



MINNEAPOLIS

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PRACTICE AREAS

Corporate Governance
Energy
Entrepreneurial Services
Joint Ventures & Strategic
Alliances
Securities Law
Corporate Finance
Closely Held and Family
Business
Mergers & Acquisitions
Private Equity & Venture
Finance
Corporate & Business

INDUSTRIES

Agribusiness & Food
Manufacturing

COURT MEMBERSHIPS

- Minnesota

Michael P. Sullivan Jr.

Partner | michael.sullivan@lathropgpm.com

Michael Sullivan Jr. is the immediate past Partner in Charge of the Minneapolis office for Lathrop GPM LLP. He has also served as Managing Officer/CEO, Board Member, and Chair of the Corporate and Business Practice Group at the former Gray Plant Mooty.

Mike's legal practice focuses on mergers and acquisitions, corporate governance, general corporate/business counseling, and securities offerings - including private placements, venture capital financings, and private equity and debt offerings. In addition to his transactional work for clients, Mike has spent a considerable amount of time working with owners of closely held and family businesses to resolve issues and disputes among stakeholders; he also acted as the outside general counsel for several clients.

Clients and adversaries alike value Mike's leadership, patience, persistence, and practical approach to problem solving. They claim that these qualities are what differentiate Mike. Here is a sampling of some of the feedback he has received:

- "I really enjoyed the time (and the outcome) we worked together . . . I liked your straightforward, calm approach to solving problems and thought the two of us made a good team." -CEO of a client who made a significant strategic acquisition
- "Thanks, Mike, for your patient, focused leadership. You do such a good job of keeping a large, diverse group working toward the goal of getting a very important but laborious job done." -President of client selling a division to a financial buyer
- "Thank you for your commitment to getting the transaction done. The timing, the week before Christmas, wasn't what we wanted, but

EDUCATION

University of Minnesota Law
School, J.D., 1996

The Catholic University of
America, B.A., 1989

somehow, somehow, with your help, it got done. I sincerely appreciate your even keel, glass-is-half full approach. I value the working relationship and look forward to the next opportunity." - CFO of a client that Mike assisted in numerous strategic acquisitions

- "Thank you for all the work on this transaction. You did an excellent job. You're a master at keeping your cool and pushing on." -Former CEO of a public company who Mike assisted in a personal business transaction
- "Thank you for all of your hard work and sage advice that you provided during the sale . . . I felt that I was well represented." - CEO and majority owner of a client who sold to a strategic buyer
- "Just a quick note to tell you I thought you did a very good job at not only protecting your client, but helping push the deal forward through some rough patches . . . Congratulations!" -CEO who sat on the opposite side of a transaction with Mike

Mike's patience, persistence, and can-do attitude when approaching complex business transactions, and his ability to deal with an attorney at a Fortune 500 pharmaceutical company one minute and the owners of a small shoe store the next minute, come from having a variety of life experiences - including being raised in a family with six kids; living and teaching English in a rural community along the Costa Rican/ Nicaraguan border; interning in the Parliament of the United Kingdom and the United States Senate; walking from the Atlantic Ocean to the Pacific Ocean; parking cars at the U.S. Senate; busing tables in Breckenridge, Colorado, living in Manhattan, and working at a major financial institution on Wall Street; traveling to India on over a dozen occasions; and last, but not least, competing in the giant sunflower contest at the Minnesota State Fair (and taking home the coveted first-place blue ribbon!).

Representative Experience

- Representing buyers and sellers in mergers, acquisitions, and divestitures (including carve-outs of divisions)
- Assisting startup companies with venture financings and private placement offerings

- Forming private equity funds and assisting with offering materials
- Advising on general governance and operating matters involving corporations, limited liability companies, and various forms of partnership under both Minnesota and Delaware law
- Negotiating various types of contracts and agreements for companies and their owners, including complex buy-sell agreements
- Resolving disputes among stakeholders
- Assisting new businesses with entity selection and obtaining financing
- Advising family offices and their clients on various business transactions
- Managing the delivery of other legal services to firm clients, including litigation, tax, intellectual property, environmental, real estate, and employee benefits services

Events

- 2014 Minnesota Family Business Awards
November 12, 2014
- "Delaware Update," Michael Sullivan, Minnesota State Bar Association Continuing Legal Education
2005-2012
- "Pro-Buyer Asset Purchase Agreement & Pro-Buyer Stock Purchase Agreement," Mike Sullivan, Minnesota State Bar Association CLE
April 2011
- "Buy-Sell Agreements," co-presenter, University of St. Thomas Family Business Center
2011
- 'Can't We All Just Get Along?' Counseling Family/Closely-Held Businesses: How to Plan for the Future and Avoid Litigation
April 29, 2010
- "Counseling to Family/Closely Held Business: Can't We All Just Get Along," Minnesota Family Business Awards Seminar
2009
- "Asset & Stock Purchase Agreements," Minnesota State Bar Association CLE
2005 - 2007
- "Keep Your Board from Becoming Tomorrow's Headline," Corporate Counsel Breakfast Group

