



# Anne M. Madonia

## Member

## Philadelphia

[amadonia@cozen.com](mailto:amadonia@cozen.com) | (215) 665-7259

Anne concentrates her practice in business and corporate law with an emphasis on domestic and international acquisitions and divestitures, corporate mergers, debt and equity financings, private placement offerings, private equity and venture capital transactions, and emerging businesses.

Anne assists clients, from entrepreneurs and startups, to private equity funds, to middle-market and Fortune 500 companies, as well as foundations, associations, and institutions, in all aspects of their legal needs. Anne has extensive experience counseling clients in a broad array of business matters, including formation and governance issues, and capital investment, financing, and exit strategies. She has assisted clients with negotiating business contracts, including service agreements, supply agreements, confidentiality and non-compete agreements, licensing and commercialization agreements, and loan agreements.

Anne is involved with the Association for Corporate Growth (ACG) and is a member of ACG's marketing committee. She is currently on the board of the Widener University Delaware Law School Alumni Association. She was the 2007-2008 chair of the Philadelphia Chamber's Young Professionals Network, and was the chair of the 2003 ImPAct Young Professionals Statewide Conference. Anne also served on the board of the Greater Philadelphia Chamber of Commerce in 2007. She was selected in 2004 to be on the Pennsylvania Super Lawyers list.

Prior to private practice, Anne was a corporate attorney for the H.J. Heinz Company in Pittsburgh. While in law school, Anne served on the editorial board of *The Delaware Journal of Corporate Law*.

## Experience

Represented an insurance-related education provider in connection with its multi-million dollar strategic investment, in the form of debt and equity, in a global thought leader in insurance and risk management. The transaction resulted in the client taking a minority equity interest in the target and drew on the experience of the firm's corporate and intellectual property attorneys.

Represented Morphotek, Inc., a biotech company, in multiple rounds of financing, including more than \$40 million of venture capital financings from a group of prominent venture funds, including SR One, Limited, Forward Ventures, China Development Industrial Bank, Rock Maple Ventures, Burrill & Co., CB Health Ventures, and Flagship Ventures to the subsequent \$350 million acquisition of Morphotek by Japanese health care research and development firm ESAI Corporation.

Represented Smart Business Advisory and Consulting LLC in a complex \$120 million recapitalization in which Great Hill Equity Partners acquired a controlling interest in Smart for \$60 million and assumed/refinanced \$60 million of debt and other liabilities. Renegotiated the terms of Smart Business Advisory and Consulting LLC's ongoing minority interest.

Represented Logan Circle Partners in the acquisition of \$13 billion in institutional assets from Delaware Investments, and the transition of a team of its investment management professionals to Logan Circle Partners.

Represented Delphi Midstream Partners, LLC in its \$200 million acquisition of the rights to construct

## Practice Areas

- Business/Corporate
- Mergers & Acquisitions
- Corporate
- Emerging Business & Venture Capital

## Industry Sectors

- Gaming
- Health Care & Life Sciences
- Venture Capital

## Education

- Widener University Delaware Law School, J.D., 1994
- Manhattanville College, B.A., 1991

## Bar Admissions

- New Jersey
- New York
- Pennsylvania

## Affiliations

- American Bar Association
- Pennsylvania Bar Association
- Philadelphia Bar Association
- Association for Corporate Growth, Member

## Awards & Honors

- Pennsylvania Super Lawyers 2004

Anne M. Madonia

[amadonia@cozen.com](mailto:amadonia@cozen.com)

P: (215) 665-7259 | F: (215) 665-2013

©2019 Cozen O'Connor. All rights reserved.



and operate a 31-mile natural gas pipeline in the Marcellus Shale region in New York and Pennsylvania.

Represented Comcast Spectacor in its acquisition of Paciolan, Inc. from Live Nation Entertainment, Inc., the successor in the Ticketmaster/Live Nation merger.

Represented a global B2B marketing agency, as borrower, in a \$30 million credit facility with Cerberus Business Finance.

Represented a global shipping company, as borrower, in a \$1.2 billion credit facility with a syndicate of European banks.

Represented the Full Tilt Poker affiliated companies in a three-way transaction with PokerStars and the United States Department of Justice that provided for the resolution of civil forfeiture proceedings against the Full Tilt Poker companies, the transfer of Full Tilt's online poker assets to PokerStars, and the payment by PokerStars of \$547 million to the United States and \$184 million to Full Tilt's non-U.S. player.

Represented Florida Specialty Insurance Company in a \$28 million debt and equity financing in connection with its acquisition of Safeway Property Insurance Company. The debt financing for this deal included a \$10 million senior debt facility from an investment manager out of Switzerland exclusively focused on insurance investing, and the lender required that this debt be structured as if it were a public offering of securities in the United Kingdom. The equity financing included a complex mix of common stock, warrants, and multiple series of preferred stock, and closing the transaction required the redomestication of the target company.

Represented the seller in the sale of a consulting and business advisory firm to WeiserMazars LLP.

Represented the owner of a professional lacrosse team in the sale of controlling interest in the franchise as part of a joint venture.

Represented a wholesale gardening manufacturer and supplier in a multi-million dollar credit facility.

Represented a group of stockholders in connection with the sale of a Philadelphia-based medical, laboratory and pharmaceutical supplies, equipment, and chemicals distributor.

Represented a provider of access to long-short equity strategies through separately managed accounts in a second round equity financing from a publicly traded company along with current investors.

Represented a leading hospitality firm in the live sports and entertainment industry in a \$100 million senior debt refinancing with PNC Bank.

Represented a New Jersey-based forklift distributor in connection with a multi-million construction loan financing with PNC Bank.

Represented an individual in the buyout of family interests in a well-established, family-owned and managed real estate company that owns and operates residential communities, apartment complexes, office buildings, and storage facilities.

Represented a Philadelphia-based construction company in negotiating and documenting a multi-million dollar senior credit facility.

Represented an estate in the sale of its interest in a leading hospitality firm in the live sports and entertainment industry to an American global telecommunications conglomerate.

Represented the ownership of a top construction management firm located in the Mid-Atlantic region in connection with the sale of most of the company's equity to senior management, with the buyers

delivering promissory notes for payment of the purchase price to be paid through cash flow from company operations. This transaction drew on the experience of the firm's corporate, tax, labor and employment, and employee benefits attorneys.

Represented the U.S. subsidiary of a global recruitment firm in obtaining \$6.8 million in receivables financing from HSBC Bank.

Represented a furniture industry client in connection with obtaining senior debt financing totaling \$22.5 million in senior debt. This transaction drew upon the experience of our corporate, intellectual property, and real estate attorneys.

Represented a Pennsylvania-based multi-channel communications company in connection with its senior credit facility, including a \$13 million line of credit and a \$22 million term loan.

Represented The Institutes, a leading education and research provider for the risk management and insurance industry, in its strategic acquisition of substantially all of the assets of Claims Litigation Management (CLM) and Claims Pages. CLM is the largest member organization of insurance professionals. The seller's businesses include insurance conferences, local chapter events, online resources, and other member benefits.