next generation of Cambodians was lacking in the country’s rural areas.

The couple’s first international humanitarian effort began after partnering with the World Association for Cambodia, which helped the Kavanaughhs start a school for 175 local children between the ages of 10 and 14. The couple has also provided malaria nets in Africa, supplied 400 wheelchairs for children and adults in Argentina, and worked on a Humane Society project to spay and neuter abandoned animals.

“I’ll never forget a young woman in...
**Students Pursue Careers in Social Entrepreneurship**

Many students come to law school to make a difference. Some see themselves as legal aid or public service lawyers, directly serving the community. But increasingly, students are expressing an interest in serving social entrepreneurs or serving as social entrepreneurs themselves.

Finding a law school with a focus on entrepreneurship is what drew Adrienne Haynes (J.D. ’13) to UMKC. After obtaining a degree in entrepreneurship from Buena Vista University in Storm Lake, Iowa, she wanted to pursue the legal side of starting a business from the ground up.

After her time at Buena Vista, Haynes says she wasn’t equipped to start her own business and knew others were likely in the same position.

“There are so many legal aspects you have to contend with when you’re running your own business,” she says. “You think it’s going great the first six months until someone slips and falls.”

Haynes says the Law School has prepared her to follow her dreams and work with budding entrepreneurs who want a chance to succeed and make a difference.

“With our Law School here in Kansas City — one of the best cities for entrepreneurs and startups — we are actively in the forefront to see how we can make a difference and teaching tomorrow’s legal leaders that social change is more than a buzzword,” she says.

Argentine with spina bifida who came up to me and asked, “Why are you doing this?” after she received a wheelchair,” he says. “I told her, ‘It’s because that’s what Americans do. We want to make the world a better place.’”

The Kavanaughs return to Cambodia each year to see how the school is making a difference for the students enrolled.

“Being a social entrepreneur isn’t just about paying it forward,” Kavanaugh says. “It’s also about taking time to see how your efforts are making a difference.”

**Profit-making businesses working for the public good**

Businesspeople as well seek to be “change makers,” pushing boundaries and developing companies based on a model that looks at people first and a business plan second.

Over the last two decades, there’s been a trend among what are termed “social entrepreneurs” to invest in solutions that have an impact not only on their businesses but also on individuals throughout their communities and the world.

While the language of social entrepreneurship may be new and trendy, the overall theme is not. True social entrepreneurs have been around for years, but the “social mission” concept has recently received ample attention because it’s getting results.

“Today’s social entrepreneurs are true problem solvers,” says Malika Simmons, visiting assistant clinical professor at the UMKC School of Law. “They are looking at different ways to solve problems that are impacting individuals in the 21st century. These men and women are creative and thinking outside of the box to make things happen.”

Take Blake Mycoskie, founder of TOMS Shoes, a California company that pioneered a “One for One” business model that relies on delivering a pair of shoes to a child in need for every pair of shoes sold. According to a recent New York Times article, the company has distributed more than 2 million pairs of shoes to children in more than 51 countries since its founding in 2006.

“The success of TOMS Shoes is a great example of a social entrepreneur who saw an issue and worked to develop a dedicated business plan with a mission of bettering things,” Simmons says. “With the growth of social entrepreneurship, our law school faculty is working hard to provide students with the professional knowledge needed to counsel the next generation of innovative thinkers and developers.”

**Complex legal issues in social entrepreneurship**

The UMKC School of Law views social entrepreneurship as an important element of 21st-century thinking and action. And while enthusiasm for social entrepreneurship is growing, Tony Luppino says outlining the ins and outs of social entrepreneurship is no easy task.

“Even the experts have difficulty defining it,” he says. Moreover, when a venture proposes to mix social benefits or charitable goals with the potential for profit generation for private investors, as appears to be an increasingly popular approach in modern social enterprises, the challenges of identifying and analyzing the legal issues involved can be substantial. “Instead of a traditional for-profit or nonprofit entity, you may be working with a social enterprise that is essentially a hybrid of the two, and with respect to which special laws are evolving and will have to further adapt.”

Depending on how the hybrid arrangements are structured, Luppino explains, there are various solutions that can allow the social enterprise to work. For example, new forms of business organization have emerged with the express purpose of facilitating social entrepreneurship. These include, among others, the “low-profit limited liability (L3C)” and the “benefit corporation.” Though currently existing under statutes in only about 20 percent of U.S. states, the momentum for more states to create such hybrid entity statutes is growing and may accelerate now that Delaware, a longtime leader in corporate law, has recently enacted a benefit corporation statute. Issues created when some states enact new forms of business entities include the extent to which such entities can comfortably register to conduct business in states without such statutes. And with new entity forms comes the potential
need for not only business organizations law, but also securities regulation, tax and other laws to keep pace and properly balance sometimes competing considerations.

“This is why it’s so critical for someone to talk with a lawyer when they first get started,” Luppino says. “The way someone structures their organization plays a big role in how legal issues work.”

Legal issues facing nonprofit enterprises

Purely nonprofit ventures face legal questions as well, including complex issues relating to the tax status of their contributions and activities. Professor Chris Hoyt has been teaching students and lawyers about these issues for years and is now focusing on how lawyers can assist clients in effectively transferring wealth from their retirement accounts to charitable organizations.

As social entrepreneurs attempt to take advantage of new technologies to more effectively raise money and deliver services, legal issues abound. And as they cross national boundaries and endeavor to deliver services internationally, the need for specific legal knowledge and training increases.

Partnership for positive change

To help ensure that future law students are equipped to deal with the complex legal issues that can stand in the way of social entrepreneurs’ dreams becoming reality, the School of Law has partnered with UMKC’s Henry W. Bloch School of Management, a nationally and internationally ranked business school in entrepreneurship, to prepare the next generation of counselors for these new business ventures.

“Our school takes an entrepreneurial approach to a lot of the things we do, and we are very mindful of both the responsibility and the impact we have throughout the community,” says Ellen Suni, dean of UMKC’s School of Law. “Forming this partnership was a natural extension and puts UMKC in the forefront of fostering this type of social growth. The collaboration between the School of Law and the Bloch School is making a difference.”

