



# Rex McKeon

*Associate*

*Buffalo, Boston*

*P: 716.566.1381*

*rmckeon@barclaydamon.com*

## Education

- New England Law | Boston, JD
- University of Maine, BA

## Practices & Industries

- Corporate
- Health & Human Services Providers
- Canada-US Cross-Border
- International
- Health Care
- Pharmacy

## Admitted to Practice

- Massachusetts
- New York

## Biography

Rex's transactional practice encompasses a wide range of matters, including business formations; capital markets and start-ups; mergers and acquisitions; not-for-profit formation and governance; applications for tax-exempt status; and drafting various commercial agreements, such as consulting agreements, general terms and conditions, and ownership agreements.

During Rex's nearly ten years with a large Boston-based technology company, he worked with health care providers to improve operational efficiency, streamline revenue cycle operations, and adopt value-based payment models. His operational experience in health care IT gives him a valuable perspective in his approach to the legal concerns of health care clients, and his experience working for a large technology firm influences his transactional practice.

## Bar Associations

- Bar Association of Erie County
- Boston Bar Association
- New York State Bar Association

## Selected Memberships & Affiliations

- St. Thomas More Guild of Western New York, Member

## Representative Experience

- Serve as outside general counsel for the United Way of Buffalo and Erie County, advising executive leadership and the board of directors on matters related to corporate

governance, commercial contracting, and providing day-to-day legal support.

- Represented the seller of a New York City–based specialty pharmacy in the sale of its assets to a strategic buyer in a transaction valued at \$10 million.
- Represented a group of strategic investors in the purchase of a retail pharmacy and associated real estate in a transaction valued at \$4.4 million.
- Represent buyers and sellers of independent pharmacies in asset and equity transactions involving community-based retail pharmacies, specialty pharmacies, and compounding pharmacies.
- Represented the surviving entity in a merger of two mental health care providers regarding assets in excess of \$100 million, which involved regulatory approvals from the NYS Office of Mental Health, NYS Office of Addiction Services and Supports, and the NYS Attorney General.
- Represented the seller of a US freight-factoring portfolio to a competitor in a strategic asset sale valued at \$50 million.
- Represented the owners of a construction cost-estimating company in an equity transaction valued at \$57 million.
- Represented a Canadian transportation and logistics company regarding its US expansion and operations.
- Represented a cannabis testing laboratory start-up in connection with its entity formation, corporate structuring, and \$2 million series seed raise.
- Represented not-for-profit and religious corporations before the New York State Attorney General on matters relating to corporate and real property transactions.
- Successfully obtained recognition of tax-exempt status under Section 501(c)(3) of the Internal Revenue Code for numerous organizations across New York State, including public charities, private foundations, and churches. Representation includes the formation of not-for-profit and religious corporations, drafting bylaws and policies, completing applications for recognition on IRS Form 1023, NYS Charities Bureau registrations, and obtaining NYS Sales and Use Tax Exempt Organization Certificates.
- Represented a long-standing Orchard Park specialty technical manufacturer in the successful sale of its equity and real property to a private equity platform.

## Prior Experience

- Barclay Damon LLP, Law Clerk
- athenahealth, Inc., Manager, Customer Success Management
- University of Maine, College of Education and Human Development, Teaching Assistant
- University of Maine, College of Liberal Arts and Sciences, Research Fellow

## Selected Community Activities

- Graycliff Conservancy, Board Member
- Hauptman-Woodward Medical Research Institute, Young Professional Member
- The Mayhew Program, Annual Volunteer
- Northport Volunteer Fire Department, Former Volunteer Fire Fighter

## Selected Honors

- *Best Lawyers: Ones to Watch® in America*: Corporate Law, 2025–2026; Health Care Law, 2026
- Selected to *Super Lawyers* Upstate New York Rising Stars: Business/Corporate, 2025
- New York State Bar Association, Empire State Counsel®, 2024
- American Bar Association Client Counseling Competition, Regional Semifinalist, 2021

## Selected Alerts & Blog Posts

- FTC Amends Safeguards Rule to Require Reporting of Data Security Breaches to the FTC