



# Jessica D. Alexander

## Chief Lateral Recruiting & Integration Officer

### Philadelphia

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Jessica joined the Philadelphia office in 2009 as a member of the corporate practice group. She currently serves as the firm's director of strategic expansion and works with the lateral recruiting team to advance Cozen O'Connor's growth and expansion in key markets nationally and internationally. She focuses on recruitment and integration of lateral partner groups, as well as recruitment and integration of individual partners.

Additionally, Jessica maintains her legal practice, handling mergers and acquisitions in a diverse array of industries. She also has experience in areas involving corporate finance transactions, insurance corporate and regulatory matters, and general corporate counseling.

In 2017, *The Philadelphia Business Journal* listed Jessica as one of its 25 young lawyers on the rise. She earned her undergraduate degree from Butler University, where she was a member of the women's basketball team. She earned her law degree from Syracuse University College of Law, *summa cum laude*. While in law school, Jessica served as senior notes editor of the *Syracuse Law Review* and was a member of the Justinian Honorary Law Society. Upon graduation, Jessica was elected to the Order of the Coif.

### Experience

Represented an insurance broker/producer client in connection with its acquisition of both a Florida-based provider of managed care reinsurance and stop loss products and a California-based wholesale insurance brokerage firm.

Represented EPIC Insurance Brokers & Consultants, a national retail insurance brokerage and employee benefits consulting firm, in its acquisition of all assets of Vanbridge, LLC, a specialty insurance intermediary, program management, and risk advisory services business. The transaction drew on the experience of Cozen O'Connor's corporate, tax, intellectual property, employee benefits and executive compensation, and labor and employment attorneys.

Represented Ezaki Glico Co., Ltd., a publicly traded Japanese food company doing business across 30 countries, in its purchase of TCHO Ventures, Inc., a San Francisco-based fair trade chocolate manufacturer. The acquisition was Ezaki Glico's first acquisition of a United States company. The transaction drew on the experience of the firm's corporate, tax, intellectual property, labor and employment, and employee benefits and executive compensation attorneys.

Represented Advanced Discovery in the disposition of its document management division to iNSERVIO3, which is owned by the former founders of Advanced Discovery.

Represented EPIC Insurance Brokers and Consultants, a retail property and casualty insurance brokerage and employee benefits consultant, in connection with its acquisition of Benefit Compass Insurance Services, LLC, a specialist in employee benefits brokerage and consulting services.

Represented EPIC Insurance Brokers & Consultants in connection with its acquisition of the stock of Houston-based Ascende, Inc., one of the largest independent employee benefits consulting firms in the United States.

### Education

- Syracuse University College of Law, J.D., *summa cum laude*, 2009
- Butler University, B.A., 2006

### Bar Admissions

- New Jersey
- Pennsylvania

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Represented eMarketer, Inc., the leading aggregator of information on trends in media and technology, in connection with its acquisition by one of the world's largest digital publishers, Axel Springer, in a complex and reverse merger transaction for a purchase price of approximately \$242 million.

Represented Sirius Global Solutions Holding Company and Florida Specialty Holdings, Inc. in the purchase, through a joint venture, of Mount Beacon Holdings, LLC and its subsidiaries, including Florida-based Mount Beacon Insurance Company.

Represented three senior executives of Samuel T. Freeman and Company, the oldest auction house in the United States, in connection with their purchase of a controlling interest in the company. Until this transaction, the 210-year-old company had been continuously family-owned. The transaction included the sale of the company's Philadelphia headquarters, where the company had operated for more than 100 years. Additionally, the involvement of a non-U.S. citizen purchaser required that the deal be structured with particular care for tax purposes.

Represented Advanced Discovery in its acquisition of all of the capital stock of Millnet Limited, the largest and longest established UK-based e-discovery and legal document services firm.

Represented Hospital Service Association of Northeastern Pennsylvania d/b/a Blue Cross of Northeastern Pennsylvania (BCNEPA) in its acquisition by merger by Highmark Inc. As part of the transaction, BCNEPA contributed \$90 million to two charitable organizations and Highmark is obligated under certain circumstances to contribute another \$10 million in the future. This transaction was the first transaction in nearly 20 years in which two Pennsylvania Blue Cross/Blue Shield licensees had successfully combined.

Represented American Collectors Insurance, an insurance managing general agent providing specialty insurance for collector cars and other collectibles, in its acquisition by NSM Insurance Group.

Represented Trico Equipment, Inc., a New Jersey-based company engaged in the business of renting, servicing, and selling aerial lift and other construction and general rental equipment, in the multimillion dollar sale of all outstanding ownership interests of the company to BlueLine Rental, LLC.

Represented owners of an apparel business with operations in U.S., Caribbean, and China in a sale to a Hong-Kong-based strategic buyer. The transaction involved a complex pricing structure, the split-off of Caribbean and Chinese manufacturing facilities that were not sold, and on-going contractual arrangements between those manufacturing facilities and the buyer.

Represented the Full Tilt Poker companies in a civil forfeiture matter brought by the Department of Justice in the United States District Court for the Southern District of New York and negotiated a successful asset transfer to PokerStars and a settlement with the Department of Justice.

Represented the seller of metals business to a private equity buyer utilizing a complex dropdown structure and a substantial tax-deferred equity rollover.

Represented owners of a bank holding company in a corporate reorganization.

Represented a tire distributor in the sale of its business to a private equity buyer.

Represented Comcast Spectacor in its acquisition of Paciolan, Inc. from Live Nation Entertainment, Inc., the successor in the Ticketmaster/Live Nation merger.

Served as transactional counsel for a bankruptcy trustee in sale of physician owned hospital.

Represented a venture-backed specialized software business in the sale of its business to a private equity-backed strategic buyer.

Represented the manufacturer and distributor of dance costumes and other related dance products in the sale of its business.

Represented a private family in transactions reorganizing ownership of affiliated entities.