



Matthew F. Gorra

Partner

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Matthew Gorra is a transactional lawyer with extensive experience advising clients on mergers and acquisitions; private equity, venture capital and financing transactions; securities issuances and compliance; strategic transactions; shareholder disputes; and general corporate matters. He is a member of the firm's Technology, Healthcare, Life Sciences and Industrials Sectors and provides advice to private and public companies, investors, owners and entrepreneurs.

Matthew has managed transactions for both private and public clients in a wide variety of industries, among them technology, healthcare, life sciences, aeronautical engineering, performance sportswear, financial services, investment management, propane gas distribution, commercial printing, chemical manufacturing, paint manufacturing, newspaper publishing, car dealership management, professional employee training, credit card consulting, education, real estate, construction, medicine, environmental engineering and human resource management. He advises clients from both the company/seller and investor/buyer perspectives.

Matthew has structured transactions in a variety of forms, including common and preferred stock financings, debt issuances, asset sales, stock sales (public and private), mergers, recapitalizations and spinouts, joint ventures and licensing arrangements.

- Corporate
- Private Equity
- Mergers and Acquisitions
- Emerging Growth and Venture Capital

- Energy and Natural Resources
- Industrials
- Financial Services
- Life Sciences
- Technology
- Consumer Goods, Food and Retail
- Real Estate

Representative Transactions

Venture Capital and Growth Equity Transactions

Matthew has advised:

- Camden Partners in its investment in RedPoint Global, a B2B customer data and marketing platform
- Camden Partners in its investment in RocketDocs, an RFP management software company
- A cyber security software company, in its \$5.4 million Series B financing and \$6 million Series A financing

- An artificial intelligence company specializing in the application of deep learning for target identification, drug discovery and aging research, Insilico Medicine, Inc., in its \$6 million Series A financing
- A healthcare compliance analytics company, Protenus, Inc., in its \$21 million Series C financing, \$11 million Series B financing and \$4 million Series A financing
- A mobile health company, emocha Inc., in its \$6.2 million Series A financing.
- A biodefense company in a \$2 million preferred equity financing
- A public medical device company in its \$8.4m Class C investment in an Israeli drug delivery technology company
- A private investment group in the \$9 million debt and equity investment in a billboard marketing technology company
- A company developing therapies and drug delivery technologies in the field of ophthalmology in its \$2.25 million Series A-2 round of financing
- An Internet marketing technology company in its initial \$2 million Series A round of financing and \$6.25 million Series B round of financing
- An Internet of Things (IoT) technology company serving the real estate sector in its \$4 million Series A financing
- A data assurance firm in its \$5.25 million Series A round of financing and eventual sale
- A medical device company that produces portable dialysis machines in its \$7.3 million Series A round of financing
- An aeronautical engineering firm based in California on a \$2 million angel financing to enable the firm to design and build a new business aircraft for commercial sale
- An investor in the \$2 million venture financing of a company that designs, markets and sells technology utilized in highway road design and installation

Private Equity Transactions

Matthew has advised:

- Pelican Ventures in its acquisition of Ariel Re, a reinsurance company with operations in Bermuda and the U.K.
- A US private equity firm in a \$10 million preferred equity investment in a retail company offering products for children, based in the southwest US
- The purchaser in the \$45 million acquisition of a financial services company serving the sub-prime lending market
- The seller in its \$165 million sale of a controlling interest in an educational consulting business to a private equity firm – a leveraged acquisition that included rollover equity issued to management
- An executive management team and investors in the acquisition of Paul Fredrick Menstyle, Inc., a leading designer and direct-to-consumer retailer of men's apparel
- A UK private equity firm in its \$40 million acquisition of a US-based software consulting and implementation firm--a leveraged acquisition that included rollover equity issued to management

Mergers and Acquisition Transactions

Matthew has advised:

- The seller of a professional services consulting business in its \$78 million sale to a public acquirer (2017)
- A public pharmaceutical company in the \$85 million acquisition of a generic pharmaceuticals business
- The purchaser in the \$45 million acquisition of a financial services company serving the sub-prime lending market
- A national propane gas distributor on acquisitions of regional propane gas distributors, including several acquisitions of distressed companies, across the U.S., including targets located in Maryland, West Virginia, California, Oregon, Washington, Michigan, Alabama, North Carolina, Tennessee, Georgia, and Florida
- A public company purchaser in its acquisition of a privately held construction consulting and litigation support company based in Rockville, Maryland
- A leading real estate consulting firm in its \$75 million merger with two other nationally recognized real estate consulting firms
- A Dubai-based purchaser in its acquisition of a polypropylene plastic film manufacturer based in Delaware, with operations in Canada and Indiana
- A public company purchaser in its acquisition of a valuation consulting firm based in Los Angeles, California

- The seller in its \$760 million sale of a cable business to a publicly held cable operator
- A publicly traded consulting company in its \$15 million acquisition of a construction litigation expert and consulting company
- The seller in its \$135 million sale of 13 Alzheimer's and acute care facilities in California, Maryland and Delaware to a public REIT and a public operator of elder care facilities
- The owner and operator of nursing home facilities on the acquisition of a nursing home facility in Maryland
- A publicly traded consumer cleaning products business in its acquisitions of several product lines, for purchase prices ranging from \$40 million to \$65 million
- The purchaser in its \$5 million acquisition of a newspaper distribution company out of bankruptcy
- The purchaser of a \$9 million minority equity stake in a commercial bakery located on the East Coast
- A publicly traded purchaser in its \$10 million acquisition of a consulting and training division from another public company
- The seller in its \$88 million sale of a daily newspaper to a private purchaser
- A public water utility in its acquisition of a distressed water utility in the mid-Atlantic region

Strategic Transactions

Matthew has advised:

- A US-based public company in its establishment of a joint venture to create a New York-based real estate investment bank
- Promoters in the formation of real estate investment funds with total investments between \$10 million and \$500 million

CREDENTIALS

Admissions

- District of Columbia
- Maryland

Education

- J.D., Cornell Law School 1999
- M.B.A., Loyola University Maryland 2008
- B.A., Political Science, Middlebury College 1994

Memberships

- American Bar Association
- Maryland Bar Association

INSIGHTS

Publications

- Co-Author, "Buy-Side Transactional Insurance Trends," *ACC Baltimore*, 2019

Events

- Various panelist and other speaking roles in the area of venture capital, private equity and mergers & acquisitions.
- Co-Presenter, "Today's Confidentiality Might Be Tomorrow's Controversy: How to Protect Your Company in Light of Surprising and Important Developments That Potentially Limit the Corporate Assertion of the Attorney-Client Privilege and the Protections Provided by Confidentiality Agreements," Association of Corporate Counsel - Baltimore (September, 2015)

- Panelist, "Tax and Legal Considerations for US/China Cross Border Investments," New York (November 4, 2010)
- Presenter, "Venture Capital Financings from a Lawyer's Perspective," University of Baltimore MBA program's Private Equity and Entrepreneurship class, Baltimore (November 11, 2009)