



elumpkin@spottsfain.com

tel: (804) 697-2033

fax: (804) 697-2133

411 E. Franklin Street, Suite 600
 Richmond, VA 23219

AREAS OF PRACTICE

- Corporate and Business Transactions
- Financial Services

Edward B. Lumpkin

ATTORNEY, SENIOR COUNSEL

Eddie Lumpkin works with a broad range of for-profit and non-profit organizations, from start-up ventures to public companies, on a wide variety of matters, with an emphasis on mergers and acquisitions, joint ventures, franchising and licensing arrangements and general corporate, regulatory and securities matters. He has represented numerous clients in a variety of industries in connection with formation, capital-raising and operational matters and has considerable experience negotiating mergers, acquisitions and joint ventures involving both private and public companies. He also has significant experience in franchise law, representing both franchisors and franchisees in connection with Franchise Disclosure Documents, franchise agreements and the acquisition and sale of franchises.

EDUCATION

- Washington and Lee University School of Law (J.D., *cum laude*, 1995)
 - Lead Articles Editor, *Washington and Lee Law Review*
- Duke University (A.B., 1992)

BAR ADMISSIONS

- Virginia

REPRESENTATIVE EXPERIENCE

- Represented sellers and purchasers of businesses, including a gasket and fluid sealing manufacturer in the sale of its assets to a foreign publicly traded company, the seller of multiple franchised pizza shop locations, and the buyer of a workforce development and training program business.
- Represented companies in private equity transactions, including a \$105 million sale of stock by a behavioral managed health care company and a \$5 million sale of stock by the creator of patented small boat motion-control products.
- Advised a public authority and a public institution of higher education in the formation of non-profit supporting organization affiliates.
- Represented a national non-profit provider of debt management services in state and federal regulatory matters, a developer of desktop database publishing software in licensing matters, and a regional delicatessen franchisor in franchise matters.

PROFESSIONAL ASSOCIATIONS AND MEMBERSHIPS

- American Bar Association
 - Business Law Section
 - Forum on Franchising
- Virginia State Bar
 - Business Law Section
- Virginia Bar Association
 - Business Law Section
 - Corporate Counsel Section, Council, 2010-2013
- The Bar Association of the City of Richmond
 - Business Law Section, Executive Committee, 2017-present

HONORS AND AWARDS

- *Virginia Business* magazine's Legal Elite 2018-2019 for Business Law

COMMUNITY INVOLVEMENT

- Children's Home Society of Virginia
 - Board of Directors, Chair 2014-2016