

Steve Schinker

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Commercial Contracts and Construction Lawyer

Steve helps construction companies to profitably grow within an increasingly complex business environment of legislative, regulatory, and government oversight. He does this by working with client executives and senior management and leveraging deep legal and regulatory knowledge to ensure contracts serve as a relationship management tool that clearly articulates the client's organizational philosophy, appetite for risk/opportunity, and relationship expectations within an intentional and agile contract framework design. He provides focused oversight on operational integration of the entire construction contract ecosystem from bid/quote stage involving negotiation and document preparation to award stage involving contract management strategies to post-contract stage involving payment and dispute resolution strategies that may require direct negotiation, mediation, and arbitration or litigation. Steve adds a unique perspective as someone who has worked on construction sites, taken construction cases to trial, litigated construction project defect and payment disputes in multiple jurisdictions, and having served in CLO & COO roles negotiating and preparing large scale construction contract documents.

Negotiation and Drafting

Steve has 15+ years of extensive experience drafting commercial contracts and construction related agreements.

- Prepare contract documentation as Chief Legal and Strategy Officer for family-owned, mid-market manufacturer/supplier with contract portfolio including custom architectural pavers as well as precast terrazzo and concrete with U.S. and global reach. Projects: Fortune 500 publicly traded such as McDonalds, Google, and Disney, sports arenas and stadiums of NFL, NBA, and NCAA, all major federal airports, NY Times Square and The Vessel at Hudson Yards, as well as numerous multi-million dollar real estate developments and outdoor public spaces.
- GC and COO duties for real estate development activities associated with \$200M portfolio and 225,000 square foot retail mall, landlord/tenant leases, private financing, foreclosure proceeding, and sale. Created and executed redevelopment strategy and contract documentation that resulted in an increased sale price, creation of community exposition center, and new/re-negotiated profitable tenant leases secured by private financing and government development contracts.
- Prepare contract documentation for mid-market industrial bulk storage and silo manufacturer/supplier for large scale contract projects including pulp and paper, power plants, plastics, chemical, wood processing, food processing and milling, foundry and basic metals, mining and aggregates, and waste treatment.
- Prepare contracts for multiple real estate developers. Contracts ranged from design/build, developer agreements, tenant leases, easements, lender agreements, private finance, and buy-sell agreements. Projects: national chain grocers, c-stores, waterpark, franchised hotels, motels & restaurants.



COMMERCIAL & CONSTRUCTION PRACTICE

- Colorado, Florida, Arizona & Wisconsin

PROFESSIONAL ACTIVITIES

- 12+ Legal Seminar Presentations
- Presenter at National Convention Association of Corporate Counsel "Revenue from Rooftops" (2011)
- World Commerce & Contracting Member
- Recognized for Pro Bono Service by Colorado Supreme Court, AZ Bar, WI Bar
- Past Elected Board Member State Bar of Wisconsin – Environmental Law Section

EDUCATION

- Certified Advanced Negotiation Master, Harvard Law School PON
- LLM Environmental Law, Pace Univ. School of Law (nka Elizabeth Haub School of Law)
- JD w/Distinction, WMU-Coolley Law School

COLORADO APPELLATE & TRIAL EXPERIENCE

- Court of Appeals Briefs & Oral Advocacy *Ortiz v. Davis*, 902 P.2d 905 (1995)
Ammons v. Am. Fam., 897 P.2d 860 (1995)
- Construction related trials & litigation in Colorado state courts (1994-2002)

ADDITIONAL CONTEXT

- USAF Veteran
- MBA Adjunct Professor Strategic Business Planning, Concordia University, Wisconsin
- Adjunct Professor Business Law & Ethics and Management, University of Wisconsin

COMMON CONSTRUCTION REPRESENTATION

- Corporate Governance and Board Advisory
- Private and Government Contracts
- Warranties, Claims/Risk Mgmt & Disputes
- Mediation, Arbitration, and Litigation
- Financing, Insurance, Sureties, and Liens
- Environmental Laws & Regulations
- Workplace Culture and Workplace Safety
- Optimizing Contract Value & Profitability
- Land Use, Zoning, and Green Build Incentives