

Tomica Burke Saul

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CURRENT APPOINTMENT

RUTGERS LAW SCHOOL, Newark, NJ // 7/2023 - present

Assistant Professor of Law

Co-Director, Community and Transactional Lawyering Clinic

Direct and re-imagine a long-standing transactional clinic at Rutgers Law School - Newark which provides *pro bono* transactional legal services to historically underserved small businesses and nonprofits in Northern New Jersey. Develop curriculum and teach weekly seminars on transactional lawyering skills with a foundation of business law and nonprofit law. Some seminar topics include client counseling, contract drafting, entity formation and economic justice for transactional lawyers. Supervise clinical law students in weekly meetings and rounds and assist them in developing transactional lawyering skills and professional identity. Network with entrepreneurship advocates and small business program directors across Rutgers University and Northern, NJ to secure client referral relationships and collaborate on large-format workshops and pop-up clinics.

PRIOR EXPERIENCE

COLUMBIA UNIVERSITY LAW SCHOOL, New York, NY // 7/2021 - 6/2023

Supervising Staff Attorney

Supervising Staff Attorney for law school legal clinic that provides transactional pro bono legal services to low and moderate income entrepreneurs.

Supervised the legal work of up to eight student attorneys per semester in representing small businesses and solo-entrepreneurs on transactional, regulatory, and corporate governance matters. Taught select seminars over the course of the semester with a focus on historical and systemic economic disparities and best practices for lawyering to small businesses. Managed relationships and community development projects with community partners, serving as the liaison between the groups, the Clinic Director and the student attorneys. Shared in the program design and management of pop-up clinics throughout the semester. Lead the case assignment and administrative work of the clinic. Directed special projects such as updating the clinic internal website resources and compiling outward facing resources and materials.

TOMCOOKERY HOSPITALITY MANAGEMENT, New York, NY // 10/2018 - 7/2021

Founder & CEO

Principal at a consultancy focused on providing catering operations management, business advising and event staffing to restaurants caterers and food trucks.

Designed and created high profile events for six major clients resulting in revenue towards \$300k with responsibility of managing all catering, staffing and event design. Partnered with two major restaurants and two catering companies in the New York City area in providing ongoing full time catering and event management that supported their brand growth and business portfolio. Served as a full food and event production team with key outcomes in supporting premier galas, fundraisers and industry events such as the Charlize Theron Foundation's Annual African Outreach Project gala that impacted over 200 attendees and raised several million dollars. Developed and executed the catering and staffing for the Aliko Dangote Foundation's Future of Africa Forum with close to over 400 attendees and \$25 million raised. Managed on-site and off-site event food and beverage production for over 40 events totalling 150k in revenue for clients. Managed a team of one part-time employee and over 50 independent contractors to execute over 75 events. Advised business owners as an industry expert in ways to cut costs, increase revenue across catering programs and compete with other well-established catering companies.

PILOTWORKS KITCHENS, Brooklyn, NY // 9/2017 - 10/2018

Mentor Program Manager

Launched the mentorship program and educational curriculum for a VC-backed, nationwide network of kitchen incubators. Program provided group and individual business support to food entrepreneurs at various points of growth. Managed day-to-day operations of mentorship programming for a community of over 150 makers providing them with high level business support. Spearheaded the recruitment strategy and drafted materials for new mentors yielding an 50% increase in membership. Managed a ten person team in implementing local programming for incubator kitchens in five different cities to create a uniform standard of mentorship and education across the Pilotworks brand. Developed a pilot program for small support group mentoring which provided over 20 makers with additional resources. Hosted monthly Speaker's Series for the general public featuring food entrepreneurs establishing the Pilotworks brand as an industry thought-leader. Managed the first annual Real Food x Real Talk Conference, partnering with well-known CPG brands such as Sir Kensington's and other food and beverage fundraising organizations to bring together makers, investors and the general public on the future of food entrepreneurship. Conducted individualized meetings with business owners to issue-spot, problem solve, strategize and facilitate connections to mentors within the network. Served as an in-house expert to the executive team regarding small food business concerns to help advise on programming and branding.

TOMCOOKERY FINE CATERING AND EVENTS, New York, NY // 10/2012 - 6/2017

Founder

Operated a catering and events company in a highly competitive urban market.

