

David R. Rudd

Salt Lake City, Utah
Of Counsel

P (801) 401-6811
drudd@buchalter.com

Areas of Practice & Industry Specialties
Corporate Law; Latin America Practice



David R. Rudd is Of Counsel in the Firm's Salt Lake City office and a member of the Corporate practice group. Mr. Rudd has decades of experience helping clients successfully close sophisticated deals at home and abroad. Public and private companies routinely rely on his familiarity with U.S. and foreign markets to negotiate and finance a wide range of transactions. He has guided clients across numerous industries, including technology, food, biotech, manufacturing, healthcare, cosmetics, hospitality, and sports.

Mr. Rudd frequently advises clients regarding:

- Corporate transactions, including mergers and acquisitions, joint ventures, minority investments, strategic alliances, and asset sales and purchases
- Private equity and venture capital investments
- Intra-company mergers and reorganizations
- Debt and equity financing
- Corporate governance

Mr. Rudd has resided outside the United States for part of his career – including over a decade in Mexico City – and clients appreciate the unique cultural and commercial understanding he brings to international business transactions. Regardless of whether he is assisting a Utah-based business to expand within the state or navigating the complexities of an international deal, he's sensitive to each client's unique goals, challenges, and opportunities and strives for optimal positioning every time.

Mr. Rudd frequently lectures at the esteemed David Eccles Graduate School of Business at the University of Utah and is a highly sought-after speaker at major conferences in international and domestic business and legal matters. He also actively participates as a panelist in events sponsored by World Trade Center Utah, where he discusses current issues of interest. Moreover, he is a frequent presenter and lecturer on important cross-border legal subjects, including the Foreign Corrupt Practices Act and Export/Import Control.

Awards and Honors

- *The Legal 500* United States, Mergers and Acquisitions, 2019-Present
- *Chambers USA: America's Leading Lawyers for Business*, Corporate/M&A Law. 2003-Present
- *The Best Lawyers in America*, Corporate Law, Mergers and Acquisitions, and Venture Capital Law, 2006-2023
- *The Best Lawyers in America*, Lawyer of the Year, Venture Capital Law, 2017
- *Utah Business*, Legal Elite, International, and M&A

- *Martindale-Hubbell* AV Preeminent

Professional Involvement

- American Bar Association
- District of Columbia Bar Association
- Past Chair, Utah State Bar Association, Business Law Section

Representative Matters

- Representation of successful bidder for expansion of Mexico City's Benito Juarez International Airport
- Represented large U.S. personal care company in establishment of operations in over 23 countries.
- International counsel to large U.S. nutritional company and large personal care company.
- Representation of large retailer of contact lenses in its international and domestic acquisitions and operations.
- Representation of Utah-based medical imaging company in merger with multinational medical equipment provider.
- Representation of U.S. public company in connection with establishment of manufacturing facility and retail outlets in the People's Republic of China.
- Representation of U.S. cable television consortium in connection with acquisition of cable TV systems in Mexico and the Caribbean.
- Representation of large NYC-based cable television provider in connection with its acquisitions in various countries in Latin America
- Representation of regional infrastructure construction company in merger with large Irish public company.
- Representation of U.S. telecommunications company in connection with obtaining a concession (license) to install and operate a fiber optic network in the railroad right-of-way of the Mexican National Railroad Company from the Mexican Ministry of Communications and Transportation, together with related joint ventures with international telecommunications companies.
- Representation of U.S. telecommunications company in connection with acquisition of long distance service company.
- Representation of regional internet service provider and web hosting company in connection with acquisitions of 15 strategic internet technology/network companies.
- Representation of Idaho-based circuit board manufacturer in connection with acquisition of three ISP's, web hosting and internet services companies.
- Representation of U.S. truck stop owner/developer in connection with acquisition of license from government- owned oil company (PEMEX), a Mexican joint venture and related financing.
- Representation of multinational telecommunications and multimedia company in connection joint venture with Chilean telephone company.
- Represented U.S. subsidiary of world's largest mineral company in connection with international Joint Development Agreement with regard to multi-million dollar technology.
- Represented U.S. developer in connection with the development and financing of gas-fired co-generation facility in Aguaytia, Peru.
- Representation of transdermal drug delivery company in strategic international alliances with International Pharmaceutical companies.
- Representation of Mexican cowboy boot manufacturer in connection with acquisition of its U.S. distributor.
- Representation of U.S. data processing company in connection with establishment of maquiladora in

northern Mexico.

