



DAVID AMIDON

PARTNER

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David Amidon is a partner in the Corporate Services practice group. He has over 30 years of experience helping a wide array of clients, serving as both general counsel and transactional counsel to a broad and diverse group of entrepreneurs, startup and emerging ventures, middle-market companies, private equity and venture capital funds, investment banking firms, private investors and public companies.

To his clients, Dave is a valued advisor, with unmatched responsiveness, a take-ownership and results-oriented deal approach, and a keen business sense.

Drawing on his decade of experience as a business executive and in-house general counsel, Dave has served as general counsel to a number of companies and entrepreneurs, and as counselor to the general counsels and law departments of corporate clients.

In addition, Dave maintains a sophisticated business transactional practice, focusing on business organization, capital formation and corporate finance, mergers and acquisitions, contracting and complex corporate transactions, including negotiation and documentation of diverse strategic alliances, joint ventures and partnering relationships.

His industry focuses include technology, business media (including meetings and events organizing and traditional and online marketing and media communications), print and digital publishing, hospitality, restaurant and food services, manufacturing and retail. He also represents issuers of securities and placement agents, venture capitalists and underwriters in both private and public offerings, and he counsels companies and their directors and officers on corporate governance matters and securities law compliance.

BACKGROUND

Prior to joining Armstrong Teasdale, Dave served as partner at a Boston-based multi-practice law firm. He also previously served as vice president and general counsel of a Massachusetts-based media communications company; a Florida-based tradeshow, conference and event organizer; and a Massachusetts rubber and vinyl products manufacturing company.

Before his in-house experience, Dave was a partner at a Boston multi-practice law firm, with a practice concentrating on corporate and securities law, mergers and acquisitions, and corporate finance.

SERVICES AND INDUSTRIES

Capital Markets

Commercial

Corporate

Emerging Companies

Governance and Compliance

Mergers and Acquisitions

Outside General Counsel

Private Equity and Venture

Capital

Securities and Corporate

Finance

Agribusiness and Food

Health Care and Life Sciences

Manufacturing and Innovation

Real Estate, Development,

Construction

Sports, Media and

Entertainment

ADMISSIONS

Massachusetts

EDUCATION

- Southern Methodist University School of Law (J.D., 1982)
- Lafayette College (B.A., 1979)
 - Economics and Business Administration

PROFESSIONAL ACTIVITIES

- American Bar Association
- Massachusetts Bar Association
- Boston Bar Association

CHARITABLE AND CIVIC INVOLVEMENT

- Massachusetts Youth Soccer Association (President)

ACCOLADES

- Northeast Trailblazer, The American Lawyer (2022)

EXPERIENCE

Ongoing Advice to Integrated Business Media Firm

Advised an event and digital experience company from its formation through its growth into one of the world's leading integrated business marketing and media companies, through its most recent sale to a New York-based alternative asset manager.

Counseling Through COVID-19

Advised multiple meeting and event organizers in their efforts to pivot multiple in-person conferences and shows to virtual platforms as a result of the halt to face-to-face events due to the COVID-19 pandemic.

Representation of Experienced Meeting, Event Organizer in Acquisition

Represented experienced meeting and event organizer in its acquisition of a series of events and the subsequent licensing of its brand, creating a dominant North American brand in its markets.

Representation of SAP User Conferences Provider in Acquisition

Represented leading U.S.-based provider of SAP user conferences in its acquisition of the correlative ASEAN brand, consolidating a global presence in providing vetted information to SAP-focused IT and business professionals.

Advised U.S. Entrepreneur in Joint Venture with India-based Firm

Advised a leading U.S. trade show and conference entrepreneur in its joint venture with an Indian firm to organize, promote, and produce a series of geriatric-oriented events in India.

Successfully Resolved Pandemic-Related Hospitality Disruptions

Advised a network of diverse retail travel companies in resolving pandemic-related delays and cancellations incident to the organization and structuring of its annual

owners' meetings.

Representation of Middle-Market Firm, Affiliates in Purchase and Sale

Represented active middle-market firm and several of its affiliates in connection with the purchase and sale of several meeting and event properties.

Representation of Leading B2B Digital Media Company in Sale

Represented leading B2B digital media company and its leadership team in the sale of its business to international integrated business media company.

Advised Housing and Travel Bureau Founder in Sale of Business

Advised founder of a leading housing and travel bureau serving the meetings and events market in the sale of the business.

Advised Leading Hospitality Firm in Launch of Glamping Business

Advised the collaboration of U.S. and U.K. partners in the creation and launch of their Glamping Summit events in the U.S. market.

Created Chinese Branch for Leading Display Industry Trade Association

Helped the leading trade association serving the display space to organize a China branch to serve its substantial Asian membership.

Representation of Luxury Hotel and Resort Reservations Firm in Management Buyout

Guided a leading luxury hotel and resort reservations firm in a management buyout of a hotel group.

Assisted Client in Acquiring Company from Bankruptcy

Met a challenging timetable to assist leading provider of financial services and business information in quickly acquiring a company in its sector from bankruptcy, resulting in a significant increase in the buyer's value.

THOUGHT LEADERSHIP

February 2021

Americans with Disabilities Act in the Glamping Space

Glamping Business Americas