



Kelly W. Schulz

Partner

kschulz@fbtgibbons.com | 502.779.8161

400 West Market Street
Suite 3200
Louisville, KY 40202

Industries

Consumable Goods

Industrials

Manufacturing

Mobility

Supply Chain

Practice Areas

Bankruptcy &
Restructuring

Commercial Finance

Corporate Law

Bar Memberships

Kentucky

Having spent almost eight years in-house at Toyota Motor Engineering and Manufacturing North America, Inc., Kelly understands the importance of legal issues not getting in the way of a client's business objectives.

Manufacturing companies looking to have an experienced business lawyer who has sat in their shoes call Kelly. With over 20 years guiding manufacturing clients, Kelly focuses in supply chain management, terms and conditions, warranty claims, supply agreements, distressed supplier workouts and mergers and acquisitions. In other words, clients are able to focus on their businesses and not on legal complexities. As a member in the Louisville office of FBT Gibbons, Kelly's reach transcends Kentucky as she has been involved in matters throughout the Midwest, including Michigan.

Other Info About Kelly

Experience

Led a team in developing strategy and implementation plan for rolling out revised terms and conditions, including drafting the terms and conditions and negotiating directly with suppliers.

Co-led a manufacturing team that was responsible for creating and implementing a proactive approach that enabled the client to monitor the financial stability of its supply base and manage distressed suppliers without interrupting production.

Represented numerous manufacturing clients as lead counsel in handling various supply chain issues, including contract disputes,

tooling disputes, directed supply, force majeure issues and warranty matters ranging in value from \$5M to \$1B.

Lead outside counsel in drafting and negotiating various supply agreements, including purchase order terms and conditions, confidentiality agreements, letters of intent, sourcing agreements and tooling agreements for large manufacturers.

Represented clients in restructuring activity for more than 20 suppliers, which included bankruptcy, distressed supplier workouts, wind-down and related sale activity.

Education

Chase College of Law, J.D., 2001, *cum laude*
Northern Kentucky Law Review; Moot Court Board

University of Kentucky, B.A., 1997, *cum laude*

Courts

Kentucky State Courts

United States Bankruptcy Court for the Western District of
Kentucky

United States Bankruptcy Court for the Eastern District of Kentucky

United States Bankruptcy Court for the Southern District of Indiana

Recognition

Selected for inclusion in *Kentucky Rising Stars*® 2013–2015

Professional Affiliations

American Bar Association, Bankruptcy Section

American Bankruptcy Institute

Kentucky Bar Association

Louisville Bar Association

Civic Activities

St. Albert the Great School Board – Chair (2012–2014) Vice Chair (2011–2012); Member at Large (2010–2011)

Boy Scouts of America – Den Leader (2009–present)

St. Albert the Great, Children’s Liturgy Leader (2009–present)

Junior Achievement, Classroom Volunteer (2009–present)

St. Albert the Great, Lecturer (2010–present)

Girl Scouts of Kentuckiana – Troop Leader (2011–present)

Young Professional Association of Louisville (YPAL) – Secretary (2010–2011)

Leukemia & Lymphoma Society – Executive Leadership Committee (2010–2011)

Focus Louisville, Class of 2010 (Leadership Louisville Center)

Firm Committees

Women’s Initiative Committee, Member

Sustainability Committee, Chair

Metro United Way Committee, Chair

Fund for the Arts Committee, Member

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