



Charles J. Sullivan

Member

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Profile

Charles has more than 30 years of experience in business law and many manufacturing clients.

He represents clients in connection with financing transactions, mergers and acquisitions, private equity transactions, business formations, business restructurings and contract negotiations.

Charles also is a member of Bond's business restructuring, creditors' rights and bankruptcy practice. He is a frequent speaker on a variety of business and bankruptcy law topics.

Representative Matters

- Represented numerous manufacturing clients as buyer and seller parties to merger and acquisition agreements.
- Represented numerous manufacturing clients as borrowers in the negotiation and drafting of secured lending facility agreements, including asset-based lending agreements.
- Assisted a metal products manufacturer in developing agreements with site contractors performing services inside clients' manufacturing facilities in order to allocate personal injury and property damage risk.
- Negotiated and drafted numerous capital improvement agreements, including agreements for the fabrication of specialty-designed manufacturing equipment sourced from the US, Europe and China.
- Negotiated agreements concerning manufacturing facilities development, including agreements to obtain development incentives.
- Negotiated and drafted numerous bailment and consignment agreements between manufacturers to facilitate the finishing or further processing of products by unrelated parties prior to delivery to customers.
- Represented manufacturing clients facing liquidity problems in the restructuring of existing debt and workout negotiations with key creditors and other stakeholders.
- Served as counsel to a laser manufacturer in its \$230 million merger with a multinational technology company
- Represented a major copper products manufacturer in its bid to acquire the assets of a competitor in a bankruptcy section 363 auction sale of the

Education

- University at Buffalo School of Law (J.D., *magna cum laude*, 1992)
- St. Lawrence University (B.A., *cum laude*, 1989)

Bar/Court Admissions

- New York

Practices

- Business and Transactions
- Agribusiness
- Business Restructuring, Creditors' Rights and Bankruptcy
- Commercial Lending
- Financial Institutions Regulatory
- Long Term Care
- Manufacturing
- Mergers and Acquisitions
- Municipalities
- Property
- Startup and Emerging Business

competitor's operating assets

- Represented a custom manufacturing firm in its acquisition of a competitor's assets from the competitor's secured lender and multiple equipment financiers and lessors through a coordinated secured party (UCC Article 9) purchase and sale transaction
- Served as counsel to an aircraft manufacturer as borrower in its restructuring of more than \$21 million in indebtedness to a local development corporation
- Served as counsel for the debtor in a chapter 11 case filed by a specialty aircraft fastener manufacturer and represented the debtor in its sale of substantially all assets through a bankruptcy section 363 auction sale

Honors & Affiliations

- Listed in:
 - *The Best Lawyers in America*®, Bankruptcy and Creditor Debtor Rights / Insolvency and Reorganization Law; Corporate Law; Litigation - Bankruptcy, 2010-2024 (listed for 15 years)
 - Lawyer of the Year (Syracuse), Corporate Law, 2017; 2019; 2021; 2023
 - *New York Super Lawyers*®, Business and Corporate, 2023
 - New York State Bar Association
- Onondaga County Bar Association
- Central New York Bankruptcy Bar Association
- American Agricultural Law Association
- Associate Member, Northeast Cooperative Council
- National Council of Farmer Cooperatives; Delegate, Legal, Tax and Accounting Committee
- Statutory Draftsperson, Colorado Cooperatives Act and Amendments to the New York Abandoned Property Law
- Head Note and Comment Editor, *Buffalo Law Review*

Other Activities

- Executive Council of the Alumni Association, St. Lawrence University, 2009-2018; Treasurer 2010-2012
- School Commission, Holy Family School, Syracuse, 2006-2016; Commission Chairperson 2014-2016
- Board of Directors, NY State Industrial Exhibit Authority, 2004-2008
- Board of Directors, Food Bank of Central New York, Inc., 1998-2004; President 2003-2004

Representative Presentations

- Moderator, Resolving Mass Tort Liability in Bankruptcy Post Purdue Pharma, TMA Upstate New York Chapter, October 13, 2022
- Moderator, The State of the Wine Industry Report - What Does it Really Mean for New York Wines?, B.E.V. NY Business Day Conference, February 26, 2020