



SBOC News

Northwestern University School of Law

WINTER 2001

A Message from the Director

Thanks to the SBOC Student Board, our 27 student participants, Dean David Van Zandt, Professor Tom Eovaldi, and Professor Tom Geraghty, the first three years of the Small Business Opportunity Clinic have been a great success. In fact, we now call the SBOC the “crown jewel” of our expanding entrepreneurship curriculum. When I first met with Tesha McCord '00 and Miluska Novota '99 in the summer of 1998 and reviewed the plans drafted by Garry Jaunal '99, Carrie Cavalier '98, and others, I had no idea that the program would grow beyond a small addition to the already successful Legal Clinic.



The SBOC now includes the seminar Entrepreneurship Law & Practice, the class Financing the Entrepreneurial Venture, and several externships or practica at area law firms and businesses. This semester the SBOC recruited adjunct faculty to teach Structuring Transactions and helped develop their programs. The addition of Professor Caitlin Cameron and program administrator Paula Wells allowed the SBOC to accept 11 students, handle almost 60 clients, and increase the enrollment of the Entrepreneurship program.

Though the clinic has flourished, I look forward to someday being able to accommodate as many clients and students as possible and would also like to expand the Entrepreneurship program to include courses in e-commerce and technology law as well as a summer program for second-year JD/MBA candidates.

Looking to the future, the SBOC Student Board decided to seek alternative funding sources this year. Under faculty supervision, the Student Board submitted its first grant applications to The Coleman Foundation and to the Chicago Area Foundation for Legal Services. Thanks to the hard work of Student Board members Tesha McCord, Miluska Novota, and John Evans, and the helpful

assistance of Melissa Northam Nigro, Bluhm Legal Clinic manager, the grant applications were successful. Coleman awarded the SBOC \$25,000 in mid-1999 to be used for expansion of its staff and an additional \$25,000 in March 2000. CAFLS, an affiliate of Chicago Community Trust, one of the largest and most diverse charitable foundations in the Chicagoland area, awarded the next major gift of \$12,000. Just recently, we received a wonderful \$100,000 three-year gift from Larry and Andy Hochberg, founders of the Sportmart retail chain and graduates of the Law School.

The SBOC would not have succeeded without the hard work and creativity of the SBOC Student Board, which has assumed responsibility for fundraising, marketing, expansion of the academic program, the development of a SBOC club at Kellogg, and the creation of our useful new Web site (see page 4). The Northwestern Student Bar Association named the SBOC Student Board the Outstanding Student Organization for the 1999–2000 academic year. Thanks to 2000 graduates Karen Roter, Dave Gaffin, Marc Effron, Kerry Connell, and Andrew Christensen and third-year students Michelle Hayden, Marybelle Ang, Chris Cedillo, Sarah Harris, Drew Edwards, and Leslie Hauser for this well-deserved honor.

Northwestern Law's Bluhm Legal Clinic now offers one of the best entrepreneurial programs at any American law school and probably the best hands-on training for students who want to be transactional lawyers or executives of start-up companies. The listserv that law faculty around the country use to share ideas about entrepreneurship training was created here at Northwestern. Other law schools frequently ask us how to establish a similar program.

Someday every law school in the country will want to offer transactional clinical experience. Those students who have participated in the SBOC during the past three years can be proud to say, “I helped start the program at Northwestern.”

— TOM MORSCH, HOCHBERG FAMILY DIRECTOR

SBOC Welcomes New Board Members

The SBOC welcomed its new Student Board for the 2000–2001 academic year last March. The Student Board works with SBOC faculty to coordinate activities and plan for the future of the clinic. In March the board began promoting and expanding the SBOC within the Law School, Northwestern University, and the Chicagoland community.

Michelle Hayden '01, JD/MBA, SBOC president, has participated in the SBOC Clinic course over the past two years and also worked on the SBOC's relationship with Kellogg. Michelle will join Venture Law Group in their Kirkland, Washington, office next fall.

Leslie Hauser '01, marketing chair, has been critical in bringing in entrepreneurial guest speakers and coordinating the community outreach presentation over the past two years. Leslie will join the Chicago law firm of Neal, Gerber and Eisenberg next fall.

Marybelle Ang '01, operations chair, has worked on curriculum development, the community outreach program, and document management procedures for the SBOC. Marybelle will join the law firm of Kirkland & Ellis in Washington, D.C.