The UMKC School of Law sees social entrepreneurship as a growing trend, which means individuals will continue to have legal questions about what qualifies as a social enterprise and what limits there are on what those enterprises can do. UMKC plans to continue to cultivate a passion for social entrepreneurship and the legal aspects associated with it through conferences, such as the two-day Midwest Symposium on Social Entrepreneurship held in Kansas City in May.
Throughout his storied legal career, it’s fair to say that Ray Wagner (J.D. ’85) has been almost everywhere within the legal profession and that his cumulative breadth of legal experience has been invaluable in preparing him for his current role as vice president of government and public affairs for Enterprise Holdings.

With current annual revenue of more than $15 billion and nearly 75,000 employees, Enterprise Holdings, which owns and operates the flagship Enterprise Rent-A-Car brand as well as National Car Rental and Alamo Rent-A-Car, was founded on entrepreneurial principles. And entrepreneurship remains at the core of the company’s value system.
Roots in business and government
At the core of Wagner’s expertise is a focus on business. Before earning his juris doctorate with a focus on business law from UMKC and his LL.M. in tax from Washington University, Wagner earned a Master of Business Administration from St. Louis University. After a Missouri Supreme Court clerkship, he joined the St. Louis law firm of Stuelhaus & Walsh.

From there, Wagner was tapped for a position with the Missouri Department of Revenue, which led to a position as chief counsel to then-Gov. John Ashcroft, who subsequently appointed Wagner director of the Missouri Department of Revenue. When Ashcroft’s term ended in 1993, Wagner was immediately recruited for a position as revenue director in Illinois.

An unexpected turn
Wagner’s assumption was that after his tenure with the state of Illinois he would join a law firm and bring his focus back to business and tax law. Then he got a call from an attorney recruiter and everything changed. Enterprise was looking to hire its first attorney ever. The recruiter thought Wagner was the one for the job.

“It wasn’t a traditional general counsel position,” says Wagner. “Instead, the company was looking for someone with an entrepreneurial attitude to focus on government affairs.”

The opportunity presented a fork in the road for Wagner.

“Did I really expect to spend my career tweaking car statutes?” he says he wondered at the time.

He sought advice from Ashcroft, who reframed the opportunity as a chance to work for one of the most successful companies in the country and to be at the table in setting national transportation and corporate law policy in statehouses and Congress.

“He helped me realize that it was really all about helping to establish public policy in an area used by millions each week,” Wagner says.

The right combination
Because St. Louis-based Enterprise is a company founded on entrepreneurship, when Wagner accepted the position, he walked into a culture that did not want to feel the presence of lawyers.

“I had to work doubly hard to avoid the attorney stereotype and provide solutions that did not create an environment of ‘that can’t be done,’” he says.

In order to achieve that, Wagner had to understand the whole business.

“Often attorneys only understand the one part of a business for which they provide services,” he says. “In my capacity, I learned not just the rental car business, but leasing, trucking, car sales — and how they are all connected.”

That, he says, is the greatest asset a lawyer can bring to an entrepreneurial venture: “To be a true partner who knows the business, and not just a provider of legal advice.”

In addition, Wagner brought an impressive and wholly relevant skill set to the position.

“Both my legal education and my business background served me well in this capacity,” he says. “And having served as general counsel to a state governor prepared me to serve as a top strategist to a corporate CEO.”

His positions in two state revenue departments also lent him expertise in running large corporations.

And last but not least, Wagner had the right personality for an entrepreneurial organization like Enterprise.

“Enterprise has a unique tendency to hire outgoing personalities to run our branches,” he says, “We hire more college grads every year than most other companies.”

Wagner’s outgoing personality, then, was a perfect fit for that culture.

Still, the position with Enterprise was not without its unique hurdles.

“The whole culture is entrepreneurship,” says Wagner. “There’s a definite place for lawyers within it, especially if they can embrace the entrepreneurial spirit. That can sometimes be a challenge.”

But it’s a challenge for which Wagner is impeccably suited.
Champion of the Urban Core

Allison Bergman (J.D. ’96), senior counsel at the Hardwick Law Firm LLC, was named 2013 recipient of the UMKC Alumni Association’s prestigious Alumni Achievement Award for the UMKC School of Law. Her passion for urban development and community service is recognized across Kansas City and throughout Missouri.

What was your reaction to the news that you were named 2013 Alumni Achievement Award Recipient for the UMKC School of Law?
When Dean Suni called me and told me, I was astonished. I know so many others in the profession who I think are far more worthy than I am to receive this honor. I’m tickled to get an award of such status for doing something I love so much. It’s the highest compliment.

What fuels your dedication to Kansas City’s urban core?
I didn’t grow up in a city. I was raised in a small town outside of Seattle. But I have always loved the urban environment, so when I was old enough to drive, I’d seize every possible opportunity to get to the big city. Now, many years later, I’m at a perfect place: I live in the city, work in the city and help redevelop the city. I couldn’t be happier.

I am also inspired by the built environment. I really wanted to be an architect, but I am terribly bad at math—and didn’t want to design the next leaning Tower of Pisa because I messed up a calculation! So by practicing as a development lawyer, I get the opportunity to combine my internal desire to be creative with my professional desire to be a developer and help make a lasting contribution to the community. It’s the perfect marriage!

I particularly enjoy helping clients with urban core projects. It’s incredibly satisfying to look out my office window, see a downtown building that was blighted and had little value, and know that the work I did as a lawyer helped turn the clock back to give it another 100 years of life. I get the satisfaction of helping revive a part of the city’s historic architecture without doing any math!
What do you feel has been your greatest accomplishment in that arena?

That’s like trying to pick a favorite child! I’m working on two transactions right now that I consider to be huge accomplishments, because they’ve involved years of planning.

One is the redevelopment of an area at 39th and Euclid that used to be the site of the historic and very blighted Horace Mann School. In 2007, Ivanhoe Neighborhood Council wanted to purchase the school to create affordable senior housing. Margaret May, Ivanhoe’s executive director, contacted me to help Ivanhoe acquire the building and try to get tax abatement and other incentives. Even though the council owned the building, however, we had to jockey for development rights against another developer, who ultimately sued Ivanhoe to condemn the property. We defeated the eminent domain proceeding, and also won the appeal, but the litigation process caused a three- to four-year delay in the redevelopment project. So during that time, the property fell into greater disrepair. Then in late 2011, arsonists set fire to the building two times in a single day! Now, six years after the project’s genesis and in collaboration with the city of Kansas City, we’re finally turning dirt on a multimillion dollar, four-phase project that will include senior cottages, duplexes and market-rate commercial units.

