



KANSAS CITY

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PRACTICE AREAS

Closely Held and Family
Business

Private Equity & Venture
Finance

Corporate & Business

Mergers & Acquisitions

Joint Ventures & Strategic
Alliances

Corporate Governance

Corporate Finance

Opportunity Zones

COURT MEMBERSHIPS

- Missouri

EDUCATION

Washington University School of
Law, J.D., 1980

- *Washington University Law*
Quarterly, Executive Editor,
1979-80; Staff Member,
1978-79

Mark A. Bluhm

Partner | mark.bluhm@lathrooggpm.com

With Mark Bluhm, you get much more than a 30-year, Chambers-rated business lawyer. He was a co-founder of a startup healthcare company, a bank director for 25 years and graduated at the top of his MBA class. Mark was the Chief Executive Officer of Lathrop Gage LLP (one of the two firms that combined to form Lathrop GPM) for more than four years, where he served on the Executive Committee for almost eight years and acted as the firm's Marketing Partner for nine years.

Representative Experience

The following representative transactions highlight Mark's range of experience.

Acquisitions / Dispositions

- Represented clients in acquisitions and divestitures with an aggregate value in excess of \$1 billion during the three years before becoming Chief Executive Officer.
- Represented Silpada Designs, Inc. in the sale of its business to Avon Products, Inc. for \$650 million in cash, and the subsequent repurchase of the company.
- Represented the stockholders of Ivy Animal Health, Inc. in their sale of the company to Eli Lilly and Company.
- Represented the shareholders of Russell Stover Candies, Inc. in their acquisition of Whitman's Candies from Pet Incorporated.
- Supervised and handled the sale, liquidation or other disposition of 17 subsidiaries of Franklin Savings Association during the three-year period after the Resolution Trust Corporation was appointed Franklin's conservator.
- Represented BlueScope Steel North America Corporation in several acquisitions.

Washington University, M.B.A.,
1980

- Master of Business
Administration Scholar Award
(awarded annually to two
students by the Washington
University MBA Faculty), 1978

Stanford University, A.B., 1976

Strategic Initiatives

- Represented Sprint PCS in structuring its PCS Affiliate Program and negotiating management, services and license agreements with companies to build-out and operate Sprint PCS networks in specific geographic regions.
- Represented Sprint PCS in obtaining financing for its PCS Affiliates, including syndicated senior secured financing, subordinated debt and public offerings of equity and high yield bonds, aggregating more than \$3 billion.
- Represented Sprint PCS in its swaps of FCC spectrum licenses with AT&T Wireless and T-Mobile.
- Represented Sprint Spectrum Holding Company, L.P. in its acquisition of a partnership that holds a broadband personal communications services license for the Washington, D.C./ Baltimore major trading area, and in the subsequent sale of the GSM System owned by that partnership to Omnipoint Corporation (a predecessor of T-Mobile).
- Created and executed all aspects of the sales process of a bank and bank holding company. This included drafting the disclosure material, identifying and contacting the potential buyers, managing the potential buyers' diligence process, selecting the final purchase candidates, negotiating the price, business terms and purchase agreements and closing the transaction successfully.

Start-Ups / Business Investments

- Represented several companies and individuals in their investments in unaffiliated businesses.
- Represented several companies in raising venture capital at various stages of capitalization.
- Co-founded a healthcare start-up. The company successfully completed a multimillion-dollar capital raise and negotiated several strategic alliances to enhance solutions.

Governance - Mark has served as board counsel to numerous privately held companies, including financial institutions. In this role, Mark works with the board and the company's stockholders to develop policies and procedures that promote efficient decision-making while complying with requisite corporate formality. Mark has also served as outside general counsel for a variety of privately held companies. In

this capacity, Mark works closely with the senior management teams of the clients, assisting them with strategic initiatives, strategic relationship issues with vendors and customers, and fundamental business transactions.

