

ATTORNEY BIOGRAPHY



Jeffrey L. Donaldson

Of Counsel

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Legal Administrative Assistant

Tiffany N. Sullivan

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Education

JD, Duke University School of Law (1981)

BA, *summa cum laude*, State University
College of New York at Buffalo (1978)

A.A., *with high distinction*, Niagara County
Community College (1976)

Bar and Court Admissions

Massachusetts

Professional/Community Affiliations

Clark University Small Business
Development Center, Advisory Council

Evan B. Donaldson Adoption Institute,
counsel

Town of Sterling, Economic Development
Committee, chair; Zoning Board of
Appeals, member

The Annulments, (an all-lawyer rock band
that plays for bar association and charitable
fundraising events)

American Bar Association

Massachusetts Bar Association

Worcester County Bar Association

Practice Groups and Specialty Areas

Business

Financing

Mergers and Acquisitions

Securities and Venture Capital

Jeff practices in the areas of corporate finance, mergers and acquisitions, venture capital investments, securities regulation, and general corporate and business matters. He serves as outside general counsel to a number of companies in the biotech, communications, distribution, energy, manufacturing, medical device, and retail industries. Jeff has more than 30 years of experience in negotiating private placements of debt and equity securities by companies and investments on behalf of venture capital funds, including multiple rounds of preferred stock, subordinated debt, and warrants. He was the lead attorney in five initial public offerings.

Jeff has received an AV Preeminent® Peer Review Rating from Martindale-Hubbell, the highest peer rating available for legal ability and professional ethics. In 2013, 2014, 2015 and 2016, Jeff was selected by his peers for inclusion in *The Best Lawyers in America* in the field of Corporate Law; Appellate Practice; Banking and Finance Law (Copyright 2016 by Woodward/White, Inc., of Aiken, SC).

Representative Matters

- Served as lead coordinating attorney in a transaction involving a six-company acquisition that closed simultaneously with a private placement of high-yield bonds to institutional investors. That transaction was followed by a three-company acquisition that closed simultaneously with a public offering.
- Represented an early-stage hydrogen fuel cell company in negotiating a joint development agreement with a publicly-held fuel cell company and in its subsequent acquisition by the same public company
- Represented a contract research organization in its merger with a publicly-held company
- Represented a local independent film producer in a private placement of securities to finance a feature film shot in Central Massachusetts
- Represented a designer of outdoor apparel and gear in a reorganization and multiple rounds of financing with venture capital firms
- Represented a protein sensor company developing diagnostic sensors and therapeutics in multiple rounds of private placements with venture capital firms
- Experienced in corporate reorganizations and recapitalizations
- Experienced in negotiating shareholder disputes and buyouts

Publications/Presentations

Jeff has lectured at Anna Maria College, Clark University Graduate School of Management, Clark University Small Business Development Center, and InnerCity Entrepreneurs in Worcester. He created and hosted *The Business Beat*, a weekly radio show on WICN featuring profiles of individuals and companies in Worcester County.