

# EMERGING COMPANIES PRACTICE



Our attorneys represent emerging companies throughout the course of their lifecycle. This includes initial formation; financings, capital raises and follow-on investments; mergers, joint ventures, restructurings and other growth opportunities; and acquisitions by strategic or financial buyers.

For more than 30 years, lawyers on this team have served as counselors, mentors and quarterbacks to startups throughout the country. These attorneys understand that emerging companies require high-quality legal counsel to ensure their business is positioned for success. Indeed, our attorneys often serve as outside “general counsel” to our emerging company clients, acting as a de facto senior member of the management team and attending board meetings.

Our emerging companies practice taps into the talent and experience of the firm’s intellectual property, labor, employment & immigration, tax, employee benefits, executive compensation and other practices to ensure that our startup clients, their founders and employees have a partner in Williams Mullen for all facets of their business. Our team-oriented service approach enables our clients to call on lawyers who are familiar with their technology, products, services and business models and who understand the strategic decisions made by senior management.

## Representative legal services for startups include:

- > Entity formation, including choice of entity, ownership agreements and capitalization structures.
- > Financing, including initial capital raises such as pre-seed, seed, Series A and follow on investments.
- > Introductions to sources of capital and developing strategies to obtain funding.
- > Negotiation of key contracts with vendors, suppliers, lenders and employees.
- > Intellectual property, including copyright, patent and trademark licensing, IP development agreements, infringement issues and complex IP transactions.
- > Preparation and implementation of equity incentive plans and key agreements with management, employees, consultants and advisors.
- > Joint venture agreements, including formation, capitalization, governance, operation and sale.
- > Federal and state securities law compliance.
- > Exit strategy, including acquisition by strategic or financial buyers, or restructuring.

We pride ourselves on our long-standing history of offering experienced advice to emerging companies confronting important, even bet the company, decisions by relating what we’ve seen work and, often more importantly, not work in similar situations in the past.

**As a law firm serving startups, we enable clients to focus on growing their businesses while we implement the legal strategies to facilitate that growth. We’re there for our clients throughout their business journeys. Ask them.**



## REPRESENTATIVE FUNDRAISING TRANSACTIONS

Representation of  
BioMech Holdings, LLC



*Offering of Convertible  
Promissory Notes*  
March 2022

Representation of  
Psionic, LLC



*Offering of Class B Units*  
December 2021

Representation of  
Psionic, LLC



*Convertible Notes Offering*  
December 2021

Representation of  
DroneUp, LLC



*\$5M Offering of  
Class A-1 Preferred Units*  
November 2021

Representation of  
AuraPea LLC



*\$1.4M Offering of  
Series A Preferred Units*  
October 2021

Representation of  
Psionic, LLC



*Convertible Notes Offering*  
August 2021

Representation of  
ivWatch, LLC



*\$6.97M Offering of  
Class B Units*  
August 2021

Representation of  
Defiant Food Group



*\$1.4M Offering of  
Promissory Notes and Warrants*  
May 2021

Representation of  
DroneUp, LLC



*\$6.66M Offering of  
Convertible Notes*  
May 2021

Representation of  
Preavilion, Inc.



*\$5M Offering of  
Series A-1 Common Stock*  
March 2021

Representation of  
AuraPea LLC



*\$750,000 Convertible  
Promissory Notes Offering*  
February 2021

Representation of  
ivWatch, LLC



*\$3M Offering of  
Line of Credit/Warrants*  
December 2020

Representation of  
AuraPea LLC



*\$675,000 Convertible  
Notes Offering*  
December 2020

Representation of  
Belle Isle Craft Spirits, Inc.



*Offering of Notes  
and Warrants*  
November 2020

Representation of  
Psionic, LLC



*Convertible  
Notes Offering*  
November 2020

Representation of  
Psionic, LLC



*Convertible Notes/  
Warrants Offering*  
September 2020

## REPRESENTATIVE FUNDRAISING TRANSACTIONS

Representation of  
LB Pharmaceuticals, Inc.



*\$10M Convertible  
Notes Offering*  
September 2020

Representation of  
DroneUp, LLC



*\$1.5M Offering of  
Convertible Notes/Warrants*  
August 2020

Representation of  
DroneUp, LLC



*\$2M Offering of  
Convertible Notes/Warrants*  
June 2020

Representation of  
CareTeam LLC



*\$240,000 Offering of  
Class A Units*  
June 2020

Representation of  
Trilogy Mentors, Inc.