In The News

- Kansas City Business Journal: Q&A with Mark Bluhm
June 14, 2013
- Law Week Colorado: New CEO Steps Up at Lathrop Gage
May 17, 2013
- Missouri Lawyers Weekly: Bluhm Named CEO at Lathrop Gage
May 17, 2013
- The Kansas City Business Journal: Lathrop Gage Partners Elect Mark Bluhm as CEO
May 17, 2013
- BusinessWeek: Lathrop Gage Represents Silpada in Sale to Avon
July 20, 2010
- Wall Street Journal: Avon to Buy Jewelry Seller Silpada for at Least \$650M
July 12, 2010

News Releases

- Six Lathrop GPM Attorneys Named Lawyer of the Year, 95 Ranked as The Best Lawyers in America©
August 18, 2022
- Lathrop GPM Business Transactions and IP Groups Close \$9 Million Funding Round for Leading NFT Aggregator CryptoSlam
April 4, 2022
- Seven Lathrop GPM Attorneys Named Lawyer of the Year, 100 Ranked as The Best Lawyers in America©
August 19, 2021
- Lathrop GPM Attorneys Named to The Best Lawyers in America©, Lawyer of the Year, and Ones to Watch for 2021
August 20, 2020
- Best Lawyers in America 2020 Names 72 Lathrop Gage Attorneys; 13 Lawyers of the Year
August 15, 2019
- Best Lawyers in America Recognizes 70 Lathrop Gage Attorneys
August 15, 2018

- Lathrop Gage Recognized as a Leading Law Firm by Chambers USA
May 3, 2018
- Best Lawyers in America Recognizes 78 Lathrop Gage Attorneys
August 15, 2017
- Lathrop Gage Recognized as a Leading Law Firm by Chambers USA
June 8, 2017
- Best Lawyers in America Recognizes 78 Lathrop Gage Attorneys
August 16, 2016
- Lathrop Gage Recognized as a Leading Law Firm by Chambers USA
June 3, 2016
- Chambers USA Recognizes Lathrop Gage as a Leading Law Firm
May 20, 2015
- Super Lawyers Recognizes 71 Lathrop Gage Attorneys
October 14, 2013
- 81 Lathrop Gage Attorneys Named “Best Lawyers in America”
August 15, 2013
- Lathrop Gage LLP Receives Honors from Chambers USA
May 24, 2013
- Lathrop Gage Announces Mark Bluhm as CEO
May 17, 2013
- 75 Lathrop Gage Attorneys Named Missouri & Kansas Super Lawyers
October 15, 2012
- 80 Lathrop Gage Attorneys Named “Best Lawyers in America”
August 22, 2012
- Lathrop Gage Receives Leading Law Firm and Lawyer Rankings from Chambers USA
June 7, 2012
- 54 Lathrop Gage Attorneys Named Missouri & Kansas Super Lawyers
November 1, 2011
- Lathrop Gage Receives Top Rankings from Chambers USA
June 10, 2011
- 62 Lathrop Gage Attorneys Recognized by Super Lawyers Magazine
October 13, 2010

- 59 Lathrop Gage Attorneys Named Best Lawyers in America August 6, 2010
- 56 Lathrop Gage Attorneys Named Best Lawyers in America August 3, 2009

Professional Affiliations

- Greater Kansas City Chamber of Commerce, Former Member of the Board of Directors
- Kansas City Tomorrow, Year VIII Member
- Norbank, Former Member of the Board of Directors
- The Civic Council of Greater Kansas City, Former Member

Community Involvement

- Children's Center for the Visually Impaired, Former Member of the Executive Committee and the Board of Directors
- The Bacchus Foundation, Past President and Former Member of the Board of Directors
- The Children's Place, Former Member of the Executive Committee and the Board of Directors
- Economic Club of Kansas City, Board of Directors, 2019-2023

Honors

- *Ingram's 250 Honoree*, 2016-2020
- Selected among *The Best Lawyers in America*®, 2010-2023
- *Chambers USA: America's Leading Lawyers for Business*, Missouri Corporate/M&A, 2010 - 2018, Eminent Practitioner
- *Super Lawyers*, Missouri & Kansas, 2005-2013
- Martindale-Hubbell® "AV" Rating