2004

- “Protecting Corporate Board of Directors,” Corporate Counsel Breakfast Group

2003

Client Alerts And Blog Posts

- “Avoiding Family Problems—Keeping it Simple,” coauthor, MinnesotaBusiness online
August 1, 2010
- "Do You Need An Investment Banker?," The Minneapolis/St. Paul Business Journal ("ACG" supplement)
August 29, 2008
- "Resolving Problems Now & Preventing Them Down The Road," Corporate Governance & Compliance Client Strategies (Aspatore Books, 2007)
June 1, 2007
- “Inside the Minds,” Aspatore Books (authored chapter on corporate governance and compliance strategies)
January 1, 2007
- “Law Puts Names of 18,000 LLCs at Risk,” The Business Journal
March 25, 2005
- “How to Protect Directors of Privately Held Companies,” Upsize Minnesota
March 1, 2004
- “How to Protect Directors of Privately Held Companies,” Upsize Minnesota
March 1, 2004
- “Incorporate Changes, But Don’t Abandon Minnesota,” Minneapolis StarTribune
June 3, 2002

In The News

- Minneapolis/St. Paul Business Journal Interviews Cameron Garrison and Mike Sullivan on Returning to the Office
July 21, 2021
- Minneapolis law giant Gray Plant Mooty names new managing officer
February 12, 2019
- Michael Sullivan, Jr., Elected to Minnesota State Fair Foundation Board of Directors

January 8, 2015

- Gray Plant Mooty is Proud to Support the 2014 Minnesota Family Business Awards
May 7, 2014
- "Associated Bank In Crowded Race For Market Share," Finance & Commerce
May 15, 2012

News Releases

- Seven Lathrop GPM Attorneys Named Lawyer of the Year, 100 Ranked as The Best Lawyers in America©
August 19, 2021
- Lathrop GPM Attorneys Named to The Best Lawyers in America©, Lawyer of the Year, and Ones to Watch for 2021
August 20, 2020
- Gray Plant Mooty Attorneys Named The Best Lawyers in America© 2020
August 15, 2019
- Gray Plant Mooty Attorneys Named 2019 Minnesota Super Lawyers and Rising Stars
July 5, 2019
- Gray Plant Mooty Names Michael Sullivan, Jr. as New Managing Officer
February 11, 2019
- Gray Plant Mooty Attorneys Recognized in The Best Lawyers in America© 2019
August 15, 2018
- Gray Plant Mooty Attorneys Named 2018 Minnesota Super Lawyers and Rising Stars
July 5, 2018
- Gray Plant Mooty Announces Newly Elected Board Members
March 26, 2018
- 37 Gray Plant Mooty Attorneys Recognized in The Best Lawyers in America 2018
August 15, 2017
- 43 Gray Plant Mooty Lawyers Named 2017 Minnesota Super Lawyers and Rising Stars
July 5, 2017
- 35 Gray Plant Mooty Attorneys Recognized in The Best Lawyers in America 2017

August 15, 2016

- 40 Gray Plant Mooty Lawyers Named 2016 Minnesota Super Lawyers and Rising Stars
July 5, 2016
- Gray Plant Mooty Announces Newly Elected Board Members
April 1, 2016
- 2015 Mooty Awards: Dillon, Gerads, Kleinschmidt, and Sullivan, Jr. Honored
October 28, 2015
- 36 Gray Plant Mooty Attorneys Recognized in The Best Lawyers in America 2016
August 17, 2015
- Ex-NFL Players Talk 'Disruptive Innovation' at GPM Event
July 20, 2015
- 38 Gray Plant Mooty Lawyers Named 2015 Minnesota Super Lawyers and Rising Stars
July 09, 2015
- Gray Plant Mooty Announces Newly-elected Board Members
April 1, 2015
- 40 Gray Plant Mooty Lawyers Named 2014 Minnesota "Super Lawyers" and "Rising Stars"
July 7, 2014
- 27 Gray Plant Mooty Attorneys Named 2012 "Minnesota Super Lawyers"
July 9, 2012
- Gray Plant Mooty's Mike Sullivan Elected President of the Association for Corporate Growth Minnesota
December 14, 2011
- 25 Gray Plant Mooty Attorneys Named 2011 "Minnesota Super Lawyers"
July 12, 2011
- 24 Gray Plant Mooty Attorneys Named 2010 "Super Lawyers"
July 16, 2010

Professional Affiliations

- American Bar Association
- Hennepin County Bar Association

- Minnesota State Bar Association, Minnesota Business Corporation Act Revision Committee

Community Involvement

- Better Business Bureau of Minnesota and North Dakota, Governance Committee
- The Fund for Legal Aid, Director
- Minnesota State Fair Foundation, Director
- University of Minnesota Law School Board of Advisors, Member
- Association for Corporate Growth Minnesota, Past President and Director
- Twin Cities Diversity in Practice, Past Director
- University of St. Thomas Family Business Advisory Board, Past Director

Honors

- "100 People to Know in 2021," *Twin Cities Business*
- *The Best Lawyers in America*®, 2016-2022
- "Minnesota Super Lawyer®," Thomson/Reuters
- "Rising Star," *Minnesota Law & Politics*