

Mark E. Need
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EDUCATION

Indiana University Maurer School of Law, Bloomington, Indiana, JD, 1992.

Indiana University Kelley School of Business, Bloomington, Indiana, MBA, 1992.

Indiana University, Bloomington, Indiana, BA, Physics, 1988.

PROFESSIONAL EXPERIENCE

Indiana University Maurer School of Law, Bloomington, Indiana
Clinical Professor of Law
Director, Elmore Entrepreneurship Law Clinic

2006-Present

Director of the **Entrepreneurship Law Clinic**, a joint venture between the Maurer School of Law and the Kelley School of Business MBA program, consisting of a classroom component and clinical course, focusing on start-up ventures. JD/MBA students in their fourth and final year and law students in their third and final year have the unique opportunity to assist ventures with legal issues including financial planning, organization, licenses, agreements, regulatory and zoning compliance, and intellectual property matters. Clinic students work in teams on actual business formation, planning, and strategy issues in a multi-disciplinary setting.

Additional Courses Taught: B709, Transactional Drafting, teaching law students the principles of identifying and controlling risk in closely-held acquisition transactions.

Faculty Advisor/Coach: Extracurricular Transactional Program: Transaction-specific training for national transactional drafting and negotiation competitions.

Indiana University Maurer School of Law, Bloomington, Indiana
Faculty Director, JD/MBA Programs

2006-Present

Director of Law School JD/MBA programs, including 3-year, 4-year, and international partnership program with Sungkyunkwan Graduate School of Business, Seoul, Korea.

Sungkyunkwan University MBA Program, Seoul, South Korea
Visiting Professor, MBA Program

2010-2015

Suites at 118, Boutique Hotel, Bloomington, Indiana
Owner

2012-2015

Schoolcraft Development, Greenwood/Indianapolis, Indiana
General Counsel and Officer

2005-2006

Direct responsibility for legal and business aspects of 12-year client/private company specializing in commercial real estate development, ownership, and management, owning and managing 4-500,000 sq. ft. of commercial and office space. Assisted in business planning to pursue growth and investment opportunities through captive development, construction, and management subsidiaries. Assisted in designing model for development from evaluation, financial qualification, and acquisition, through lease-up and beyond.

Bose McKinney & Evans, LLP, Indianapolis, Indiana
Partner **2000-2005**

Grew and maintained small business client base through practice in several business and transactional areas, while litigating in broad range of commercial areas including construction, real estate, banking, probate, copyright, and labor and employment.

Williams Hewitt & Robbins, LLP, Greenwood, Indiana
Partner **1993-2000**

Commercial/transactional attorney in eight-attorney full-service law firm. Business practice areas included small business consulting, choice of entity, formation, business combinations, contracts, financing, maintenance, succession of ownership, purchase and sale, employment, labor, and related litigation. Additional practice areas included appellate, banking, construction, estate planning and administration, insurance, land use, real estate, and related litigation.

Indiana University Kelley School of Business, Indianapolis, Indiana
Adjunct Professor **2006-2008**

Part-time professor teaching Small Business Survey (entrepreneurship) and Commercial Law.

Blankenship & Robbins, P.A., Indianapolis, Indiana
Attorney **1992-1993**

Associate attorney in professional association engaged in general practice of law. Represented established clients of association while developing own practice. Practice areas included administrative, appellate, bankruptcy, corporations, estate planning and administration, insurance, land use, real estate, and litigation in related areas.

Uno-Ven Joint Venture, Schaumburg, Illinois
Law Clerk **1989**

Clerked for legal department of international joint venture between Uno-Cal Petroleum Company and Venezuelan petroleum company, based in UnoCal corporate offices.

HONORS AND ACTIVITIES

Board of Directors, The Pantheon, Vincennes, IN **2021-present**
Completed intense 4-week international cohort program developing skills on feedback, leadership, and Project management.

Alt-MBA **2021**
Completed intense 4-week international cohort program developing skills on feedback, leadership, and project management.

American Bar Association, Corporations Committee State Liaison (Indiana) **2014-Present**

Trustees Teaching Award, Indiana University Maurer School of Law **2009**

Excellence in Teaching Award **1988**

Indiana University Kelley School of Business (Commercial Law)

ICLEF Seminar, "The Attorney's Role in Developing the Business Plan," Indianapolis, Indiana
Presenter and Author **2006, 2007**

Authored and lectured to practicing attorneys on the role of legal counsel in the development and guidance of small business clients.

Certified Civil Mediator, State of Indiana **Present**
Focusing on mediated settlements as strategic business alternative to expensive litigation.

ICLEF Probate Litigation Seminar, Indianapolis, Indiana
Presenter and Author **1999**

Community Supported Art Bloomington, Bloomington, Indiana
Founding Board Member and President **2015-Present**
 Created successful non-profit artist support program based upon Community Supported Agriculture model.

City of Bloomington, Indiana Parking Commission
Mayoral Appointee **2017-2019**

Second Story, Indianapolis, Indiana
Founding Board Member and Vice-President **2006-2009**
 Assisting in establishment and non-profit certification of a writing center and creative writing program based in the Fountain Square neighborhood of southeast Indianapolis. This program helps students (grades 3-12) get excited about writing, helps them to develop critical thinking skills, and inspires them to become better writers and students. Through an interactive and experience-based curriculum, students will be immersed in the creative process of writing, receive one-on-one tutoring, and enjoy the thrill of exposing their work to others.

Buskirk-Chumley Theatre, Bloomington, Indiana
President, Board of Directors **2010-2014**

Professional Careers Institute, Indianapolis, Indiana
Board Member, Board of Advisors **2001-2006**
 Advised Kaplan-owned educational institution on issues of growth, strategies, and curriculum.

Outreach, Inc., Indianapolis, Indiana
Founding Director **1997-2000**
 Assisted and participated in formation, planning, and guidance of nonprofit corporation providing meals and services to homeless youth in Indianapolis.