Dave Amidon

He | Him | His

Partner

Boston

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Education

- Southern Methodist University School of Law, JD
- Lafayette College, BA

Practices & Industries

- Corporate
- Hotels, Hospitality & Food Service

Admitted to Practice

- Massachusetts

Biography

Dave has over 30 years of experience helping a wide array of clients, serving as both corporate counsel and transactional counsel to a broad and distinctive group of entrepreneurs, startup and emerging ventures, middle-market companies, private equity and venture capital funds, investment banking firms, private investors, and public companies.

Dave draws on his decade of experience as a business executive and in-house general counsel when serving as corporate counsel to companies and entrepreneurs and as a counselor to the general counsels and law departments of his corporate clients.

In his business transactional practice, Dave focuses on business organization; capital formation and corporate finance; mergers and acquisitions; contracting and complex corporate transactions, including negotiation and documentation of varied strategic alliances; joint ventures; and partnering relationships.

Dave's practice involves working with clients in a wide range of industries, including technology; business media, including meetings and events organizing and traditional and online marketing and media communications, such as print and digital publishing; hospitality and food services; manufacturing; and retail. He also represents issuers of securities and placement agents and venture capitalists and underwriters in both private and public offerings, and he counsels companies and their directors and officers on corporate governance matters and securities law compliance.

Bar Associations

- American Bar Association
- Massachusetts Bar Association
- Boston Bar Association

Selected Memberships & Affiliations

- International Association of Event Managers
- American Society of Corporate Secretaries
- American Corporate Counsel Association
- Financial Executives International, Boston Chapter
- Association for Corporate Growth, New England Chapter

Representative Experience

- Advised an event and digital experience company from its formation through its growth into one of the world's leading integrated business marketing and media companies through its most recent sale to a New York–based alternative asset manager.
- Advised multiple meeting and event organizers in their efforts to pivot multiple in-person conferences and shows to virtual platforms as a result of the COVID-19 pandemic halting face-to-face meetings and events.
- Represented an experienced meeting and event organizer in its acquisition of a series of events and the subsequent licensing of its brand, creating a dominant North American brand in its markets.
- Represented a leading US-based provider of SAP user conferences in its acquisition of the correlative ASEAN brand, consolidating a global presence in providing vetted information to SAP-focused IT and business professionals.
- Advised a leading US trade show and conference entrepreneur in its joint venture with an Indian firm to organize, promote, and produce a series of geriatric-oriented events in India.
- Advised a network of varied retail travel companies in resolving COVID-19 pandemic-related delays and cancellations incident to the organization and structuring of its annual owners' meeting.
- Represented an active middle-market firm and several of its affiliates in connection with the purchase and sale of several meeting and event properties.
- Represented a leading business-to-business digital media company and its leadership team in the sale of its business to an international integrated business media company.
- Advised the founder of a leading housing and travel bureau serving the meetings and events market in the sale of the business.
- Advised a collaboration of US and UK partners in the creation and launch of their glamping summit events in the US market.

- Helped the leading trade association serving the display space to organize a China branch to serve its substantial Asian membership.
- Guided a leading luxury hotel and resort reservations firm in a management buyout of a hotel group.
- Met a challenging timeline to assist a leading provider of financial services and business information in quickly acquiring a company in its sector from bankruptcy, resulting in a significant increase in the buyer's value.
- Represented the owner, organizer, and producer of a US tradeshow for people with disabilities and the seller in the negotiation and sale of meetings, events, tradeshows, and exhibitions and related digital properties to a UK-based media business.

Prior Experience

- Armstrong Teasdale LLP, Partner
- Burns & Levinson LLP, Partner
- Imark Communications, General Counsel
- Ullo International, Inc., Vice President and General Counsel
- Gadsby Hannah LLP, Partner
- Storey, Armstrong, Steger & Martin, Associate

Selected Community Activities

- Find the Cause Breast Cancer Foundation, Director
- Massachusetts Youth Soccer Association, President

Selected Honors

- *The American Lawyer*, Northeast Trailblazer, 2022

Selected Speaking Engagements

- Society of Independent Show Organizers, Annual CEO Summit and Leadership Conference
- Northeastern University Center for Family Business
- Association for Corporate Growth, New England Chapter

Selected Media

- Law360 Pulse, "Barclay Damon Adds Armstrong Teasdale Corporate Partner"
- Center for Exhibition Industry Research
- Glamping Business Americas, “Americans With Disabilities Act in the Glamping Space”