



**LASHLY & BAER, P.C.**  
ATTORNEYS AT LAW

MISSOURI

714 Locust Street  
St. Louis, MO 63101-1699  
TEL: 314 621.2939  
FAX: 314 621.6844  
[www.lashlybaer.com](http://www.lashlybaer.com)

ILLINOIS

20 East Main Street  
Belleville, IL 62220-1602  
TEL: 618 233.5587  
By Appointment Only

**Mindy K. Mahn**

Attorney at Law

[mmahn@lashlybaer.com](mailto:mmahn@lashlybaer.com)

314 436.8333

**Professional Experience**

Corporate transactional and real estate development attorney with more than 20 years of experience advising business clients ranging from startups to large corporations who operate in a diverse range of industries including real estate development, construction, health care, engineering, manufacturing, publishing, marketing and branding, sales and printing.

**Corporate**

- Advise and counsel business clients of all sizes, from start-ups to large companies, in day-to-day issues at all stages of development, including formation, corporate governance and general business matters, succession planning, acquisitions and sales of businesses, due diligence, and drafting and negotiation of strategic agreements.
- Negotiation and drafting of operating agreements, asset purchase agreements, stock purchase agreements, joint venture agreements, letters of intent (LOI), memorandum of understanding (MOU), licensing agreements, distribution agreements, master service agreements, intellectual property agreements, and agreements with employees, contractors, customers and suppliers, including, independent contractor and employment agreements, confidentiality agreements, non-competition agreements, non-solicitation agreements, and severance agreements.
- Advise business and professional clients on outside business and real estate investments, by assessing opportunities, acquiring additional investors, negotiating and documenting transactions, and managing and resolving owner, partner and shareholder disputes.

**Real Estate**

- Represent real estate developers and investors in commercial, residential, and mixed-used projects, including acquisitions and sales of underlying real estate, land exchanges, due



**LASHLY & BAER, P.C.**  
ATTORNEYS AT LAW

MISSOURI

714 Locust Street  
St. Louis, MO 63101-1699  
TEL: 314 621.2939  
FAX: 314 621.6844  
[www.lashlybaer.com](http://www.lashlybaer.com)

ILLINOIS

20 East Main Street  
Belleville, IL 62220-1602  
TEL: 618 233.5587  
By Appointment Only

diligence, environmental reviews, title work review, zoning, tax credit financing, loan closings, loan refinancing, loan restructuring and negotiation of workouts.

- Negotiate and draft corporate and joint venture agreements, real estate purchase agreements, land exchange agreements, construction agreements, lender agreements, and commercial and residential lease agreements.
- Manage relationships with developers, lenders, investors, contractors, subcontractors, condominium associations, and governmental entities.

### **Representative Projects**

- Represented clients in identifying and acquiring financing and tax credits, investors and acquiring property on projects totaling more than \$1 billion.
- Negotiation of construction and lease contracts in India and China for global restaurant company and global chemical manufacturer.
- Manage legal matters for medical device company producing and distributing product that improves wound healing and prevents surgical site infections in both humans and animals. Negotiate and draft all agreements, including, operating agreements, letters of intent, confidentiality, distribution, collaboration, joint venture, and manufacturing. Manage corporate relationships with manufacturers and distributors in U.S., Europe, Middle East, China, and Africa.
- Assisted physician in completing clinic and surgery center which was to benefit a low-income area. Original contractor embezzled funds and abandoned the project at 60% completion and lender threatened foreclosure after contractor disappeared. Utilized contacts to identify and negotiate deals with a new contractor and a new lender who were able to complete physician's clinic and surgery center within the remaining budget.
- Negotiated real estate acquisition that had blown up and all parties had walked away. The deal was the centerpiece of a \$100m real estate development. The sale had to close by December 31 or be lost. I was engaged on December 26. The acquisition included multiple parties who disliked and did not trust one other and a land exchange with a national utility company that was hesitant to complete the deal and whose attorney was on a ski slope. The deal closed on December 31.



**LASHLY & BAER, P.C.**  
ATTORNEYS AT LAW

MISSOURI

714 Locust Street  
St. Louis, MO 63101-1699  
TEL: 314 621.2939  
FAX: 314 621.6844  
[www.lashlybaer.com](http://www.lashlybaer.com)

ILLINOIS

20 East Main Street  
Belleville, IL 62220-1602  
TEL: 618 233.5587  
By Appointment Only

- Defense of large corporate client in numerous litigation, mediation and arbitration matters related to contract disputes with distributors claiming errors in calculation of contract payments and damage to exclusive territories. Negotiated contract amendments and settlements that ultimately saved the clients millions annually for the life of these perpetual agreements.
- Shareholder dispute between two professionals who had purchased a franchise. Business partner sought more than \$500,000 from our client. Negotiated a settlement of less than \$50,000.
- Real estate development defaulted on loans. Following foreclosure client owed lender a deficiency of more than \$1.2m. Negotiated a settlement for \$75,000 and avoided bankruptcy.

**Primary Practice Areas**

- Business and Corporate
- Mergers and Acquisitions
- Commercial Real Estate

**Bar Admissions**

- Supreme Court of Missouri
- U.S. District Court, Eastern District of Missouri

**Education**

- Baylor University School of Law, Waco, Texas, Juris Doctorate, August 1995
- Saint Mary's College, Notre Dame, Indiana, Bachelor of Arts, May 1991

**Professional Associations**

- The Missouri Bar
- American Bar Association
- Bar Association of Metropolitan St. Louis
- USLAW Network, Inc.

**Representative Projects**

- Represented clients in numerous purchases or sales of multiple business operations in various fields, including, printing, real estate, marketing and branding, health care, accounting, and construction.
- Manage legal matters for medical device company producing and distributing product that improves wound healing and prevents surgical site infections in both humans and animals. Negotiate and draft all agreements, including, operating agreements, letters of intent, confidentiality, distribution, collaboration, joint venture, and manufacturing. Manage

corporate relationships with manufacturers and distributors in U.S., Europe, Middle East, China, and Africa.

- Represented clients in identifying and acquiring financing and tax credits, investors and acquiring property on projects totalling more than \$750 million dollars.
- Assisted physician in completing clinic and surgery center which was to benefit a low-income area. Original contractor embezzled funds and abandoned the project at 60% completion and lender threatened foreclosure after contractor disappeared. Utilized contacts to identify and negotiate deals with a new contractor and a new lender who were able to complete physician's clinic and surgery center within the remaining budget.

### **Employment History**

- Lashly & Baer, P.C., Attorney, St. Louis, Missouri, September 2023 – Present
- Central Plank LLC, Partner, St. Louis, Missouri, April 2015 – September 2023
- SmithAmundsen LLC, Partner, St. Louis, Missouri, October 2012 – April 2016
- Hesse Martone, P.C., Principal, St. Louis, Missouri, June 2002 – August 2012
- Contract Attorney, Dallas, Texas, February 1999 – June 2002
- Northrop Grumman Corporation, Dallas, Texas, January 1996 - January 1999