



## JEFFREY W. LETWIN

### COUNSEL

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Jeffrey Letwin counsels businesses in complex matters including corporate finance, mergers & acquisitions, securities, franchising, municipal and government services, real estate finance and development. He also advises enterprises in the interface between governmental and economic development agencies and devises financing strategies utilizing both private and public partnerships. Jeffrey has extensive experience representing franchisors in all aspects of developing and managing a franchise business.

#### SERVICES

Emerging Company and  
Entrepreneur Services  
Resources, Access and  
Mentoring Program (RAMP)  
Mergers and Acquisitions  
Public Finance  
Real Estate Services

#### INDUSTRIES

Hospitality  
Private Equity and Venture  
Capital  
Food, Beverage and  
Agribusiness  
Food  
Beverage  
Agribusiness  
Real Estate  
Infrastructure

### EXPERIENCE

#### Corporate and Real Estate Transactions

- Representation of national logistics company in its acquisition strategy which has included seven transactions for the acquisition of regional freight companies in various parts of the U.S.
- Representation of an international vertically-integrated produce company in the acquisition of a produce distribution company
- Representation of a strategic investment company focused on food manufacturers in the acquisition of a specialty meat manufacturer.
- Representation of the Allegheny County Airport Authority in a transaction with CNX Gas Company, estimated to be worth \$500 million in lease and royalty payments for the oil and gas exploration rights at Pittsburgh International Airport.
- Represented an international investment fund in the acquisition and restart of an idled Fortune 100 food manufacturing facility.
- Represented a client in negotiation and financing of the acquisition of an idled consumer products manufacturer, including assembling six levels of government/economic development financing.
- Represented an international infrastructure fund and parking management company in the negotiation of the acquisition of the parking assets of a major metropolitan municipality, which ultimately decided to maintain its assets.
- Representation of the Allegheny County Airport Authority in the acquisition of the assets of Pittsburgh International and Allegheny County Airport, as well as the formation of the Authority.
- Representation of the Allegheny County Airport through the bankruptcies of its hub

carrier including the renegotiation of the Airline Operating Agreement and leases for special purpose facilities.

- Served as Co-Counsel in the acquisition of a public utility by an international infrastructure fund.

## Corporate and Government Finance

- Acted as indenture trustee in municipal debt's issuances.
- Representation of underwriters and issuers of taxable and tax exempt industrial development and municipal finance.
- Formation of 34 Act registered closed-end small business investment fund.
- Private placement for numerous small- to mid-sized issuers.

## Franchise

## HONORS

Named to *The Best Lawyers in America* list, Corporate Law, 2020 to present

Named to *The Best Lawyers in America* list in the area of franchise law, 2009 to present; municipal law, 2009 to present; and real estate law, 2009 to present

Named "Pittsburgh Lawyer of the Year for Municipal Law" by *The Best Lawyers in America*, 2012 , 2017

Selected for inclusion in Pennsylvania *SuperLawyers* for business/corporate law, 2004-2006, 2008-2013

Rated AV® Preeminent™ by Martindale-Hubbell®

Listed in *The Bond Buyer's Municipal Marketplace* ("The Red Book")

Israel Service Award, 1998

Partner with Israel Award/Israel Bonds, 1992

Graduate/Leadership Pittsburgh, 1990

UJF/Stark Young Leadership Award, 1989

Graduate/Leadership Cabinet/UJA, 1988

Young Business & Professional Chair Award/UJF, 1987

## MEMBERSHIPS AND AFFILIATIONS

Democratic appointee to the Pennsylvania Film Advisory Board

Member, Pennsylvania Governor Wolf's Transition Team for Public Utility Commission

Port Authority of Allegheny County, Chairman, Current Board Member and Past-Chair of Professional Oversight Committee

Pennsylvania Economy League, Board of Directors

Jewish Federation of Greater Pittsburgh, Trustee

Board Member, KidsVoice

Airports Council International Legal Committee, vice chair, 2007; chair, 2008

Pittsburgh City Planning Commissioner, 1995-2005

Member of Board of Directors of the Allegheny County Sanitary Authority, 2000-2004

Board Member, Pittsburgh Venture Capital Association, 2010-2016

Allegheny Conference Regional Investor

National Association of Securities Dealers, arbitrator

New York Stock Exchange, arbitrator

U.S. Global Leadership Coalition's Pennsylvania Advisory Committee, Member

VisitPittsburgh, Past Chairman, Ex-Officio Board Member

Pittsburgh 250, Commission Member and Co-Chair of Homecoming & Reunion Committee

The Welcome Center for Immigrants and Internationals, Past Board Member

American Associates, Ben-Gurion University of the Negev, Pittsburgh Chapter, Chairman

Jewish Family Children's Services, Past Board Member

Holocaust Center of Greater Pittsburgh, Past Chair

Jewish Healthcare Foundation, Past Trustee; Board Member, Government Relations Committee & Pennsylvania Regional Health Care Initiative, 2008-2014

## EDUCATION

J.D., American University, Washington College of Law, 1979

B.A., University of Pittsburgh, 1975

## BAR ADMISSION

District of Columbia

Pennsylvania

## FIRM MANAGEMENT POSITIONS

Government Involvement Committee, Member