The second project has been more than a decade in the making. I represent Beacon Hill Developers, which has been working to redevelop a 90-acre property south of the downtown central business district. Urban planning, zoning and a multi-year federal receivership essentially put the project on ice. Now the receivership is being terminated, and we are in the process of solidifying a deal with UMKC to create a 245-bed student housing development next to the UMKC Dental School on Hospital Hill. This new development will be the first substantial economic development project east of Troost in more than a generation and will help bridge the invisible racial divide that Troost has represented for far too long. It’s also going to further the Kansas City Chamber of Commerce’s Urban Neighborhood Initiative and its effort on Troost. It’s going to change the face of Troost in the urban core. Working alongside my clients in this process has been a thrill and an honor.

What has been the most significant turning point in your career?

Realizing I did not want to be a litigator. Having worked at what is now Stinson Morrison Hecker, I had some great experiences in the courtroom. Litigation is a great rush of adrenaline, but it just wasn’t my passion. I realized that I wanted to return to my passion for redevelopment. I began working with Jerry Riffel at Lathrop & Gage, starting as an associate and eventually making partner. We worked on several major downtown development projects together. He was a great mentor and really fueled my passion for downtown redevelopment. Had I not made that change, I think I’d be a very unhappy litigator today—which would not make me a very good lawyer.

What’s your utopian vision of Kansas City?

That’s an easy question. I’ve spent many years on the board of the Greater Kansas City Local Initiatives Support Corporation (LISC), the nation’s largest neighborhood development intermediary, and Sheffield Place, a transitional living facility for homeless women and their children. I volunteer only for organizations that run parallel with my work passion. From these volunteer experiences, I would say that my utopian vision is for everyone to have a safe, affordable home in which to live. That’s not our current reality, but it’s a vision worth working toward.

—Chandra Blackwell
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The UMKC School of Law and the Law Foundation gratefully acknowledge the generosity of all supporters. We thank the following donors of gifts of $250 or more between July 1, 2012 and June 30, 2013.

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Class Acts
Support Students

The Class of 1997 created and funded an endowed scholarship to honor UMKC School of Law faculty member Robert C. Downs. Since 1996, the scholarship, which is funded by the annual Bob Downs Golf Tournament, has been awarded to students who contribute to the life of the Law School community through their service to the school. The fund also allows for a recruitment scholarship to help attract highly qualified incoming students.

Incoming and current students at the UMKC School of Law may also be eligible for financial support courtesy of the Class of 1980. In honor of the 25th anniversary of their law school graduation, the Class of 1980 has created and funded an endowed scholarship for UMKC law students. This scholarship helps the law school attract and retain students to become innovative lawyers and community leaders.

The Classes of 1997 and 1980 play a key role in helping current and future UMKC students succeed in their legal education. Are you interested in also having the legacy of your class remembered through an endowed scholarship? If so, please contact Kirk Baughan with the Law Foundation at 816-235-6328 or baughank@umkc.edu to find out how you can get started.

*Matching amount included

“With state support for higher education dwindling, I feel both compelled and honored to contribute. We should all help give today’s students the same opportunity we had for a valuable and fulfilling legal education at UMKC.”

