



Laurence V. Parker, Jr.

Partner

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Larry Parker is the chair of our Mergers and Acquisitions Group. In his M&A and general business practice Larry:

- Enjoys providing strategic advice to all parties in the M&A process - public and private companies and strategic, private equity buyers and sellers.
- Draws on his experience when finding creative solutions to transaction structure, price and legal issues that benefit his clients and complete transactions efficiently.
- Enjoys working with clients in multiple industries, including banking & financial services, government contracting, petroleum distribution and marketing, insurance and insurance brokerages and software & technology.
- Helps growth companies across multiple industries raise angel, venture or other private capital and enter into exit transactions.
- Addresses general business and corporate governance questions for clients.
- Counsels manufacturing, distribution, retail and e-commerce companies on significant sales, license, distribution, fulfillment and manufacturing agreements.

Larry is a member of the Virginia State Bar and the American Bar Association. He has been listed in *Virginia Super Lawyers* magazine for Mergers & Acquisitions Law (2017-present), and he was previously recognized in *Virginia Super Lawyers Rising Stars* magazine (2009-2013). Larry is a former member of the board of

directors of the Innsbrook Rotary Club and a former member of the board of directors for the Venture Forum. From 2015-2016, Larry taught mergers and acquisitions at the University of Richmond School of Law as an adjunct professor.

Before joining Williams Mullen, Larry was a logistics officer with the U.S. Marine Corps in Camp Pendleton, Calif. Larry received his Bachelor of Arts degree from the University of Virginia. He received his Juris Doctor and Master of Business Administration degrees from the University of Richmond, where he was a member of the McNeill Law Society and editor-in-chief of the *University of Richmond Law Review*.

Practice Areas

- Mergers & Acquisitions
- Insurance Brokerages
- Private Equity and Venture Capital
- Corporate
- Corporate Finance
- Securities & Corporate Governance
- Manufacturing
- Economic Development
- Government Contracts
- Petroleum Refining & Marketing
- Virginia Business & Corporate Law
- Commercial Contracts
- Outside General Counsel

Experience

Representative M&A Engagements:

Represented a leading public media and internet conglomerate, focused in the core areas of search, applications, online dating and media, in the acquisition and

divestiture of multiple portfolio companies, including:

- An online sports retail business.
 - A mobile music and video application business.
 - An online local restaurant guide that aggregates reviews from professional food critics, bloggers and diners.
 - A company that created a specialized work order, job tracking and invoicing software for home improvement professionals.
 - A company that created a unique content recommendation engine.
 - A company that specializes in downloadable software and services that clean, repair, update and optimize personal computers.
 - A company in the digital presence management business.
 - A company that developed software that permits users to produce their own video content viewable across multiple mobile device platforms.
 - A company with a proprietary video live streaming platform that allows customers to broadcast live video content using a camera and a computer through the Internet
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- Served as co-counsel in the sale of an insurance, risk management and insurance brokerage company to a global insurance broker at over \$2 billion.
 - Represented a real estate transaction service provider in its sale to a title insurance company in a transaction valued at over \$230 million.
 - Represented a closely held national brand and private label food manufacturer in a sale to a private equity fund.
 - Represented a beverage distributor in its sale to a national beverage distributor in a transaction valued at over \$150 million.
 - Represented a closely held upscale camping community in a sale to a REIT.
 - Represented a diversified petroleum distribution business in the acquisition and divestiture of multiple petroleum-related businesses.
 - Represented a bank holding company in its acquisition of a community bank in a transaction valued at over \$50 million.
 - Represented a bank holding company in its sale to a bank holding company in a transaction valued at over \$40 million.
 - Served as local counsel to a pharmaceutical company in its acquisition of certain intellectual property assets in a transaction valued at over \$40 million.
 - Represented an insurance holding company in its acquisition of an insurance underwriter in a transaction valued at over \$24 million.
 - Represented a large Chinese pharmaceutical manufacturer in its acquisition of its first manufacturing facility in the United States.
 - Represented an India-based auto manufacturer in its acquisition of its first manufacturing facility in the United States.

- Represented a government contractor in the sale of a controlling equity interest to a private equity fund.
- Represented a technology consulting company in a sale to a large, publicly traded government consulting firm.
- Represented a software company in its acquisition of certain software assets out of bankruptcy.
- Represented a property & casualty and benefits insurance brokerage company in multiple roll-up acquisitions.
- Represented a broker-dealer and an investment adviser in its divestiture of broker-dealer and investment advisory assets.
- Represented the management team of a consumer electronic products provider in its acquisition from an international office equipment manufacturer.
- Represented banks in acquisitions of multiple investment advisers.
- Represented a community bank in its sale to a community bank holding company in a transaction valued at over \$20 million.
- Represented a regional foodservice distributor in its acquisition of an independent food distributor.
- Represented a closely held national brand food manufacturer in its divestiture of a division.
- Represented a government contractor specializing in government services in multiple divestitures of certain non-core assets.
- Represented a building materials company in its sale to a large building materials distributor.

Representative Private Equity and Growth Company Engagements

- Assisted a healthcare focused private equity fund in multiple portfolio company and co-investment transactions
- Assisted a craft brewery in raising capital
- Assisted a real estate investment fund in raising capital
- Represented a growth company in the pet products industry in connection with a sale of a controlling interest to a family office.
- Represented a government contractor in the sale of a controlling equity interest to a private equity fund.
- Represented a home furnishings retailer in a sale to a private equity fund.
- Represented a growth company in the sale of its web-based sports retail platform to a private equity fund.
- Represented an early stage company that has created an online charitable giving platform in connection with a convertible note issuance.
- Represented an angel investor in multiple investments in a multi-day, multi-artist music festivals.
- Represented a real estate investment fund in multiple joint ventures with land owners.

Representative Government Contract Experience

- Represented government contractor that converts off-the-shelf phones and other communications equipment into devices capable of handling classified communications in sale to a private equity fund.
- Represented ESOP-owned government contractor that creates communications devices for defense and intelligence agencies in sale to strategic buyer.
- Represented government contractor that applies specialty coatings below the water line on U.S. Navy vessels in sale of company.
- Represented government contractor that assists various non-defense, non-intelligence government agencies with services in sale of several non-core assets.

Education

- University of Richmond School of Law (J.D.), 2003
McNeill Law Society, *University of Richmond Law Review*, Editor-in-Chief
- University of Richmond (M.B.A.), 2003
- University of Virginia (B.A.), 1995

Professional Affiliations

- American Bar Association
- Richmond Bar Association

Awards

- Listed in *Virginia Super Lawyers* magazine ? Mergers & Acquisitions (2017-present)
- Rotary Club of Innsbrook ? Rotarian of the Year (2012-2013)
- Listed in *Virginia Super Lawyers* magazine ? Business/Corporate (2009-2013)