

Jeffrey H. Smith

SHAREHOLDER

Kansas City, MO | 816.572.4448

jsmith@polsinelli.com



Jeffrey Smith assists clients with corporate and transactional matters, with experiences ranging from helping establish family businesses to complex and highly regulated acquisition transactions involving international public companies.

In addition to his focus on merger and acquisition work, Jeff operates as outside general counsel for several private company clients. His experiences include working with clients in a variety of industries, including:

- Healthcare
- Pharmaceuticals
- Laboratories
- Professional sports
- Consumer products
- Professional services

Jeff diligently serves clients in a variety of matters, including:

- Entity formation
- Fiduciary matters
- Commercial contracts
- Joint ventures
- Mergers and acquisitions
- Exit strategies

Education

- University of Missouri-Columbia (J.D., 2004)
 - Dean's List; Associate Member, Missouri Law Review; Recipient of William Beckett Memorial Prize
- University of Missouri-Columbia (B.S., *Business Administration, magna cum laude*, 2001)

Bar Admissions

Capabilities

- Corporate & Transactional
- Mergers, Acquisitions & Divestitures
- Commercial Contracts & Transactions
- Corporate Governance
- Health Care Mergers & Acquisitions
- Sports & Entertainment
- Public Company M&A, Going Private & Other Transactions
- Hospitals & Health Systems

- Missouri, 2004

Memberships

- Cristo Rey High School – Board of Directors
- Cristo Rey High School – Nominating & Governance Committee Chair

Recognition

- Selected for inclusion in *Missouri & Kansas Super Lawyers, Rising Stars*, 2013

Matters

- Outside counsel to the Kansas City Chiefs Football Club on corporate and contracting matters including partnership agreements, ticketing matters, agreements with service providers, joint ventures and agreements for third-party stadium events.
- Acquisition of K-12 educational technology platform provider by a nationally prominent tax-exempt educational organization.
- Represented a nationally prominent tax-exempt educational organization in the purchase of an entity that focuses on post-secondary education, career planning, student information/data, and recruiting management services.
- Formed and represented a joint venture in connection with the acquisition of a provider of communications and security solutions to government, educational, healthcare and other corporate clients.
- Represented information technology company with the acquisition of various entities providing healthcare software technology and services.
- Represented a large heavy civil construction company in the acquisition of a large regional highway and civil construction company.
- Represented national tax-exempt health system in the sale of equity in health maintenance organization and life, accident and health insurance company.
- Divestiture of a nationwide network of outreach and reference laboratories.
- Acquisition of 18 urgent care centers by a large nonprofit healthcare system.
- Acquisition of Freedom Pharmaceuticals by a subsidiary of Arseus, a public company based in Waregem, Belgium, and Rotterdam, Netherlands.
- Outside counsel to the Kansas City Chiefs Football Club on corporate and contracting matters.
- Acquisition of a minority position in a nationally prominent hospital revenue cycle organization by a national tax-exempt integrated delivery system.
- Formation of a joint venture between a tax-exempt hospital and a physician practice association.
- \$540 million sale of assets of a privately held medical device manufacturing business, with operations in the United States, Great Britain and Canada, to a publicly traded Fortune 20 company
- Acquisition of a marketing solutions company by a subsidiary of an international communications firm.
- Purchase of the local operations of a division of a Fortune 20 company by an academic medical center.