Steve Cosentino (J.D. ’97)
Stinson Morrison Hecker
<table>
<thead>
<tr>
<th>Year</th>
<th>Percentage</th>
<th>Name 1</th>
<th>Name 2</th>
<th>Name 3</th>
<th>Name 4</th>
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<tr>
<td>1940</td>
<td>100%</td>
<td>Mr. Donald J. Quigg</td>
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<td>1942</td>
<td>33%</td>
<td>Mrs. Florence M. Fordemwalt</td>
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<td>1950</td>
<td>3%</td>
<td>Mr. Arthur H. Stoup</td>
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<td>1953</td>
<td>17%</td>
<td>Mr. Clarence A. Conoley, Mr. Robert A. Dakopolos, Hon. Gene R. Martin</td>
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<td>1954</td>
<td>15%</td>
<td>Mr. Robert D. DeWitt, Hon. Jack E. Gant, Mr. John S. Parmerlee</td>
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<td>1955</td>
<td>7%</td>
<td>Mr. Norman O. Besheer, Mr. E. Eugene Innis</td>
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<td>1956</td>
<td>9%</td>
<td>Hon. Timothy D. O'Leary, Mr. Leonard Swade</td>
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<td>1957</td>
<td>7%</td>
<td>Mr. Jack D. Cooper, Mr. C. Eugene Spitz Jr.</td>
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<td>1958</td>
<td>5%</td>
<td>Hon. Rollie R. Baldwin, Mr. H. Howard Stephenson</td>
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<td>1959</td>
<td>4%</td>
<td>Mr. Charles J. Hulse, Mr. Marvin E. Rainey</td>
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<td>1960</td>
<td>5%</td>
<td>Mr. Stanley D. Slagg, Mr. August V. Spallo</td>
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<td>1961</td>
<td>7%</td>
<td>Hon. Thomas Sims</td>
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<td>1962</td>
<td>9%</td>
<td>Mr. Donald L. Slyter, Mr. Nicholas A. Tomasic</td>
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<td>1963</td>
<td>21%</td>
<td>Mr. Richard P. Bruening, Mr. Bruce G. Heaverer, Mr. David K. Richards, Mrs. Judith Ann Whittaker</td>
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<td>1964</td>
<td>10%</td>
<td>Mr. Charles J. Fraas Jr., Hon. Michael J. Maloney, Mr. Gene E. Voigts</td>
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<td>1965</td>
<td>17%</td>
<td>Mr. Lawrence R. Bold, Mr. Christopher W. Burford III, Mr. Richard B. Jamison, Mr. James H. Marsh Jr., Hon. J.D. Williamson Jr.</td>
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<td>1966</td>
<td>9%</td>
<td>Mr. Meyer W. Brown, Mr. Roger M. Phillips, Mr. Mike T. White</td>
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<td>1967</td>
<td>13%</td>
<td>Mr. G. Fredrick Bellermere III, Mr. Hollis H. Hanover, Mr. Newman E. McAllister, Mr. Julius M. Oswald, Mr. Lonnie J. Shalton, Mr. Walter R. Simpson</td>
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<td>1968</td>
<td>12%</td>
<td>Mr. Michael J. Albano, Mr. Michael Michael Fatali, Mr. Reggie C. Giffin, Mr. L. N. Ingram III, Mr. Charles F. Myers, Mr. Ernest M. Yu</td>
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<td>1969</td>
<td>16%</td>
<td>Mr. Truman K. Eldridge Jr., Prof. George Michael Fenner, Mr. Richard F. Halliburton, Mr. George E. Kapke, Mr. Peter S. Levi, Hon. Gary E. Lowe, Mr. William B. Prugh</td>
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<td>1970</td>
<td>7%</td>
<td>Mr. Joe A. Harter, Mr. Francis H. McClemon Jr., Mr. Julius M. Oswald, Mr. R. Pete Smith</td>
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<td>1971</td>
<td>13%</td>
<td>Mr. H. Elvin Knight Jr., Mr. Ronald L. Kraft, Mr. Norman W. Lampton, Mr. John A. Layton, Mr. Lloyd C. Loonis, Mr. Cenobio Lozano Jr., Mr. Stanley L. Morris, Dr. Ernest H. Neighbor, Mr. Richard Leo Purdon Hon. Ortrie D. Smith, Mr. Robert T. Steinkamp Hon. Cynthia Suter</td>
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<td>1972</td>
<td>9%</td>
<td>Mr. Frederick B. Farmer, Mr. Gerald M. Handley, Mr. Douglas B. Kays, Mr. Jack A. Lewis, Hon. Ann Mesle, Mr. Michael J. Patton, Mr. Gary E. Ravens, Mr. Steven J. Streem, Mr. Joseph R. Tafelski Hon. Robert G. Ulrich, Hon. Roger E. Wall</td>
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<td>1973</td>
<td>11%</td>
<td>Mr. James F. Aldrich, Mr. Paul F. Angel, Mr. Joseph R. Borich III, Mr. Timothy L. Brake, Mr. Frederick D. Ernst, Mr. Donald M. Fehr, Hon. Gary A. Fenner, Mr. Lawrence L. Ferree III, Mr. Martin M. Gorin, Mr. Kenneth D. Hassler, Mrs. Kathleen A. Hauser, Mr. John R. Osgood, Mr. Jack D. Rowe, Mr. Albert M. Spradling III, Mr. James W. Tippin, Mr. Robert J. Watson, Mr. James R. Wyrsh</td>
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<td>1974</td>
<td>12%</td>
<td>Hon. John Beeler, Mr. Stephen P. Chinn, Mr. David L. Colgan, Mr. James Thomas Cook, Mr. J. Michael Cronan Hon. Robert H. Dierker Jr., Mr. Dan K. Erdel, Mr. Michael E. Hughes, Mr. Charles F. Kiefer Jr., Mr. Richard A. Koehler, Mr. Michael T. Marlotte, Mr. Michael Lee McDorman, Mr. Robert P. Numrich, Mr. Bennie O'Neill, Mr. Roger M. Phillips, Mr. Richard D. Rhyne, Mr. Rod L. Richardson, Ms. Terry J. Satterlee, Mr. Alan D. Schwartz, Mr. Fred L. Slough, Mr. Dan Sturdevant Ms. Eileen S. Sullivan, Hon. William L. Syler, Mr. David R. Tripp, Mr. Harold A. Tzinberg, Ms. Nancy Stuver Wallingford</td>
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<td>1975</td>
<td>5%</td>
<td>Mrs. Alice Jacks Achtenberg, Mr. Philip Dale Barrett, Mr. Charles E. Hammond, Mr. John L. Hayob, Ms. Louise C. Hipsh, Mr. Thomas D. Hyde, Mr. Michael P. Shea, Mr. Gary Lee Sillietto</td>
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<tr>
<td>1976</td>
<td>14%</td>
<td>Mr. Jack T. Bangert, Mr. Irvin V. Belzer, Mr. Steve D. Burmeister, Prof. Robert C. Downs, Mr. James E. Ewan Hon. Arthur B. Federman, Mr. Andrew J. Gelbach, Hon. Jon R. Gray, Mrs. Judith Stewart Heeter, Hon. Victor C. Howard, Mr. Terence J. Kelley, Mrs. Marcie D. Laner, Mr. Alan L. Markowitz, Mr. Henry M. Page, Mr. Charles M. Rogers, Mr. Michael J. Sanderson Ms. Judy Strong, Mrs. Leslie A. Thomson, Mr. Gerald L. Warren</td>
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<td>1977</td>
<td>11%</td>
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<td>1978</td>
<td>12%</td>
<td>Mr. John R. Campbell Jr., Mr. John Frederick Daniels III Col. Bradley J. DeAustin, Mr. James B. Deutsch, Mr. James A. Dingwerth, Ms. Gayle Stutzman Evans, Mr. Alan B. Gallas, Mr. Mark H. Gilgus, Mr. Christopher Hoberock, Mr. Robert G. Ingold, Mr. Larry W. Joyce, Mr. Leo Loren Logan, Mr. David L. Miller, Mrs. Marion W. O'Neill, Mrs. Frances E. Reddis, Mr. Patrick E. Richardson, Ms. Victoria Schwartz Williams, Hon. Vernon E. Scoville III, Mr. James R. Skain</td>
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1979 – 7%
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Mr. Steven L. Stevenson
Mr. Gregory W. Tempel

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Mr. William S. Lacy Jr.
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Mr. Norbert E. Hart
Ms. Michelle Stark Kaufman
Hon. Rebecca S. Magruder
Mr. Peter M. Ossorio
Mr. Kirk R. Presley
Hon. Marco A. Roldan
Ms. Kimberley S. Spies

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Mr. D. Keith Henson
Mr. Michael D. Holzknecht
Hon. Ted House
Mr. Bruce C. Jackson Jr.
Ms. Constance M. Jordan
Mr. Paul F. Kavanagh
Hon. Philip T. Kyle
Mr. Joel Laner
Ms. Lauri J. Laughland
Ms. Rhonda Sue Loeppke
Mr. Richard F. Lund
Mr. James M. McCarten

1985 – 6%
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Mr. Joseph S. Gall
Mr. Charles W. Gordon Jr.
Mr. David Bryant King III
Dr. Dennis Laster
Ms. JoAnne F. Lewellen
Mrs. Maribeth S. McMahon
Ms. Connie F. Montgomery
Mr. Bill Richerson
Ms. Andrea June Routh

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“I give to UMKC Law School because it is part of UMKC. I owe UMKC because it awarded me two graduate scholarships when other organizations just wished me the best in my endeavors. I’ll continue to give out of gratitude.”

