

Ross Kornowske

Corporate & Real Estate Attorney

Contact Profile

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Key Skills

Contract Drafting
Contract Negotiation
Legal Writing
Legal Analysis
Commercial Real Estate
Mergers & Acquisitions
Corporate Law
Municipal Law
Real Estate Transactions
Westlaw

Professional Activities

ANBA Board Member
Brown Co. Bar Assoc.
Outagamie Co. Bar Assoc.
R.J. Parins Legal Society

Interests

DIY Home Improvement
Hunting & Fishing
NFL Football
Smart Home Technology
Family Trips
Stock Market Analysis

A transactional business attorney with a well-rounded, diversified skillset obtained throughout 10+ years of legal education and professional experience, in both capacities as in-house counsel of two different companies and as an attorney in private practice in both small and large law firms. Throughout my private practice experience I served clients in a wide array of business-related transactional matters, including, but not limited to drafting and advising on commercial transactions, business and real estate acquisitions, employment-related agreements, business succession planning, commercial and consumer lending agreements, easements and real estate covenants, trademarks, start-ups and entity formation, and corporate governance.

Experience

June 2021 – Present

Associate Corporate Attorney • Davis & Kuelthau • Appleton, WI

Review, draft, and manage acquisition-related agreements, due diligence requests, and disclosure schedules for M&A and commercial real estate transactions valued up to \$135M.

Negotiate, draft, and amend service contracts, licensing agreements, manufacturing and supply agreements, joint venture agreements, complex operating agreements, shareholder agreements, employment-related agreements, and various other corporate contracts.

Advise new and existing business owners on choice of entity, entity formation, corporate governance, and general business matters serving as outside general counsel.

Conduct research in Westlaw on an array of corporate and real estate legal issues, and draft memoranda supplying analysis of the same, in addition to preparing other legal documents such as corporate resolutions, demand letters, and settlement offers.

January 2021 – June 2021

Managing Partner/Owner • Kornowske Law, LLC • Green Bay, WI

Founded solo law practice offering legal services in business, real estate, and estate planning matters to prospective clients.

Had material exposure to all operational aspects of managing a law firm, including budget development, website design, marketing, compliance, billing and client maintenance.

July 2020 – January 2021

Regional VP & In-House Counsel • NEW Title Services • Appleton, WI

Supervised staff of fifteen employees across two regional offices.

Computed monthly capture reports in Excel for all Wisconsin Coldwell Banker offices and analyzed capture rates from both affiliate and non-affiliate realtors and the relative capture rates of competitors to evaluate market share and develop marketing strategies to increase orders.

Implemented practices resulting in 400% capture rate increase for the Green Bay Coldwell Banker territory.

Created legal documents for execution such as warranty deeds and escrow agreements for the purpose of setting up new prospective revenue streams by offering value-added legal related services aimed at increasing agent capture rates.

August 2018 – July 2020

Compliance & General Counsel • PCM Credit Union • Green Bay, WI

Member of the management team.

In general counsel role: independently managed and litigated foreclosure and collection actions; drafted policy memoranda to instruct staff; oversaw the negotiations and management of vendor contracts and advised management team on employment related matters.

In compliance management role: administered the credit union's enterprise risk management program; conducted regular risk assessments across all operations; created, implemented, and proposed modifications to internal control mechanisms for mitigating elevated risk areas; and directed the anti-money laundering compliance program.

Ensured ongoing compliance with all state and federal regulations by collaborating directly with the board of directors and management team on creating and amending policies and procedures when necessary.

May 2015 – August 2018

Associate Attorney • Gerbers Law • Green Bay, WI

Advised on various commercial and employment matters while acting as outside general counsel for over fifteen client-owned businesses.

Provided business owners and private equity group clients with contract drafting and legal advice on business acquisition strategy, managed the due diligence requirements for transactions and prepared corresponding disclosure schedules, and drafted definitive transaction agreements memorializing the terms of business acquisition transactions valued between \$100K-\$50M.

Independently lead client estate plan meetings, advised on family property interest transfers, and drafted wills, revocable trusts, special needs trusts, POAs, and other estate planning documents.

Drafted brief in support of successful summary judgment motion in litigation concerning a failed residential real estate transaction.

September 2014 – January 2015

Legal Intern • Tri-North Builders • Madison, WI

Prepared comprehensive survey of construction lien laws and applicable notice requirements for all fifty states.

Prepared notices of intent and lien notices in connection with multiple construction projects.

May 2014 – September 2014

Legal Extern • Outagamie County Corporation Counsel • Appleton, WI

Heavily involved in recommending the decision made by the county clerk to issue same-sex marriage licenses in the wake of the U.S. District Court of Wisconsin's staying its decision legalizing same-sex marriages pending the 7th Circuit Court of Appeals' decision on the state's appeal.

Aided the county corporation counsel with recommending legal solutions on municipal law-related issues to county executive staff members and other members of county leadership as such issues arose, assessing operational and compliance risks, analyzing county ordinances and modifying existing county department policies.

Education

September 2012 - May 2015

Juris Doctor • University of Wisconsin Law School • Madison, WI

September 2010 – December 2011

BS in Political Science and Public Administration • University of Wisconsin-La Crosse • La Crosse, WI

September 2008 – May 2010

General education requirement • University of Wisconsin-Stevens Point • Stevens Point, WI