



## 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, 2010-2025 (listed for 15 years)
    - Lawyer of the Year (Syracuse), Corporate Law, 2017; 2019; 2021; 2023
  - *New York Super Lawyers*®, Business and Corporate, 2024
  - 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