*Convertible Notes Offering*  
June 2020

Representation of  
Psionic, LLC



*Convertible  
Notes Offering*  
June 2020

Representation of  
ivWatch, LLC



*\$22M Offering of  
Class B Units*  
May 2020

Representation of  
Belle Isle Craft Spirits, Inc.



**BELLE ISLE**  
MOONSHINE  
*Offering of Bridge Notes*  
May 2020

Representation of  
Warehowz LLC



*Offering of Series  
Seed Preferred Stock*  
April 2020

Representation of  
Psionic, LLC



*Convertible Notes/  
Warrants Offering*  
March 2020

Representation of  
Clareto (MedVirginia, Inc.)



*\$1.5M Offering of  
Series A1 Preferred Stock*  
March 2020

Representation of  
BioMech Holdings, LLC



*Offering of  
Series B Preferred Stock*  
January 2020

Representation of  
GOGO Band, Inc.



*Offering of  
Common Stock*  
December 2019

Representation of  
Psionic, LLC



*Convertible  
Notes Offering*  
December 2019

Representation of  
DroneUp, LLC



*\$1.84M Offering of  
Convertible Notes/Warrants*  
September 2019

Representation of  
Warehowz, LLC



*Offering of  
Convertible Notes*  
September 2019

## REPRESENTATIVE FUNDRAISING TRANSACTIONS

Representation of  
Outdoor Access, Inc.



Offering of  
Preferred Stock  
August 2019

Representation of  
Trilogy Mentors, LLC



Offering of  
Convertible Notes  
August 2019

Representation of  
Workpath



\$1.5M Offering of  
Series A-3 Preferred Stock  
April 2019

Representation of  
CareTeam LLC



\$440,000 Offering of  
Class A Units  
March 2019

Representation of  
LB Pharmaceuticals, Inc.



\$8.4M Offering of  
Series A Preferred Stock  
February 2019

Representation of  
DroneUp, LLC



\$2.43M Offering of  
Convertible Notes/Warrants  
February 2019

Representation of  
Defiant Food Group



\$500,000 Offering of  
Series A Preferred Units  
February 2019

Representation of Clareto  
(MedVirginia, Inc.)



\$2.63M Offering of  
Series A Preferred Stock  
February 2019

Representation of  
Occasion Genius



\$2.5M Offering of  
of Common Stock  
January 2019

Representation of  
Outdoor Access, Inc.



Offering of  
Common Stock  
November 2018

Representation of  
Psionic, LLC



Offering of  
Class B Units  
October 2018

Representation of  
BioMech Holdings, LLC



Offering of  
Series A Preferred Stock  
October 2018

Representation of  
Trilogy Mentors, LLC



Offering of  
Convertible Notes  
July 2018

Representation of  
Ailares, Inc.



\$1M Offering of  
Common Stock  
June 2018

Representation of  
CareTeam LLC



\$750,000 Offering of  
Class A Units  
June 2018

Representation of  
LB Pharmaceuticals, Inc.



\$440,000 Offering of  
Series Seed Preferred Stock  
May 2018

## REPRESENTATIVE FUNDRAISING TRANSACTIONS

Representation of  
Workpath



*\$1.5M Offering of  
Series A-2 Preferred Stock*  
February 2018

Representation of  
DroneUp, LLC



*\$2.3M Offering of  
Convertible Notes/Warrants*  
December 2017

Representation of Clareto  
(MedVirginia, Inc.)



*\$400,000  
Notes Offering*  
November 2017

Representation of  
GOGO Band, Inc.



*Offering of  
Common Stock*  
September 2017

Representation of  
Trilogy Mentors, LLC



*Offering of  
Convertible Notes*  
June 2017

Representation of  
ivWatch, LLC



*\$14.8M Offering of  
Class B Units*  
June 2017

Representation of  
Workpath



*\$10M Offering  
of Series A  
Preferred Stock*  
May 2016

Representation of  
Workpath



*\$6M Offering of  
Series Seed-1 and Series  
Seed-2 Preferred Stock*  
2015