

People



## David M. Doney

Partner, Corporate

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vCard

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David Doney focuses on M&A and public and private securities financings, corporate governance and compliance matters and Securities Exchange Act reporting as well as franchise- and licensing-related matters.

David's clients include established public companies and privately held companies with significant growth potential in sectors ranging from IT solutions to pharmacy benefits management and underwater exploration. He works closely with these clients on their financings, leveraging his longstanding relationships with sources of equity and debt to identify and secure growth capital. In addition to his capital markets work, he represents both buyers and sellers in sophisticated M&A transactions and clients in connection with various franchise-related transactions.

A frequent guest lecturer, moderator, and panelist, David has been recognized by *The Best Lawyers in America* as a leading practitioner of corporate law, securities/capital markets law, securities regulation law, and banking and finance law. Active in the community, David serves on the advisory boards of Athletes and Causes and Team Godwin Foundation and contributes his time and expertise to several youth sports organizations.

### Notable Work

**Strategic Sale:** Represented a privately held pharmacy benefit solution provider for the workers' compensation industry in a complex \$250 million sale to a fortune 100 provider of integrated pharmacy benefits management services.

**Sale of Leading Logistics Provider:** Represented ReedTMS, a leading asset-based third-party logistics and truckload provider, in its \$112.4 million sale to Werner Enterprises.

**Sale of Leading Brewpub Concept:** Represented the nation's largest chain of restaurants featuring an on-premises microbrewery and operating under one name in connection with its sale to a leading

### Areas of Experience

Corporate  
Corporate Finance and Lending  
Capital Markets  
M&A and Private Equity  
Franchise and Licensing  
Financial Services

### Education

J.D., Stetson University College of Law, 1991, cum laude, *Stetson Law Review*, Editor-in-Chief; Phi Delta Phi  
B.S., Jacksonville University, 1987, magna cum laude

### Admissions

#### Bars

Florida

#### Courts

Florida Supreme Court

### Related Content

Akerman Sponsors Third Annual Team Godwin Foundation Gala  
October 28, 2024

Record Number of Akerman Lawyers Named to *The Best Lawyers in America* 2024 Guide  
August 22, 2023

Akerman Team Closes Dolphin Aviation Deal  
March 07, 2023

publicly held, multi-brand operator of casual dining restaurant concepts.

**Preferred Stock and Related Debt Financing:** Represented a client with worldwide operations in a \$100 million preferred equity and related debt financing offering. Guided the client through complex governmental negotiation and approval process for a subsurface phosphate mining operations project in Mexico.

**IPO and Follow-On Public Offerings:** Served as underwriters' counsel in the initial public offering and multiple follow-on offerings of common stock issued by the nation's largest operator of Applebee's restaurants.

**Strategic Sale:** Represented a family-owned manufacturer of custom safety products in its sale to a platform company backed by a leading middle-market focused private-equity firm.

**Sale of Seafood Restaurant Concepts:** Represented the founders in the sale of a high-end casual dining seafood restaurant concept to one of the largest casual dining restaurant companies with a portfolio of leading, differentiated restaurant concepts.

**Corporate Recapitalization:** Represented a privately held, nationwide IT solutions provider in a complex, three-part, \$50 million integrated recapitalization transaction and subsequent add-on acquisitions.

**Follow-On Public Offering:** Represented the underwriters in connection with a follow-on public offering of common stock issued by the world's largest franchisee of T.G.I. Friday's restaurants.

**Strategic Financing:** Represented a corporate lender in a \$100 million credit facility provided to one of the largest privately held firms in Florida, an award-winning independent insurance brokerage firm providing private risk management, commercial risk management, and employee benefits programs to clients throughout the U.S. and internationally.

**Private Placements:** Served as counsel to the placement agent on several rounds of private financing for a regional multi-unit operator of moderately priced seafood restaurants. Strategic Financing

**Franchise Renewals:** Represented a multi-unit operator of breakfast-focused casual dining restaurants in connection with the renewal of its franchise agreements.

## Published Work and Lectures

- Tampa Bay Innovation Center, Entrepreneurship & Investment Challenge, Speaker, "Corporate formation and Securities Issues," November 2019
- ACG Tampa Bay Breakfast Series, Panelist, "Private Equity 101 & Creativity in the Deal Origination Process," August 2, 2019
- ACG Florida Capital Connection, Moderator, "Trends in Deal Sourcing and Execution," November 14, 2018
- David Doney quoted in *Tampa Bay Business Journal*, "Top local attorneys assess legal trends impacting Tampa Bay businesses now," February 29, 2016
- Stetson University College of Law, Guest Lecturer, "Documents of the Deal - Mergers and Acquisitions," February 2016

- ACG Tampa Bay Annual Private Equity Update, Moderator, “A View From Inside Florida,” June 26, 2014
- ACG Tampa Bay Annual Private Equity Update, Moderator, “A View from Outside Florida,” May 23, 2013
- Akerman M&A Roundtable Series, Panelist, “M&A, Private Equity, and Capital Markets Update,” Tampa, 2012
- STAR TEC Entrepreneurship Conference, Panelist, “Funding Strategies in the Current Economy,” June 2009
- Hillsborough County Bar Association, Panelist, “Securities Law Basics,” April 2007
- The National Multistate Tax Symposium, Speaker, “FIN 48: State Tax Insights,” February 2007

## Affiliations

- The Florida Bar, Business Section, Member
- ACG-Tampa Bay, Board of Directors (prior position)
- Athletes and Causes, Advisory Board
- Team Godwin Foundation, Advisory Board
- Allegheny College, Parent & Family Council, Inaugural Chair
- Salvation Army of Hillsborough County, Advisory Board and 13th Annual Tree of Lights Breakfast, Chairman
- Hit Factory Baseball Club, Director of Pitching Instruction
- Leadership Tampa, Class of 2005

## Honors and Distinctions

- *Best Lawyers*, 2018, 2021, Named as a “Lawyer of the Year” for Securities Regulation Law in Tampa
- *Best Lawyers*, 2009-2025, Listed in Florida for Banking and Finance Law, Corporate Law, Leveraged Buyouts and Private Equity Law, Mergers and Acquisitions Law, Securities/Capital Markets Law, Securities Regulation
- *Super Lawyers* Magazine, 2006-2019, Listed in Florida for Securities & Corporate Finance, Mergers & Acquisitions, and Business/Corporate
- *Florida Trend's* Legal Elite, 2009, Listed for Business Law