



Lori S. Smith

Partner -- Chair, Emerging Companies & Venture Capital

she/her/hers

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For more than three decades, Lori Smith has represented public and private companies in negotiating mergers and acquisitions, leveraged buyouts, equity and debt financings, private placements, strategic alliances, partnerships and joint ventures. She is chair of the firm's emerging companies and venture capital practice, leading a team of lawyers across the firm in guiding companies and stakeholders navigating the issues faced by high-growth businesses.

On behalf of clients ranging from early-stage entities to large global corporations — including entrepreneurs and angel, venture capital and private equity investors — Lori combines her transactional experience with her knowledge of the healthcare, technology, food and beverage, and financial services industries and a deep understanding of the nuances of the digital age. She represents companies across all stages of their life cycle from formation and growth through exit in a wide range of industries.

Lori is also the editor of the firm's *Business Vantage Point* blog, which provides multidisciplinary coverage of the latest updates impacting ownership, operation and financing of businesses across industries.

Featured Representative Matters

- Represented Covetrus, a Portland, Maine-based global animal-health technology and services company, in its agreement for Chewy Inc. to acquire its subsidiary SmartPak Equine, a leading U.S. provider of direct-to-consumer equine nutraceutical supplements.
- Represented Rhodium, a data and machine learning platform for the wellness industry, in its acquisition of three health, beauty and wellness companies: SiO Beauty, Routine and Solomomo.
- Represented Horizon Blue Cross Blue Shield of New Jersey, the state's oldest and largest health insurer, in a joint venture with Deerfield Management Co., an investment firm dedicated to advancing healthcare with more than \$14.6 billion in assets under management.
- Represented owners of Wedderspoon Organic Group, a global distributor of manuka honey products, in the sale of their company to investment firm Masthead Ltd.
- Represented consumer marketing agency Team Epiphany in its acquisition by

Services

- Emerging Companies & Venture Capital
- Healthcare
- Corporate, Mergers & Acquisitions, and Securities
- Digital Assets, Tokenization & Blockchain
- Insurance & Reinsurance
- Private Equity
- Corporate
- Private Investment Funds

Education

- Duke University School of Law (J.D., *with high honors*)
- University of Rochester (B.A., *magna cum laude*)

Admissions

- New Jersey
- New York

Stagwell, a digital-first global marketing network.

- Represented Crusoe Energy Systems in its acquisition of Easter-Owens Electric Co., a manufacturer of modular data centers and specialized electrical systems. Crusoe is a Denver-based company that harnesses natural gas flares to power crypto, cloud computing and data center operations.
- Represented Loris.ai in connection with a \$12 million Series A preferred stock financing led by Bow Capital with participation from ServiceNow Ventures and existing investors Floodgate and Vertex Ventures.
- Represented travel agency startup Fora in connection with multiple rounds of equity and debt financing.
- Represented Risk Focus Inc., a leading consulting and advisory firm specializing in digital transformation for financial services, in its sale to Ness Digital Engineering, a global provider of digital transformation solutions and a portfolio company of The Rohatyn Group.
- Represented Covetrus Inc., a global leader in animal health technology and services, in connection with its strategic investment in Veterinary Study Groups Inc., a leading provider of peer-to-peer learning experiences for veterinary practice leaders; and acquisition of VCP, a market-leading platform in veterinary wellness plan administration.
- Represented Horizon Blue Cross Blue Shield of New Jersey in its joint venture with two major hospital systems to form a Medicare Advantage insurance company and in connection with various investments in healthtech and behavioral health ventures.
- Represented a global distributor of dental and medical products in various acquisitions of businesses adding new product lines and related technology businesses.
- Represented Petabyte Technology, a veterinary practice management software company, in connection with its \$15 million Series B funding round, securing \$8 million in Series A financing, and a \$43.4 million acquisition by Chewy Inc.
- Represented Stadium Goods, a streetwear and sneaker resale store and e-commerce site, in its sale to Farfetch Ltd., a publicly traded global technology platform for the luxury fashion industry; and in its backing from LVMH Luxury Ventures.
- Represented a marketing data analytics company providing proprietary consumer intelligence to major luxury brands in its sale to a global communications agency.
- Represented video syndication startup Vidible in its sale to AOL Inc.

Community Impact

Lori is a member of the United Way's Women United, which provides grants to local not-for-profit organizations that support and empower women in need.

Memberships

- Member, Public Policy Committee Advisory Council, Angel Capital Association
- Member, New York Advisory Board, Astia
- Member, Duke Global Entrepreneurship Network
- Former Board Member, New York Chapter, MIT Enterprise Forum (2002-17)

Recognitions

- The Best Accountants and Attorneys for Growing Businesses, *The New York Enterprise Report* (2010)

- *Chambers USA* (New York: Leading Lawyer: Technology) (2007-09)

Featured Speaking Engagements

- Presenter, "The Corporate Transparency Act: A New Attempt to Fight Money Laundering," Emerging Litigation Podcast
- Presenter, "Unpacking the Corporate Transparency Act," Stradley Ronon CLE
- Presenter, "Mitigation, Optimization & Maximization: Examining Successful Business Transitions," Stradley Ronon