Meg Kaplan '02, fundraising chair, is charged with researching new avenues for SBOC funding as well as developing and following up on SBOC grant applications.

Rusty Chiappetta '02, finance chair, is responsible for ensuring the SBOC's finances are properly processed through the SBA and the University.

Christina Goletz '02, JD/MBA, and **Katie Holahan '02**, Kellogg liaisons, have formalized an SBOC club at Kellogg to provide consulting expertise to SBOC clients.

Jeff Pietsch '02, JD/MBA, technology chair, has designed the SBOC's new Web site,

www.go.to/sboc/. If you have not yet visited the site, please do so. It is a great resource for clients, students, and community organizations.

Spring '01 Student Participants

Erica Barnett-Oliver '01
Russell Chiappetta '02
Christina Goletz '02
Leslie Hauser '01
Jeanny Haw '01
Katie Holohan '02
Meg Kaplan '02
Scott Murano '01
Jeff Pietsch '02
Steve Ro '01
William Woo '01

The SBOC Expands

The SBOC welcomes **Caitlin Cameron**, clinical assistant professor, to its staff. She joins Tom Morsch in supervising the students in the program and is team-teaching the seminar Entrepreneurship Law & Practice. Caitlin, previously with the Chicago office of



Skadden, Arps, Slate, Meagher & Flom, received her BS from the Indiana University Kelley School of Business in 1991 and her JD from the Indiana University School of Law in 1996. Upon graduation, she clerked for the Honorable Robert B. Maloney, U.S. District Court for the Northern District of Texas. She then moved to the Chicago area, where she practiced law for three years before joining the SBOC as its second full-time attorney. Caitlin brings an extraordinary amount of knowledge and expertise to the SBOC. The addition of Caitlin to the faculty has allowed for expansion of the Entrepreneurship Law & Practice seminar and also allowed the SBOC to maintain ten or more students per semester, which should significantly increase the number of clients the program is able to accept.

Doing Good While Doing Well

Although its principal purpose is to train students for leadership positions in law and business, the SBOC is also providing a valuable service to the community. None of the SBOC's clients would have been able to obtain affordable legal assistance without the SBOC's help. The SBOC has been able to help many nonprofit organizations including **Renacer Latino**, a rehabilitation and counseling group in Waukegan, Illinois; **ICRE Wood Alumni Association**, a group of blind and visually impaired individuals; and the **Employment Resource Center**, which helps residents of Chicago's South Side find jobs. Half of the SBOC's clients are women or members of minority groups, and approximately one-third are African American. All are creating enterprises that have the potential to enrich the community and create employment opportunities of various kinds.

Clients in the News

ThinkChurch.com, LLC, was started by Michael Keefe, a '99 graduate of the Kellogg Graduate School of Management, who believed that the Internet would provide a great opportunity to tap into the loyalty of church parishioners. During the 1999–2000 academic year, SBOC represented ThinkChurch through **Dave Gaffin '00**, JD/MBA. Gaffin assisted ThinkChurch from its choice of entity and incorporation decisions through its “angel” financing decisions. ThinkChurch recently launched its initial parish Web site, www.oldstpats.org, and is working on its next round of financing. Keefe continues to come to Northwestern to speak about entrepreneurship and to rave about the SBOC!

U.S. News

Last year's *U.S. News & World Report* article about the top law schools in America listed Northwestern as number 14. The SBOC was mentioned as a part of why the law school ranked so high. The article emphasizes the corporate curriculum and clinical practice available at Northwestern. **Sherry Lin '00**, JD/MBA, is quoted and photographed with SBOC client **Dekel Designs**, now **Urban Assault Vehicles, Ltd.**

Outreach Presentation: New Business Issues Addressed in an Hour or Less!

In the first year of operation, businesses face many crucial steps including choice of entity, paying taxes, acquiring government licenses, and making insurance decisions. As a way to service Chicagoland entrepreneurs, the SBOC is preparing a one-hour presentation that will cover these beginning business concerns.

Several groups have already expressed interest in co-sponsoring this program, including World Relief Organization, a group that helps integrate recent refugee immigrants into American society; SCORE; Korean-American Community Services; the Asian-American Alliance; and APALSA, the Asian Pacific American Law Student Association. SBOC members will be working on

this project throughout the spring semester. Our goal is to present the program to at least two groups by the end of the current academic year. If you have suggestions for community groups that would be interested in such a presentation, contact operations chair Marybelle Ang at mba@law.northwestern.edu.