Katherine Ray (J.D. ’05)
Missouri Court of Appeals

“I give so that other individuals may have the opportunity I had for an excellent education. UMKC School of Law provides the tools to develop into an exceptional attorney. This opportunity should be shared and enjoyed by many.”

Ross C. Nigro Jr.,
(J.D. ’92)
Nigro Law Firm LLC

“I donate to UMKC and the UMKC Law School to say ‘thank you’ to all of the professors and staff who went out of their way to make my undergraduate and law school years a pleasant experience. Every promise made to me when I was recruited to the university was kept.”

Michael S.J. Albano
(J.D. ’98) Welch, Martin & Albano LLC

“I give because I benefited greatly from UMKC School of Law’s practical opportunities, including its client counseling, negotiations and trial and appellate advocacy programs – programs which are often funded directly by alumni. I also give because I would have loved that brand-new law library.”

Megan McCurdy (J.D. ’07)
Stinson Morrison Hecker LLP

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“I give so that other individuals may have the opportunity I had for an excellent education. UMKC School of Law provides the tools to develop into an exceptional attorney. This opportunity should be shared and enjoyed by many.”

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(J.D. ’92)
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Stinson Morrison Hecker LLP

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Katherine Ray (J.D. ’05)
Missouri Court of Appeals

“I give so that other individuals may have the opportunity I had for an excellent education. UMKC School of Law provides the tools to develop into an exceptional attorney. This opportunity should be shared and enjoyed by many.”

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(J.D. ’92)
Nigro Law Firm LLC

“I donate to UMKC and the UMKC Law School to say ‘thank you’ to all of the professors and staff who went out of their way to make my undergraduate and law school years a pleasant experience. Every promise made to me when I was recruited to the university was kept.”

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(J.D. ’98) Welch, Martin & Albano LLC

“I give because I benefited greatly from UMKC School of Law’s practical opportunities, including its client counseling, negotiations and trial and appellate advocacy programs – programs which are often funded directly by alumni. I also give because I would have loved that brand-new law library.”

Megan McCurdy (J.D. ’07)
Stinson Morrison Hecker LLP

Why I give…

“I give to UMKC Law School because it is part of UMKC. I owe UMKC because it awarded me two graduate scholarships when other organizations just wished me the best in my endeavors. I’ll continue to give out of gratitude.”

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New Tax Law Creates Opportunities for Giving to UMKC Law

Under the 2012 Tax Payer Relief Act, charitable gift strategies can reduce the impact of the tax increases that raise the top tax rate to 43.4 percent with the Medicare surcharge and increase the capital gains rate for some taxpayers.

Gifts of appreciated securities are now even more valuable

**Tax Reduction Strategy:** Gifts to the Law School of long-term appreciated shares will eliminate capital gains tax and the Medicare surtax and the full value of these assets can be given to the Law School as a charitable deduction.

**IRA Rollover avoids income taxes and may prevent 43.4 % tax rate**

**Tax Reduction Strategy:** Taxpayers who are 70½ years or older and must take required distributions from their IRA can transfer up to $100,000 to UMKC School of Law by Dec. 31, 2013. These transfers satisfy the minimum distribution requirement for the IRA and do not have to be reported as ordinary income. The benefit is multiplied even more if the $100,000 in income would move the taxpayer into a higher tax bracket.

**Charitable donations offset taxable income resulting from a Roth Conversion**

**Tax reduction strategy:** The act expands the types of accounts eligible for a Roth IRA conversion to include 401(k), 403(b), or 457(b) accounts. Make corresponding charitable contributions to offset the increase in taxable income in the year the conversion is made.

Please consult your advisors on your specific situation as it relates to tax planning.

For more information about gifts to the UMKC Law Foundation please contact Kirk Baughan, Director of Development and Major Gifts, UMKC School of Law, at 816-235-6328 or baughank@umkc.edu.

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**1986 – 6%**
Hon. Jeffrey L. Bushur
Ms. Christine T. Bushyhead
Mr. Douglas C. Lockwood
Hon. Michael J. Ordnung
Mr. Robert L. Ricklefs
Ms. M. Teresa Schmiedeler
Colonel Ursula P. Schultz
Ms. Diane R. Stafford
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**1987 – 9%**
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Mr. Grant L. Davis
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**1988 – 16%**
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Ms. Paula L. Schrach
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Mr. Dennis B. Bosch
Mr. Patrick W. Campbell
Ms. Ellen D. Jervis
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Hon. Molly McCloskey Merrigan
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**1991 – 6%**
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Mr. Tim J. Flock
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Ms. Michelle A. Fox
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Mrs. Laurie Snell
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**1994 – 4%**
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Ms. Susan L. Godby
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Mr. Steven B. Becker
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Mr. Derek Heath Potts
Mrs. Susan D. Wolfe
The Law School has a great tradition of helping students succeed. But to make this help possible, we need support from alumni like you. Support your Law Foundation today to:

- send students to competitions;
- provide enriching programs and activities;
- support our outstanding faculty;
- increase diversity; and
- make a reasonably priced, high-quality legal education a reality for the next generation of lawyers.

Together we can make a difference.

Imagine

UMKC School of Law 2013 Annual Fund
Together we can make a difference

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Alumni Events

The Big Event

More than 100 Law School supporters “put on the ritz” at the fourth annual Big Event at the Hilton President hotel on Feb. 23, 2013. “Glitz, Glamour, Gatsby” included Great Gatsby-themed decorations, an ice sculpture surrounded by martinis, and a band playing songs from the 1920s. The evening, which also featured a VIP reception and photo booth, raised approximately $5,000 to support student competition travel.

1. Friend of the Law School, Maureen Brady; Desarae Harrah, ’05; and Andrea Welch, ’97
2. Keith Cutler, ’89; Dana Cutler, ’89; Billie Tippin; Jim Tippin, ’73 (The Tippins won the best costume prize: one night’s stay at the Hilton President hotel)
3. Michael Crowley, 09; Kate Crowley, ’09
4. Lynn Herndon, ’10; Austin Herndon
Downs Golf Tournament

The 17th Annual Professor Robert Downs Scholarship Golf Tournament raised approximately $20,000. More than 90 players on 23 teams participated in the scholarship tournament, held May 10 at the Tiffany Greens Golf Club. The winning team of Steve Cosentino, Andrew Buser, Dan Novascone and Doug Valenti finished with a score of 61.