Directed strategic initiatives including securing \$100k in outside investing to position TomCookery as a competitive industry force. Initiated and maintained relationships with strategic partners, securing \$50k in recurring revenue yearly and elevating brand presence. Developed communications strategy including press releases and pitches to media outlets resulting in local and specialized coverage of company and founder surrounding the Food Network competition win. Created original client, partner and investor-facing marketing materials resulting in 20%-100% annual sales growth. Created the TomCookery food concept and codified recipes and production plans for all dishes. Served as creative lead behind all food photography, videography and social media brand content. Directed cooks, servers, bartenders and outside vendors for events ranging from 20-600 guests. Managed hiring and termination of part-time and *per diem* back-of-house and front-of-house staff.

DEMOCRATIC NATIONAL CONVENTION COMMITTEE, Charlotte, NC // 2/2012 - 10/2012

Chief of Staff

Selected by Chief Communications Officer (CCO) to direct a departmental staff of twenty-seven full time employees for a major political convention managing a departmental budget of over \$1.5 million.

Drafted and negotiated key communications-related service contracts with Official Providers of the convention such as Time Warner and Xerox to secure public facing in-kind donations and sponsorship relationships. Drafted and negotiated service contracts with independent contractors in order to successfully broadcast the 2012 Democratic Convention to major networks. Managed short and long-term imperatives with CCO including roll-out of convention website, smartphone app and social media meet-ups resulting in ground breaking tech engagement with a national convention. Led departmental initiative to increase spend with WMBEs resulting in 60% WMBE spend across the communications department.

DEBEVOISE & PLIMPTON, New York, NY // 9/2010 - 2/2012

Corporate Associate

Associate in international joint ventures M&A practice group.

Drafted joint venture related agreements resulting in multi-million dollar deals. Conducted due diligence and assisted in preparing due diligence reports for client review to provide clients with comprehensive risk analysis.

EDUCATION

COLUMBIA UNIVERSITY SCHOOL OF LAW, New York, NY

J.D., May 2010

Human Rights Law Review - Staff Editor. *National Black Law Journal* - Business Manager. Black Law Students

Association - Social Director.

UNIVERSITY OF VIRGINIA, Charlottesville, VA

B.A in English Literature, May 2005

Dean's List

BAR ADMISSIONS AND PROFESSIONAL AFFILIATIONS

- State Bar of New York, (*Admitted 2011*)
- Association of American Law Schools,
 - Section on Clinical Legal Education (*Fall 2023-present*); Section on Minority Groups (*Fall 2023-present*)
- Clinical Legal Education Association, 2022-present (Board Member, *Fall 2024-present*)

ACADEMIC SERVICE

- Member, Academic Policy Committee, Rutgers Law School - Newark (*Fall 2023-Present*)
- Member, *Ad Hoc* Committee on Office Management, Rutgers Law School Clinical Program (*Fall 2023-Present*)

SELECTED PANELS

Panelist - "Get Lifted: Learning About Opportunities in the Cannabis Industry," Informational panel hosted by Manhattan Borough President Mark Levine, The Urban League and Columbia Law School (May 25, 2022)

Moderator - "Movement Lawyering and Economic Justice Panel," Informational panel co-hosted by the Law and Political Economy Society and the Black Law Students Association at Columbia Law School (November 8, 2022)

Presenter - "Teaching Justice through Reparations: A Cross-Clinic Collaboration," Webinar series hosted by the Clinical Legal Education Association Best Practices Committee (April 13, 2023)

Presenter – "The Transactional Costs of Going Legit," Work-in-Progress, Clinical Writers' Workshop sponsored by the Clinical Law Review, New York University School of Law, New York, NY (October 14, 2023).

Panelist - "Connecting the Dots: Pathways to the Legal Profession," Virtual Panel hosted by Columbia Law School's Admissions Office (November 16, 2023)

Panelist - "Faculty of Color Symposium," Panel hosted by Rutgers Law School Association of Black Law Students (November 15, 2023)

Presenter - "Entrepreneurship for Returning Citizens," Workshop hosted by RU Flourishing and the Rutgers University Business School (April 30, 2024)

Presenter - "Private Capital Has a Problem," AALS Annual Clinical Conference on Legal Education, St. Louis, Missouri (May 6, 2024)

Co-Facilitator - Community Development/Small Business Working Group, AALS Annual Clinical Conference on Legal Education, St. Louis, Missouri (May 2-5, 2024).

Presenter - "Going on the Market," Virtual Panel hosted by Georgetown Law School Fellowship Program (May 20, 2024)

Presenter - "Contract Basics: Deal Breakers You Should Know About," Webinar hosted by CU Grow and the Columbia University Supplier Diversity Office (May 30, 2024)

PUBLICATIONS

Reparative Entrepreneurship: The Business of War on Drugs Reparations, __ Colum. Bus. L. Rev. __ (forthcoming 2025)