Speaker Series: Law Alumni in Non-Legal Careers

This fall's SBOC-sponsored speaker event featured two members of the Northwestern Law Advisory Board, **Allison Wing '97** and **Bill Ericson '88** who addressed non-legal career options for lawyers. Wing left firm life at Gunderson, Dettmer in Menlo Park to become Senior VP of Business Development at gazoontite.com. Ericson, formerly a partner with Venture Law Group, recently joined Mohr, Davidow Partners as a venture capital partner.

Wing told the crowd of approximately 75 students that their career paths depend on good luck, a strong economy, a lot of hard work, and a strong work ethic. Ericson reminded them that the world is small and networking is an invaluable tool. Both suggested that lawyers practicing in a law firm should take extra time to learn about their clients' businesses and contribute more than just legal advice to their clients' successes. They also urged students to keep looking for the next challenge on their career paths — it may be in a law firm, but it may be outside the practice of law altogether! In either case, a legal background is an invaluable career tool.

SBOC would like to thank Allison and Bill for sharing their stories and advice. The SBOC will continue to sponsor speaker events at the Law School to address entrepreneurial issues and non-legal career options. If you, or someone you know would be interested in speaking to students about these issues, please contact Leslie Hauser at l-hauser@law.northwestern.edu.

Alumni News

Kaya Garcia '99 joined the Chicago office of Chapman and Cutler in September 1999 and works in the corporate and securities department. **Magali Matarrazzi '99**, after working in city government, is now at Chicago's largest law firm, Mayer, Brown & Platt, where she enjoys working on international projects in the banking and finance department. **Viviana Romo '00** and **Konrad Rohde '00**, LL.M., were married last July in Germany where they reside. **Karen Roter '00**, a founding board member of the SBOC, joined Venture Law Group in fall 2000, where her practice focuses on general corporate and securities work for emerging growth technology companies and their investors. **Tesha McCord '00**, another founding board member, is also working at Venture Law Group in California. **John Evans '99**, also a founding member, is an associate in the Charlotte, North Carolina, office of Moore & Van Allen, PLLC, practicing in the area of venture capital, private equity, mezzanine finance, and corporate law. **Andrew Christensen '00**, is an associate at Chicago's Schiff, Hardin & Waite and focuses on corporate and securities, tax, and banking work. **David Gaffin '00**, former fundraising chair, joined the corporate law department of the Boston firm Hale and Dorr in fall 2000. **Marc Effron '00** is an associate in the Atlanta, Georgia, firm of King & Spaulding, where he practices corporate finance, private equity and investment firms, and technology. **Sherry Lin '00** now lives in San Francisco, where she is an investment banker with Thomas Weisel Partners, a merchant bank that focuses on the technology sector. **Kerry Connell '00** is at the law firm of Wilson Sonsini Goodrich and Rosati in Palo Alto. **Miluska Novota '00**, first president of the SBOC Board, is working on complex municipal financing as a member of the law department of the City of Chicago. **Drew Edwards '01** has accepted a position with San Francisco's Lehman Brothers' Healthcare Group, which focuses primarily on early stage life science companies. **Dan Marlo '00** is currently at Gunderson Dettmer in Menlo Park, California, providing corporate work for start-ups and tech companies as well as forming and advising venture capital funds. **Joshua Grey '01** has accepted a position at the Boston firm of Hutchins, Wheeler & Dittmar in its corporate department.

SBOC Launches New Web Site!

If you haven't visited the Small Business Opportunity Clinic's Web site or if it's been a while since you've been to the site, you're in for a pleasant surprise! Thanks to **Jeff Pietsch '02** the SBOC is proud to introduce its new interactive Web site at www.go.to/sboc/.

The site offers a brief description of the SBOC's services and includes a fee schedule, personnel directory, and biographies of clinic staff and participants, as well as guidelines for students who would like to become clinic participants. A message board connects visitors to sponsors and affiliates and to some clients' Web pages. The improved Web site allows entrepreneurs, small businesses, and non-profit organizations to find out more about the legal and business services we offer and helps market our extraordinary program to potential students and other law schools around the country.

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