

Emerging Companies

Legal Services



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
LB Pharmaceuticals, Inc



*\$25.73M Offering of
Convertible Notes*
January 2023

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
Prevailion, 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.



BELLE ISLE
MOONSHINE

*Offering of Notes
and Warrants*
November 2020

Representation of
Psionic, LLC



*Convertible
Notes Offering*
November 2020

Representative Fundraising Transactions

Representation of
Psionic, LLC



Convertible Notes/
Warrants Offering
September 2020

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

Representative Fundraising Transactions

Representation of
Warehowz, LLC



Offering of
Convertible Notes
September 2019

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
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

Representative Fundraising Transactions

Representation of
LB Pharmaceuticals, Inc.



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

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