6. Dick Rhyne, ’74; Steve Becker, ’96; Bob McQuain, ’77; Professor Robert Downs, ’76 7. Steve Cosentino, ’97; Andrew Buser, ’12; Dan Novascone; Doug Valenti 8. Jim Myers, ’97; Sue Becker, ’12; Brandee Bower, ’00; Brian Witt, ’97; Jennifer Zimmermann, ’12; Steve Bough, ’97

Commencement

The Law School celebrated its graduates and their families at commencement ceremonies held May 18. More than 170 students made up the May 2013 list of graduates, including 163 who received juris doctorates.

Alumnus and U.S. District Court Judge Ortrie D. Smith gave the keynote address. James A. Polsinelli, founder of the Polsinelli law firm and a major name in legal entrepreneurship in Kansas City, received an honorary doctorate.

9. In addition, two members of the Class of 1963, Bruce Heavner and Don Weinstein, accepted certificates commemorating their 50th anniversary.
Law School Bucks
National Trend

Admissions up for 1L entering class

In response to negative newspaper and magazine articles expressing concern about high debt loads and bleak job prospects for graduating law students, applications at law schools across the country have declined dramatically, leading to downsizing at many schools. UMKC is not among them.

Although applications declined about 13 percent for the Fall 2013 entering class, enrollment is up well beyond initial predictions, showing an increase of more than 20 students rather than a decline.

No one factor likely led to this turn of events, but among the likely causes are:

A Best Value
The National Jurist magazine recently designated UMKC School of Law as a “top 20 best value.” The magazine bases its rankings on a combination of cost factors (tuition rates, cost of living, and post-graduation debt) and student performance (bar passage and employment rates). UMKC’s 96 percent bar pass rate and 90.9 percent employment rate, when coupled with its reasonable tuition and low cost of living, make for a great value to law students.

Practical Curriculum
UMKC’s curriculum is designed to graduate “practice-ready” lawyers who are able to step in and succeed in a wide range of positions. The school’s many clinics provide students with a hands-on experience, and the variety of externships and curriculum specializations allow opportunities to gain helpful, in-depth knowledge to benefit graduates of the program.

Friendly Faces
UMKC has worked to build a reputation for having excellent faculty and staff who are student-friendly and dedicated to student success, while at the same time being intellectual and professional leaders in their respective fields. That combination of knowledge and accessibility helps students achieve greater success both in the classroom and after graduation.

Aggressive Recruitment Strategies
There aren’t many schools that interview all applicants before making an offer of admission, but UMKC takes that extra step to ensure that the whole student is considered, rather than simply a series of scores and grades. This also allows prospective students to make a decision about whether UMKC is the right fit for them after having the opportunity to visit the campus, sit in on a class, and meet faculty they’ll be working with throughout their law school experience and beyond.

Increased Scholarship Awards
Students focus better on their studies when they don’t have to worry about how they’ll afford school. UMKC offers a number of merit- and need-based scholarships to help students clear the hurdles to a legal education.

Innovative Programs
UMKC has a range of unique programs for students to tailor their law school and post-law school experiences in a way that best suits them. The school’s summer start program gives students the flexibility to begin their studies at a time when it might be more convenient for them. The expanded integrated learning experience in the first year allows students to see the interconnections between their classes and to begin to develop lawyering skills in context. The entrepreneurial lawyering courses provide hands-on learning in how to run a practice, and the incubator allows graduates to use this learning in a mentored practice setting after passing the bar. These programs, in addition to the various specialities found at UMKC Law, make for a one-of-a-kind educational experience.

In future years, Law School officials hope not to exceed anticipated enrollment of 150. They continue to develop innovative new programs arising out of the school’s recently adopted strategic plan. These programs will further enhance the quality of education and the preparedness of graduates, thereby providing Kansas City, the region and beyond with beginning attorneys who can add value for their clients and their communities.
New Staff Members

Kirk Baughan, Director of Development and Major Gifts

Kirk Baughan joined the Law School June 17 as the Director of Development and Major Gifts. A Kansas State University alumnus and Salina, Kan., native, Baughan brings 23 years of higher education experience to UMKC, previously working with the University of Denver Sturm College of Law, Arizona State University and the Kansas State University Foundation.

“Every great city needs a great law school and UMKC and the Law School are an essential part of the future of Kansas City,” said Baughan. Baughan will be focusing on the Law School’s strategic plan to emphasize the school’s strengths and also meet the needs of the community it serves.

Baughan enjoys hiking, attending sporting, arts, theater and music events, and spending time with his nine grandchildren.

Lydia Dagenais, Director of Law School Admissions

Lydia Dagenais, joined the Law School Aug. 12. Originally from Kansas City, she brings eight years’ admissions experience to UMKC.

“I was incredibly drawn to UMKC Law because it has a liberal arts feel in an urban environment. That resonated with me as the type of institution that serves not only its students but also the community,” Dagenais will be working closely with the admissions committee to maintain a personal, hands-on admissions process that best reflects the values and community of the Law School.

In her free time, Dagenais, with the help of her husband, is looking forward to introducing her son to the many things Kansas City has to offer. She also enjoys traveling to visit family in Hawaii and the Netherlands.

Public Service Honors Program

The UMKC School of Law recognizes the key role it plays in shaping its students’ professional values. As the assistant director of Career Services, Shannon O’Bryan is responsible for the administration and promotion of the voluntary Pro Bono/Public Service Honors Program and the Judge John W. Oliver Public Service Program, known as the Oliver Fellowship.

A Hands-On Opportunity to Help

“UMKC Law is committed to creating an environment that instills a sense of civic responsibility in our students and emphasizes the importance of helping individuals of limited means within the community,” says O’Bryan. “We strongly encourage our students to participate in the Honors Program and to apply for the Oliver Fellowship in furtherance of this commitment.”

The Honors Program is designed to expose students to various areas of the law and give them hands-on legal training, as well as the opportunity to develop relationships with lawyers and legal organizations in the community and the chance to make a difference in people’s lives. Students who complete the Honors Program are recognized at graduation.

Benefits During and Beyond School

The Oliver Fellowship provides loan repayment assistance of up to $5,000 over three years to one graduating law student from each class who is pursuing a career in public service. Prior recipients have found positions with the public defender’s office, the prosecutor’s office, Legal Aid and in death penalty defense. Work in any public service position, whether civil or criminal, can qualify a graduate for the Oliver Fellowship.