- Represented large retailer of contact lenses in connection with cash and stock-for assets acquisition of Singapore company and its Chinese affiliates (including a contact lens manufacturing facility and related intellectual property) and related financing with large U.S. Bank and The Development Bank of Singapore Limited.
- Represented German industrial company and its foreign subsidiaries in its sale of stock to large U.S. public company.
- Represented U.S. nutritional company in the spin-off of foreign subsidiaries in Chile, Argentina, Malaysia and Colombia.
- Represented large retailer of contact lenses in connection with Cooperation Agreement with U.S. subsidiary of large Italian-owned optical chain, providing for joint marketing and development of national doctor network.
- Represented scrap-booking technology company in sale to prominent private equity fund.
- Represented large retailer of contact lenses in the cash and stock-for-assets acquisition of a UK company (including contact lens manufacturing facility and related intellectual property) and related financing.
- Represented large retailer of contact lenses in connection with joint venture with large Japanese optical chain, providing for the sale and marketing of contact lenses in Japan.
- Representation of Utah-based medical device company in merger with large, multinational public company.
- Represented large U.S.-based highway hospitality and services provider and its affiliate in connection with offering and processing of debit cards in Mexico, and related international, corporate and regulatory issues.
- Represented large manufacturer of specialty gases regarding export of equipment and products to Taiwan and structuring of manufacturing and supply arrangement with Taiwanese company.
- Representation of Lindon, Utah-based technology company in merger with multinational software company.
- Represented prominent Utah family office in connection with contested acquisition of control of venture capital firm.
- Represented large retailer of contact lenses in connection with sale of joint venture interest to large Japanese optical chain.
- Representation of Lindon, Utah-based hardware manufacturer to large multinational telecommunications company.
- Representation of Utah-based essential oils company in formation and general corporate matters.
- Represented Swedish manufacturer of sports racks and other equipment in acquisition of specialty luggage company.
- Representation of U.S. aerospace manufacturing company in connection with establishment of aerospace component manufacturing joint venture and related facilities in China, Germany and Mexico.
- Representation of Canadian national co-op in acquisition of U.S. sporting goods chain.
- Represented local city government in connection with acquisition of professional hockey franchise.
- Representation of regional data center in disposition of minority interest to private equity firm.
- Representation of pipeline supply company in disposition of its assets to strategic buyer (two tranches).
- Representation of regional petroleum company in disposition of Western U.S. operations.
- Represented Canadian national co-op in sale of stock and assets of its U.S. operations to large, U.S. sporting goods retailer and separate real estate holding company, including over 50 locations nationwide.
- Represented Utah-based hedge fund in sale of stock to Minneapolis-based hedge fund.

- Represented Utah-based consumer finance company in sale of 75% interest to prominent private equity fund.
- Represented data center aggregator in acquisition of technology company.
- Represented data center aggregator in recap and investment by national lender.
- Represented private equity fund in acquisition of aircraft components manufacturing company.
- Represented large retailer of contact lenses in sale to Boston-based private equity fund. Transaction included spin-off of eye care division (frames, lenses and IP) to large Italian optical company.
- Represented owner world-famous ski and summer resort in sale of real estate and resort assets and operations to private equity fund.
- Represented national loan servicing company in merger with Utah industrial bank.
- Represented Utah-based legal technology company in sale to national legal technology services company.
- Represented international document services company in sale to strategic partner.
- Represented local home security company in sale to a competitor.
- Represented crafting technology company in debt and equity restructuring with private equity fund lender and certain investors; ongoing financing matters.
- Represented crafting technology company in debt facility with lender.
- Represented a regional data center in debt refinancing with national bank.
- Representation of Utah's largest exporter of commodities in ongoing corporate financing and trade compliance matters.
- Representation of a regional apparel and furniture retail chain with manufacturing facilities in China and Mexico, in general corporate, IP, import/export, customs matters, and ultimate sale to consumer products company.
- Representation of a large regional data center in sale to large private equity-backed buyer.
- Representation of large West Slope data center in sale to publicly-traded REIT.
- Representation of an online optical frames and lens manufacturer and e-tailer in acquisition by the leading U.S. retailer of contact lenses.
- Representation of multi-national consumer products company in internal investigation of its foreign operations.
- Representation of Chinese public company in restructuring of its U.S. geothermal operations.
- Representation of a Utah-based maker of thaw-to-serve cookies and brownies, and frozen cookie dough, to private equity-backed food services company.
- Representation of national commercial real estate, media and professional sports company in acquisition of marketing and media company.
- Representation of multiregional commercial lighting supply company in buyout by its employees.
- Representation of California-based alternative energy company utilizing novel wind turbine technology in power generation, together with related acquisition, joint venture and financing matters.
- Representation of California-based electric power conservation technology company in connection with its international joint venture, licensing, distribution and manufacturing matters related to Latin America.
- Representation of railroad safety technology company in joint venture with the Canadian National Railway.
- Representation of Lindon-based residential solar company in roll-up of four national residential solar companies and related financing matters.
- Representation of Utah-based cybersecurity company in sale to large multinational strategic partner.

- Representation of natural resources technology provider in connection with an employee-led buy-out and related financing matters.
- Representation of multinational consumer products essential oils company in connection with dividend recap and related financing matters.
- Representation of ed-tech venture fund in connection with 20-plus investments.
- Representation of multinational commodities exporter in acquisition of U.S. processing plant.
- Representation of multinational consumer products company in connection with internal investigation of foreign operations.

Education

Mr. Rudd earned his J.D. from Pepperdine University School of Law. He earned his B.A. from Brigham Young University.

Bar Admissions

- Utah
- District of Columbia

Community

- Board of Trustees, World Trade Center
- Board of Trustees, Chairman ex officio, Mexico Utah Business Council
- Utah Advisory Counsel, U.S. Global Leadership Coalition
- Securities Advisory Committee, State of Utah
- Former Officer, Mountain West Venture Capital Network

Languages

- Spanish