



## JULIA V. TAYLOR

### PARTNER

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Julia Taylor focuses her practice on mergers and acquisitions, securities and corporate finance, and general corporate and commercial matters. A partner in the Corporate Services practice group, she has extensive experience representing public and private companies, both foreign and domestic, from myriad industries, including technology, cannabis, retail fashion, health care, professional services and private equity.

Julia has broad experience advising public and private companies on all phases of the purchase and sale of businesses and assets. From pre-deal structuring and planning and due diligence, to deal management and negotiation of purchase agreements, she works with clients to help achieve their business objectives.

Julia also acts as an outside corporate counsel to businesses. In such capacity, Julia provides advice on both day-to-day matters as well as more exceptional events, as well as coordinating advice from other areas of the firm, such as tax, intellectual property, immigration, real estate and employment.

Julia has extensive experience representing both public and private issuers in equity and debt offerings. In addition, she advises public company clients in connection with Exchange Act reporting, national securities exchange listing requirements and issues, and various disclosure matters.

Julia works with clients in various industries to assist them in achieving their business goals through master service agreements, licensing agreements, strategic partnerships and alliances, joint ventures and commercial contracts.

### BACKGROUND

Prior to joining Armstrong Teasdale, Julia served as a principal attorney and practice group leader for a large firm headquartered in Baltimore. Before that, she was a partner at a corporate and commercial law firm based in Washington, D.C., and an attorney at an American multinational firm headquartered in Washington, D.C.

### EDUCATION

- Baylor University (J.D., *magna cum laude*, 1997)
- Johns Hopkins University (B.A., 1991)
  - International Relations

### SERVICES AND INDUSTRIES

Cannabis and Hemp Law  
Capital Markets  
Corporate  
Governance and Compliance  
Mergers and Acquisitions  
Outside Corporate Counsel  
Private Equity and Venture Capital  
Securities and Corporate Finance  
Agribusiness and Food  
Consumer Products and Services  
Technology  
Distressed Bank Response Team

### ADMISSIONS

District of Columbia  
Texas

## PROFESSIONAL ACTIVITIES

- Shore United Bank (Advisory Board Member)

## CHARITABLE AND CIVIC INVOLVEMENT

- Association des Parents d'Élèves d'École Internationale Bilingue, Paris, France (Former Member, Conseil d'Administration; Treasurer)

## LANGUAGES

- French

## EXPERIENCE

### **Sale of Cybersecurity Learning Platform**

Advised the client, a leading cybersecurity training platform, in its sale to an audit, cybersecurity and information technology training company, which is backed by a private equity firm. The consideration included both cash and rollover equity in the acquiring entity's parent.

### **Representation of Vertically Integrated Cannabis Company**

Represented a cannabis client in connection with the formation of a vertically integrated cannabis company, its acquisition of several cultivation, processor, and dispensary companies, the negotiation of a credit agreement, and related regulatory filings in Maryland.

### **Representation of Regional Provider of Physical Therapy and Chiropractic Services**

Advised regional provider of physical therapy and chiropractic services in an enterprise reorganization, represented company numerous M&A (buy-side) transactions, provided advice on ordinary course commercial matters, and represented the founders and equity holders in connection with a sale of the company to a private equity firm.

### **Representation of SaaS Company**

Advised cloud-based SaaS company in connection with various master services agreements, statements of work, information security agreements and business associate agreements with its insurance company customers.

### **Representation of Retail Fashion Company**

Advised privately held retail fashion company in connection with private placements, adoption of stock option plan, design collaborations, licensing agreements, corporate governance and general corporate matters.

### **Representation of Maryland-Based Cannabis Companies**

Represented cannabis client in connection with secured lending transaction, a private placement of convertible securities by related issuers, ongoing regulatory matters and general corporate matters.

### **Representation of Physical Therapy and Chiropractic Services Company**

Advised regional provider of physical therapy and chiropractic services in connection with a sale of the company to a private equity firm as well as advised company pre- and

post-sale on various SaaS contracts.

**Representation of Medical Cannabis Dispensary**

Represented cannabis dispensary company in connection with the termination of its management services agreement with a multi-state operator and subsequent sale of the company to a private buyer, including structuring of the sale to comply with applicable regulations.

**Representation of Invisible Fence Distributor Company**

Advised distributor of invisible fences in connection with the sale of the company to a strategic buyer.