Well-Deserved Recognition

This year, the Law School promoted both the Honors Program and the Oliver Fellowship during its annual Pro Bono and Public Interest Service Week.

On Feb. 12, Career Services hosted a luncheon to recognize past Oliver Fellowship recipients and educate students about the importance of pro bono work and service to the community. Speakers included Dean Ellen Suni, Professor Jasmine Abdel-khalik, Dick Miller (the Law Foundation’s 2012 Pro Bono Award winner), and three past Oliver Fellowship recipients (Keith O’Connor, ’10; Ashleigh Atchison, ’11; and Peter Hoffman, ’12). More than 60 students and Law School faculty members attended the luncheon.

Career Services also hosted the Public Interest and Government Career Fair on Feb. 14. Twenty-three employers showcased their organizations and talked with students about volunteer and career opportunities.

Both events raised awareness of the programs available at the Law School and encouraged students to foster relationships with public interest and government employers in the area.
Scholarship Recipients Earn Top Awards

Nicholas S. Beydler and Catherine Marie Wiehl, both class of 2013 UMKC School of Law graduates, received prestigious awards during the School of Law’s annual student awards ceremony. Beydler received the Law Alumni Association Charles E. Whittaker Award for Academic Excellence. The award, named after the school’s Supreme Court Justice alumnus, recognizes the outstanding third-year student who has advanced the intellectual life of the school. Wiehl received the Law Alumni Association Harry S. Truman Leadership Award, which is given annually to a graduating third-year student who exemplifies commitment to the legal profession, service, and leadership, standards set by the Law School’s most famous alumnus, Harry S. Truman. Both students received a plaque and cash award.

In addition to these honors, Beydler and Wiehl received several other awards Friday, May 17, at the awards ceremony.

Outstanding Performance
Beydler graduated Summa Cum Laude and received the award for Outstanding Academic Achievement, reflecting the highest grade point average over three years of study. As recipient of this award, he had the opportunity to speak briefly to his classmates at the awards ceremony. Beydler was the Julian K. Davidson Scholar, receiving a full-ride scholarship for his three years at the Law School. He also received several awards recognizing his outstanding performance in the intra- and inter-school moot court competitions; his highest grades in many classes; his exemplary work as managing editor of the UMKC Law Review; and his service as a staff member of The Urban Lawyer.

Merit Meets Drive
Wiehl also graduated Summa Cum Laude and was the Jack and Helyn Miller Scholar, receiving the Law School’s other full ride merit scholarship. She also received awards for her excellent work as a member of the American Bar Association National Client Counseling Competition team; her highest grades in several courses; her exemplary service as student editor-in-chief of The Urban Lawyer; and her efforts as a Law Review staff member.

Impact of Scholarships
Both awardees provide a solid example of the way giving to the Law School can make a huge impact in a student’s legal education and career. Because of the generosity of the Davidson and Miller families, Beydler and Wiehl were able to focus on their education and career goals rather than worrying about the financial hardships of a law school education. Both students excelled throughout law school thanks in part to these gifts. They were also both able to select positions after graduation based on what they were passionate about. Beydler took a position as a clerk at the Missouri Supreme Court and Wiehl is doing pro bono work.

These are positions Dr. Mary Davidson Cohen, daughter of the late Julian Klein Davidson, is proud of because they show the magnitude of alumni scholarships.

“My father had a great respect for the law,” said Davidson Cohen. “If we can teach students the ability to uphold justice and to use the law to the advantage of the people, then I will have done my job.”

Faculty Updates

Women’s Justice Awards
Barbara Glesner Fines, associate dean and Rubey M. Hulen Professor of Law, was honored April 25, 2013, at the 15th Annual Women’s Justice Awards in St. Louis. Glesner Fines, who has served as a UMKC law faculty member for 27 years, received the Legal Scholar Award, presented to a female faculty member or administrator at a Missouri law school for her work on behalf of the justice system, through her research or scholarship or through teaching and inspiring others.

Glesner Fines has spent three decades educating students about the role of lawyers as agents of justice, and her leadership has been recognized by students, colleagues, and others in the profession. She teaches courses in family law and professional ethics, and her innovative team-based learning strategy for teaching professional responsibility earned her the designation as one of “23 Law Profs to Take Before You Die” by The National Jurist magazine.

Faculty Teaching Awards
Professor Wanda Temm, director of the Law School’s writing and bar services programs, and Jeffrey Berman, associate dean and Patrick D. Kelly Peer Professor of Law, received awards at the campus Celebration of Excellence faculty and staff awards ceremony Tuesday, April 9. Professor Temm received the Provost’s Award for Excellence in Teaching, UMKC’s highest teaching honor for clinical and teaching faculty. Dean Berman received the Elmer F. Pierson Good Teaching Award, which is given annually to recognize outstanding teaching in the School of Law.

The Provost’s Award requires clear, compelling and documented evidence of excellence in teaching, student development and learning, as well as sensitivity and adaptability to individual student needs, interests and challenges. Peer and student reviews of Professor Temm’s teaching in the School of Law’s writing and bar prepa-
Show Me Challenge a Great Success

Law students from throughout the country gathered in Missouri April 11-13 for the UMKC School of Law’s inaugural “Show Me Challenge” National Voir Dire Tournament. The competition — a three-day event that encouraged students to gain knowledge and experience in an often under-taught element of trial practice — was organized and hosted by S. Rafe Foreman, UMKC’s Douglas Stripp Dean’s Distinguished Professor of Law and Director of Advocacy, with the help of Advocacy Fellow Michaele Tobin and student assistant Sarah Christiansen.

The event could not have taken place without the sponsorship of the Danajames Kids Foundation and Bartimus Frickleton Robertson & Gorny, whose generosity supports the study of advocacy. Additionally, hundreds of people volunteered for this event, without whom it would not have been possible.

A Focus on Voir Dire
Twelve teams competed in the tournament, which focused on jury selection skills. Rounds included conducting the voir dire, acting as second chair counsel and presenting an opening statement. Since voir dire is an essential skill for trial attorneys and many cases may be won or lost as early as voir dire, Foreman and UMKC created this event to encourage law schools to provide adequate attention to the process during law school.

And the Winners Are...
Texas Tech University School of Law took home first place, edging out the University of Maryland Francis King Carey School of Law. South Texas School of Law and Creighton University School of Law also advanced to the semi-final round, while Baylor Law School earned the award for Most Professional Team. Also competing at that tournament were teams from Drake University Law School, Mississippi College School of Law, Southern Illinois University School of Law, and Washburn University School of Law. In addition to the team awards, several individuals received awards for their superior performance.

