

## Philip DiGennaro Jr.

CONSULTANT | GREENWICH

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SECRETARY CHERYL CARLIN



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### Phil is a consultant in our corporate team.

His practice focuses on mergers and acquisitions, commercial real estate, general business practices, and corporate law. He provides counsel to a diverse group of domestic and international businesses and individuals, in connection with transactions large and small. Primarily, Phil's clients include privately held businesses, across a variety of industries, and the entrepreneurial individuals and families who have nurtured them. To that end, he integrates his advice with the efforts of the firm's wealth-planning lawyers to provide maximum added value, at all times rooted in a solid understanding of each client's individual and business goals.

In connection with his clients' substantial real estate holdings (industrial, office, retail, residential, etc), Phil provides comprehensive advice on, among other things, acquisitions and sales, like-kind exchanges, construction, leasing and management. Additionally, Phil's experience in representing both borrowers and lenders in commercial financings helps him navigate his clients safely through all phases of the loan process.

Phil has advised both individuals and companies of all sizes on various employment matters, including the hiring, firing and promoting workers at all organizational levels, the granting of options, warrants, phantom stock, and other executive compensation packages, the negotiation and enforcement of employment and termination agreements, confidentiality, nondisclosure and non-competition agreements, and the creation and implementation of employee handbooks and related policies.

Prior to joining the firm in 2002, Phil was Vice President and General Counsel of a publicly-traded telecommunications company. In 2012, he was named one of *Connecticut Magazine's* Top Young Attorneys In Connecticut.

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# Track record

## Family-owned real estate investment company

Represented a family-owned real estate investment company, in connection with its purchase of a 10-acre property and 115,000 sf retail building and related net lease in Texas.

## Real estate development company

Represented real estate development company in its re-development and financing of a multi-parcel medical office campus in Connecticut.

## Apartment complex sale

Represented a real estate development company, in its sale of a 124-unit apartment complex in Connecticut.

## Commercial property

Advised a family-owned entity on the purchase and triple-net lease of commercial property in Tyler, Texas, upon which a new retail rental store was constructed.

## Lease negotiation

Completed a successful lease negotiation for a prominent longstanding culinary institution located in Greenwich, CT. The new lease includes, among other things, an expansion into additional adjacent space for a new take-out business.

## Commercial real estate client

Represented a commercial real estate client in connection with the purchase of a high-end retail property located in the commercially-central area of Westport, Connecticut.

## Commercial property

Closed the sale of commercial real property containing a major US wholesale chain and a restaurant on behalf of a family-owned real estate company. Withers attorneys also represented the client in the settlement of related litigation.

## UK-based luxury group

Represented a UK-based luxury group of private hotels, restaurants, and private members' clubs, in its acquisition, financing and organizational restructuring of a multi-parcel hotel property in Miami Beach, Florida.

## Establishment of New York office

Represented a UK-based provider of personal concierge and lifestyle management services, in the establishment of its first US office in New York City.

## UK-based luxury group

Represented a UK-based luxury group of private hotels, restaurants, and private members' clubs, in its disposition of a majority stake of the company to a US-based investment fund.

## Miami restaurant acquisition

Advised on a luxury hotel's acquisition of a restaurant in Miami. As part of a larger joint venture project that included significant structural reorganization, our client now controls this restaurant's Miami Beach location, and will be rolling out additional sites in numerous locations.

## Luxury watch and jewellery business

Completed a new joint venture, asset purchase, and lease transaction for the expansion of a luxury watch and jewelry business from Greenwich into a prominent location in New Canaan, Connecticut.

## Luxury clothes designer

Represented an international luxury clothes designer based in London, with the opening of several US boutiques in New York, Chicago, and Los Angeles. General counsel services in the US were also provided.

## Auto finance company

Advised an auto finance company on its recent agreement to sell auto loans to a Connecticut-based hedge fund, as well as providing tax advice on the transaction.

## PR joint venture

Closed on a cross-border joint venture between a PR firm based in the US and another based in the UK. Tax and structuring advice were also provided.

## Disposal

Represented a US-based company that offers portfolio analysis services, in the disposition of its assets to the FTSE.

## Stock acquisition

Represented an international supplier of custom-designed components and specialist materials to the micro and opto electronics market, in its stock acquisition of three companies in Connecticut, the UK and Canada. Corporate, tax, employment and property advice were also provided.

## Consulting Agreement

Executed a Consulting Agreement for one of the US' largest provider of IT solutions to the private equity sector, in connection with their engagement of a consultant to provide business growth and development services.

## Aircraft deals

Represented a US-based company that buys and sells aircraft and aircraft simulators, in several cross-border deals including lease arrangements, US and UK tax matters, and the negotiation of settlements in the UK with the licensors of the simulator software.

## Waste hauling business

Represented a NY-based waste-hauling company in its sale of multiple entities and related real property to a strategic buyer.

## Auto finance company

Advised an auto finance company on a significant loan increase/modification which loan will ultimately be syndicated by the lead lender, a bank.

## Business Process Outsourcing provider

Represented a Business Process Outsourcing (BPO) provider with offices in the US, Malaysia and the Philippines, in commercial and tax matters, and the restructuring of its different companies to exploit tax benefits.

## Metal finishing services company

Represented a company that specializes in high quality metal finishing services, in its sale to a leading manufacturer in Michigan.

## Speciality manufacturer

Represented a manufacturer of specialty party supplies and paper products owned by US and US expatriates, in connection with commercial and tax advice regarding a potential disposition.

## Advised on negotiations on behalf

Advised on negotiations on behalf of newly appointed division presidents for a pharmaceuticals industry-related shipping and logistics provider, as well as providing advice regarding executive employment agreements and the granting and vesting of equity in a new subsidiary.

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## Talks

- Inside the Entrepreneurial Mind, Rye Brook, NY, host
- 'My Countries: Advising the Internationally Connected Client', New Rochelle, NY, January 2015, speaker
- 'Startups 101: A Roadmap to Successful Entrepreneurship', Stamford, CT, October 2014, speaker
- 'Boot Camp for the Inbound Foreign Entrepreneur', Greenwich, CT, May 2014, speaker
- 'Securing the Staff', Protecting the Principals Seminar Series, Greenwich CT, September 2011, presenter
- Inside the Entrepreneurial Mind Monthly Breakfast Series, Greenwich CT, host
- 'Embracing the Downturn', Entrepreneurs Organization Fall Event (Greenwich), November 2008, panelist
- 'Greenwich Entrepreneur' Radio Program, WGCH 1490 AM (Greenwich), co-host
- 'A Clear View - Achieving Transparency Using Family Office Practices in Your Family Business', Joint Presentation with GenSpring Family Offices, LLC (New Haven, Greenwich), June 2009, panelist
- 'Real Estate Power Moves - Creating Opportunity Out of Crisis', Inc. Magazine Business Owners Council Event (Manhattan, Long Island, Greenwich), June 2009, panelist

## Admissions

Commonwealth of Pennsylvania, 1997

State of Connecticut, 1999

Registered Foreign Lawyer in the UK, 2005

State of New York, 2006

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## Education

Hamilton College, magna cum laude, Phi Beta Kappa, B.A.

University of Pennsylvania Law School, cum laude, Order of the Coif, J.D.

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## Languages

English

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## Memberships

Pennsylvania Bar Association

Connecticut Bar Association

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## Key dates

Year joined: 2002

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