



## Jeff D. Cunningham

*Partner*

jeffcunningham@parkerpoe.com

t 678.690.5728



Jeff Cunningham serves as outside general counsel to growth-phase businesses. He enjoys helping entrepreneurs design ambitious deals and buy, build, and sell profitable companies. He often represents companies that do not have internal legal departments. His clients include closely held businesses, emerging businesses, and established companies. He has experience across many industries, including manufacturing and distribution, business and professional services, construction, and technology.

Jeff advises clients through all phases of the business life cycle:

- **Startup**
  - Choice of entity
  - Business plan development
  - Capital raising (debt and equity)
  - Equity and ownership agreements
- **Operating**
  - Commercial transactions and agreements
  - Intellectual property licensing
  - Consulting services
  - Tax structuring
  - Business acquisitions, joint ventures and other corporate partnerships
- **Exit**
  - Strategic planning
  - Marketing
  - Sale
  - Post-transaction counsel

He also regularly represents both borrowers and lenders in asset-based, cash flow, and other lending transactions.



### ATLANTA OFFICE



### PRACTICE AREAS

Business Law  
Mergers, Acquisitions &  
Joint Ventures  
Private Equity  
Venture Capital &  
Emerging Companies



### EDUCATION

Georgia State University  
JD, 1999  
Georgia State University  
MBA, 1996  
Vanderbilt University  
BS, 1992



### ADMISSIONS

Georgia



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### REPRESENTATIVE EXPERIENCE

- Represented merchant bank client in the simultaneous acquisition of 100% of the capital stock of four corporations (three in Texas, one in Canada) in a seller-financed transaction supplemented by a \$210 million bond offering.
- Represented multiple entrepreneurial businesses through multiple rounds of private financing and sale to strategic and financial buyers. Examples include:
  - Innovative affinity music-cruise company
  - Electronic discovery services company
  - Staffing and personnel services company
  - Metal recycler
  - Insurance brokerages
  - Behavioral incentives provider
  - Pharmacy services provider
  - Construction companies
  - Engineering and environmental services companies
  - Retail automotive services companies
  - Professional architecture and professional engineering companies

### CLIENT ALERTS

- "Economic Injury Disaster Loans (EIDL): The Devil Is in the Details," June 2020

### MEMBERSHIPS

- Atlanta Humane Society, Board of Directors, 2011-2017
- Sarah Smith Education Foundation, Board of Directors, 2011-2014; Chair, 2013-2014



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- American Bar Association
- Georgia State Bar Association