Law and Entrepreneurship Textbook
Anthony (Tony) Luppino, Rubey M. Hulen Professor of Urban Affairs, worked with Robert E. Litan, director of research at Bloomberg Government, to edit a new textbook, “Law and Entrepreneurship.” The collection, available from Edward Elgar Publishing, includes articles and essays on several major subject areas of law associated with entrepreneurship, including intellectual property, restrictive covenants designed to protect proprietary information, business organizations, taxation, securities regulation and tort law. It explores the roles of lawyers and trends in the education of law students to become professionals in a range of fields, including valuable counselors and entrepreneurs.

Show Me Challenge winners from Texas Tech University.
Looking Into the Future of Law
New Trends in Legal Technology

For at least the last year, hardly a day has gone by without an op-ed piece, blog post, or news article describing the crisis facing the legal academy. This follows the general doom and gloom surrounding the current “glut” of lawyers and paucity of jobs; law graduates are leaving law school with six-figure debt and with little opportunity, under the current business model, to pay off the debt in less than half a lifetime, let alone make a living and support a family. As a result, law schools are no longer seen as the value proposition they once were.

But it has often been said that one should “never waste the opportunity a serious crisis offers.” One of the opportunities Dean Sunenvisions is for UMKC’s School of Law to become a center for transforming legal education and the practice of law through technology. The law school is designing a two-fold strategy to become a leader in the use of technology both for organizational efficiencies as well as for training “tomorrow’s lawyers.” A few of the new technologies introduced to the Law School are described below.

MyLaw

MyLaw, which will launch in the spring of 2014, is an internal communication system designed to serve as the School of Law’s intranet so that students, faculty, and staff have the essential information they need to efficiently and effectively manage time and productivity. Each student will have a customizable web page that will serve as a “one-stop shop” for all the vital information pertaining to coursework, the Law School, involvement in organizational activities and opportunities from career services. It will allow faculty and staff to move from blanket email blasts to targeted messaging customized according to the student’s needs. This type of organizational communication system, built using Microsoft’s SharePoint platform, not only ensures the students are receiving the critical information they need to succeed in law school, but also helps them succeed after law school. This system is consistent with what students will find if they practice in medium to large firms; however, even the solo practitioner can learn from having a website that can create these kinds of information tools.

Library Scanners

In 2013, the Leon E. Bloch Library deployed three new scanners that allow students, faculty, and the public to digitize the information they would otherwise have copied. These scanners have a high resolution (300 dpi and higher) and allow for a variety of output formats for the materials including searchable PDF format, image formats, rich text format (translating a copy of a form immediately to a word processing document), and MP3 files (allowing for a print document to be converted to an audio file and played on portable or other devices).

eCommerce Site

In partnership with the campus Information Services group, the Law School developed and deployed an eCommerce site, which allows the CLE group and the Law School to take credit card payments online as well as automate a variety of functions associated with CLE and School of Law event management. This new site allows alumni and friends of the Law School to contribute to various campaigns through an easy-to-access portal and also serves the CLE group by listing all CLE events in an easily navigable interface.

—Michael Robak
Associate Director of the Law Library and Director of Technologies at UMKC School of Law
Supreme Court of the United States

Swearing-in Excursion
May 18-19, 2014
Washington, D.C.

Join Dean Ellen Suni, UMKC School of Law faculty, staff, alumni and friends for our 2nd U.S. Supreme Court Excursion

“I didn’t really think it would be that big a deal until I was actually in the courtroom, with Justice Sonia Sotomayor directly in front of me and Nina Totenberg to my left,” Suni said. “At that point, the pride in being a lawyer and the majesty of the court were almost overwhelming.”

Danne Webb (’91) said being sworn in was a once-in-a-lifetime opportunity.

“Everything went so seamlessly, and the Supreme Court admission process was amazing.”

For more information: www.law.umkc.edu or contact Daniel McCarroll at 816-474-4322 or mccarrolld@umkc.edu.

GOT NEWS?

New job? New baby? New award?

Whatever your news is, share it with your classmates.
Submit your update with the online class notes form at law.umkc.edu/alumni-friends.

Class Notes

Chris Roberts (J.D. ’09) has been named a partner in the newly-formed Butsch Roberts & Associates LLC. His practice focuses on consumer class action litigation, fair labor standards act collection actions, personal injury, and wrongful death cases. He was recently selected as a 2013 Up & Coming Lawyer by Missouri Lawyers Weekly.

Lee Cross (J.D. ’07) has been selected by his peers to serve as the Kansas Association for Justice’s 2013-14 Membership Chair. Cross is the founder and managing member of the Cross Law Firm, LLC, in Westwood, Kan.

Uzo Nwonwu (J.D. ’07) recently joined Little Mendelson P.C., focusing her practice on labor and employment law. She previously practiced four years with Seyferth, Blumenthal & Harris LLC.

Karen Hester (LL.M. ’02) has been named executive director of the Center for Legal Inclusiveness. CLI is a 501(c)(3) nonprofit that is dedicated to advancing diversity in the legal profession by educating and supporting private and public sector legal organizations in their own individual campaigns to create cultures of inclusion. CLI is located in Denver, Colo.

Mara Cohara (J.D. ’01) was named a 2013 Rising Star by KC Magazine.

Andrea Bough (J.D. ’00) was appointed by Kansas City Mayor Sly James to serve on the new Charter Review Committee for the sixth district.

Michael Rader (J.D. ’99) was nominated to the Kansas City Board of Police Commissioners by Missouri Gov. Jay Nixon. Rader is a partner with the Kansas City law firm of Bartimus, Frickleton, Robertson & Gorny.

Matthew O’Connor (J.D. ’93) appeared on a May episode of the Dr. Phil show as a featured legal commentator.

Patrick Campbell (J.D. ’90) was appointed by Missouri Gov. Jay Nixon to be a circuit judge for the 16th Judicial Court. Since 2006, Campbell has been family court commissioner for Jackson County, presiding over domestic bench trials and managing dockets.

Richard Stack (J.D. ’77) is the author of Grave Injustice: Unearthing Wrongful Execution and was recently interviewed on C-SPAN Book TV. Stack is an associate professor in the School of Communication at American University in Washington, D.C.
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