



Donald R. Reynolds

Attorney

Bio

Don practices in the areas of capital markets, securities law, mergers & acquisitions, venture capital, and corporate law. He joined the firm in 1993, prior to which he practiced at Wilson, Sonsini, Goodrich & Rosati, the largest law firm in Silicon Valley. Don's experience ranges from representing start-up companies in their initial organizations and financings to representing companies and underwriters in public offerings, mergers & acquisitions, and SEC reporting and compliance matters. Don has worked on over 100 public offerings, raising over \$9 billion in aggregate.

Don teaches Securities Regulation at Campbell University's law school and guest lectures on corporate governance at UNC-Chapel Hill's Kenan-Flagler Business School. He chaired the NCBA Securities Regulation Committee from 1997 through 2001 and was on the NCBA Business Council from 2000 through 2003. Don is the only Securities & Corporate Finance attorney outside Charlotte to have been listed in *North Carolina Super Lawyers* each year since 2007.

Don received his B.A. from Whitman College and his J.D. from New York University School of Law.

Contact

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Practice Areas

- Capital Markets
- Investment Funds
- Emerging Companies
- Mergers & Acquisitions

Awards & Recognition

- Recognized as a BTI Client Service All-Star by BTI Consulting Group (2012)
- Recognized as a leading Corporate/M&A attorney by Chambers USA (2011-2012, 2014-2020)
- Listed among The Best Lawyers in America: Corporate Law, Securities Law, Securities Regulation (2010-2020); Mergers & Acquisitions Law (2014-2020)
- Listed as "Raleigh Best Lawyers Securities Regulation Lawyer of the Year" (2017, 2019)
- Listed as "Raleigh Best Lawyers Mergers & Acquisitions Law Lawyer of the Year" (2015)
- Listed as "Raleigh Best Lawyers Securities/Capital Markets Law Lawyer of the Year" (2012)
- Listed as "Raleigh Best Lawyers Corporate Law Lawyer of the Year" (2014)
- Listed among Business North Carolina Magazine Legal Elite: Business (2012-2014, 2016), Business Law (2004), Corporate Counsel (2005, 2013)
- Listed among North Carolina Super Lawyers for Securities & Corporate Finance (2007-2019)

- Named one of Top 100 Super Lawyers in North Carolina (2014-2016)
 - Named one of Top 25 Super Lawyers in Raleigh (2014, 2016)
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Professional & Community Activities

- North Carolina Bar Association
 - North Carolina State Bar
 - State Bar of California
 - The Fellows of the American Bar Foundation
 - Board Member, Council for Entrepreneurial Development-Coastal
 - Elon University Parents' Council Member
 - Board Member, Executive Search Committee Chair, Governance Committee Chair and Audit Committee Member, USA Taekwondo
 - Associate Class Representative and Alumni Admissions Representative, Whitman College
 - WSHA Public Radio Community Advisory Board Chair
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Representative Experience

- Attends all Board and committee meetings of a Charleston, South Carolina based SaaS software company listed on Nasdaq and represented that company in its \$150 million IPO and subsequent debt and equity offerings for a total of over \$1 billion
- Attends all Board and committee meetings of a Maryland based specialty pharmaceutical company listed on Nasdaq and represented it on SEC matters, stock offerings raising over \$30 million and acquisitions and dispositions valued at a total of over \$120 million
- Represented a North Carolina based venture fund/family office in making two PIPEs (private investments in public equity) totaling \$60 million
- Represented an RTP-based drug development company in its \$200 million spin-off as a separate Nasdaq-listed entity, attended all of its Board and committee meetings and represented it on SEC matters and in its acquisition for over \$1 billion in cash, plus CVR's (contingent value rights) worth up to an additional \$350 million
- Represented a large, global technology company based in the Silicon Valley in 9 acquisitions valued at a total of over \$400 million
- Represented a major RTP-based global CRO (contract research organization) on SEC matters and in its \$172.5 million IPO and subsequent equity offerings for a total of over \$2 billion
- Represented another major North Carolina based CRO as its SEC counsel for the 15+ years it was a public company, and in its sale to private equity firms for \$3.9 billion
- Represented a local LED lighting company from inception through 2 rounds of equity financing and its sale to a public company for \$107 million
- Attended all Board and committee meetings of a local specialty pharmaceutical for approximately 15 years, and represented it on SEC matters and in 9 equity and debt

offering raising over \$1.3 billion, 4 acquisitions worth \$350 million and a successfully defended hostile takeover attempt

- Represented a global tobacco processing company based in North Carolina and traded on the NYSE on SEC matters, debt and equity offerings totaling over \$400 million, 2 acquisitions and the approximately \$3 billion merger of the company with another public company

Speeches & Publications

- "Identifying and Addressing Securities Law Issues," NC Bar Foundation Basics of Business Law Seminar, Cary, NC, May 2002, April 2000, 1998, 1996
 - "Initial Public Offerings 2001: Road Map for an IPO," Durham, NC, March 2001
 - "PIPEs as a Capital Financing Technique," RTP, NC, November 2001
 - Moderator, "The Role of the Board in Establishing and Monitoring Corporate Ethics," National Association of Corporate Directors, Research Triangle Chapter, RTP, NC, February 2003
 - The Art of Advising a High Technology Company, UNC Law School, Chapel Hill, NC, November 2002, 2003
 - "Where Have all the VC's Gone? A PPM Primer," Opportunity 2004, Wrightsville Beach, NC, March 2004
 - "Making the 'Tone at the Top' Ring True: Establishing Ethics through Corporate Governance," IMA/IAA joint meeting, RTP, NC, October 2004
 - "Going Public-What Officers and Directors Need to Know," NACD, RTP, NC, November 2006
 - "Exiting No Man's Land: Getting Yourself Prepared for the Capital Markets," Morrisville, NC, November 2007
 - Moderator, "D&O Insurance: Public, Private and Non-Profits, Are You Really Covered?" NACD, RTP, NC, May 2008
 - Panelist, "Financing Growth," Nasdaq, Cary, NC, June 2011
 - "The JOBS Act's Impact on Fundraising: The IPO On-Ramp, Crowdfunding and More," NCBA Business Law Section Annual Meetings, Pinehurst, NC, February 2013
 - "Investors, Entrepreneurs, Founders and the JOBS Act," Charlotte, NC, October 2013
 - "Crowdfunding Symposium," Campbell University Law School, October 2015
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