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Services

Financial Services M&A > Banking and Financial Institutions > Corporate >
Corporate Governance > FinTech > Mergers and Acquisitions > Private Equity >

Ian A. Hartman represents public and private corporations, special committees, private equity funds and venture capital firms in corporate and securities matters.

Mr. Hartman has extensive experience advising on mergers, acquisitions, dispositions, public and private offerings of debt and equity securities, bank financings, venture capital investments, proxy contests, corporate governance, corporate restructurings and matters related to federal securities law and Pennsylvania corporate law.

Mr. Hartman has been recognized as a leading corporate/M&A lawyer in Pennsylvania by *Chambers USA*, a legal directory based on the opinions of clients and peers, where he is cited as a “wonderful lawyer and a great speaker” as well as “very smart and very results-focused, with a good handle on the facts.” Mr. Hartman has also been recommended for his work in mergers and acquisitions and capital markets: debt offerings by *The Legal 500 US*, where he is commended as “a very strong adviser.” In addition, Mr. Hartman has been named a “Highly regarded” lawyer for M&A by *IFLR 1000*. He is also listed among the *Best Lawyers in America* for his work in leveraged buyouts and private equity law and was selected as one of the finalists for the 2012 40 Under 40 Central *M&A Advisor* Recognition Awards.

EXPERIENCE

- **Crown Holdings, Inc.** (NYSE: CCK), a leading supplier of beverage, food and aerosol packaging, metal closures, and specialty packaging products, in its approximately US\$3.9 billion acquisition of Signode Industrial Group Holdings (Bermuda) Ltd. from The Carlyle Group and related Rule 144A and Regulation S senior notes offerings.
- **Hercules Capital, Inc.** (NYSE: HTGC), a business development company, in registered and private offerings of common stock, baby bonds and notes, 144A convertible note offerings, equity and debt ATM programs.
- **HFF, Inc.** (NYSE: HF) in its US\$2 billion acquisition in a cash and stock merger by Jones Lang LaSalle (NYSE: JLL).
- **CDI Corp.** (NYSE: CDI) in its cash tender offer acquisition by affiliates of AE Industrial Partners.
- **Blackboard Inc.**, a leading global educational software company and an affiliate of Providence Equity Partners, in its US\$260 million acquisition by tender offer of Higher One Holdings Inc., a NYSE-listed financial technology company and the 2019 sale of its Blackboard Transact business unit to Reverence Capital Partners, LP.
- **Crown Holdings, Inc.** in its US\$1.225 billion acquisition of Empaque, a leading Mexican manufacturer of aluminum cans and ends, bottle caps and glass bottles for the beverage industry, from Heineken N.V.
- **Donegal Mutual Insurance Company** in its US\$70 million purchase of Class A and B shares of Donegal Group Inc., a NASDAQ-listed insurance holding company, from an activist investor.
- **Versa Capital Management** and its affiliates in various transactions, including the acquisition of BridgeStreet Global Hospitality, a leading international provider of serviced apartments with more than 50,000 locations in 60 countries.
- **Crown Holdings, Inc.** in its €1.2 billion acquisition of Mivisa Envases, a leading Spanish manufacturer of food cans, from affiliates of The Blackstone Group L.P.
- **FMC Corporation** in its US\$200 million carve-out sale of its Peroxygens business to affiliates of One Equity Partners.
- **Cornell Homes, Inc.**, in the sale of its operations and assets to The Ryland Group, one of the largest homebuilders in the United States.
- **Polartec LLC**, a premium provider of textiles, in the acquisition of United Knitting Inc.
- The Divestiture Trustee for *United States v. Grupo Bimbo* in connection with the sale of the **Sara Lee, EarthGrains, and Mrs. Baird's brands** to buyers approved by the United States Department of Justice.
- The Special Committee of **REACH Medical Holdings LLC** in the sale to Air Medical Group Holdings Inc., a Bain Capital portfolio company.
- **First Bank of Delaware** in the transfer of its assets and liabilities to a liquidating trust for the benefit of its public shareholders in connection with the sale of assets to the Bryn Mawr Trust Company.
- **The Dow Chemical Company** in its acquisition of Lightscape Materials, Inc., a research company with intellectual property in specialty phosphor technology, from investors including SRI International and Wisepower.
- The independent directors of the board of **ING Direct** in its US\$9 billion sale to Capital One Financial Corporation.
- **NCO Group, Inc.** in its merger with APAC Customer Services to create Expert Global Solutions, a leading provider of business process outsourcing services with combined revenues of approximately US\$2 billion.
- **Erie Indemnity Company**, a NASDAQ-listed multi-line insurance company, in the US \$293 million sale of property and casualty insurers to Erie Insurance Exchange and the

US\$82 million sale of interests in Erie Family Life Insurance Company to Erie Insurance Exchange.

- **Adolor Corporation**, a NASDAQ-listed pharmaceutical company, in its sale by tender offer to Cubist Pharmaceuticals, which included cash and contingent value right consideration of up to US\$415 million.
- **Trion Group Inc.** in its sale to Marsh & McLennan Agency.
- The Board of Directors of **Intellon Corporation**, a NASDAQ-listed semiconductor company, in Intellon's US\$244 million stock-and-cash merger with Atheros Communications, Inc.
- **Harleysville National Corporation**, a bank holding company with US\$5.6 billion in assets, in its merger with First Niagara Financial Group, Inc.
- **Tory Burch LLC** in the minority investment by Tresalia Capital, a private family investment company based in Mexico City.
- **Crown Holdings, Inc.** in numerous domestic and international transactions, including the issuance of US\$400 million principal amount of senior notes, tender offer for outstanding €460 first priority notes issued by Crown European Holdings SA, and the US\$750 million sale of Crown's plastic closures business to Paris-based PAI Partners, which involved 29 plants in 15 countries.
- **Whole Foods Market, Inc.** in the US\$425 million equity investment by Leonard Green & Partners.
- The Special Committee of **Arrow International, Inc.** in its US\$2 billion merger with Teleflex Incorporated and the proxy contest to elect directors to the Arrow board.
- **Florida Health Plan Administrators, LLC**, the owner of Vista Healthplans, a private, Florida-based diversified health plan serving approximately 295,000 members, in its US \$685 million sale to Coventry Health Care.
- **Great-West Lifeco Inc.**, an affiliate of the Power Corporation of Canada, in its US\$3.9 billion acquisition of Putnam Investments from Marsh & McLennan Companies, Inc.

EDUCATION

- Pennsylvania State University, B.A., 1994
- Harvard Law School, J.D., 1998, *magna cum laude*

ADMISSIONS

- Pennsylvania

SPEAKING ENGAGEMENTS

- **Charting a Course for 2013: Dodd-Frank Implementation and Strategic Options** — A Program Presented by the North Carolina Bankers Association and Dechert LLP, Durham, NC (February 21, 2013)
- **Trends in M&A** — SEC Hot Topics Seminar, Philadelphia, PA (September 24, 2008)
- **M&A** — 11th Annual Federal Securities Law Forum, Philadelphia, PA (April 25, 2008)
- **2008 M&A Outlook Conference** — Presented by The Deal with Sponsorship by Dechert, New York, NY (November 7, 2007)
- **Cross Border Bonanza: Old World, New World** — The Deal, New York, NY (November 7, 2007)
- **Tender Offer and M&A Developments** — SEC Hot Topics Institute, Philadelphia, PA (September 18, 2007)
- **Mergers and Acquisitions Developments** — Pennsylvania Bar Institute 10th Annual Securities Law Forum, Philadelphia, PA (April 27, 2007)
- **M&A Update Including Fairness Opinions** — RR Donnelley SEC Hot Topics Institute, Philadelphia, PA (October 19, 2006)
- **The New Executive Compensation Disclosures** — Society of Corporate Secretaries and Governance Professionals Mid-Atlantic Chapter Annual Meeting, Philadelphia, PA (May 15, 2006)