

DAVID L. REED, ESQ.

EDUCATION

DARTMOUTH COLLEGE | Hanover, NH
Bachelor of Arts: Political Science with Russian Minor. Graduated in 3 years.
SYRACUSE UNIVERSITY COLLEGE OF LAW | Syracuse, NY
Juris Doctor, *cum laude*: Business Law (Tax, Real Estate, International)

EMPLOYMENT - CURRENT

REED CNY BUSINESS LAW, P.C. | Syracuse, NY
Owner, President

Our firm emphasizes transformation over transaction, understanding that a gentle hand over a longer period helps clients achieve a lasting improvement. We focus on effective contracting, assessing risk management, anticipating regulatory hurdles and succession preparation. We also handle acquisitions, joint ventures and licensing. Our clients are local and international, medical device and drug development, manufacturing, entertainment, not-for-profit and retail. They range from solo practitioners to an association with hundreds of members in the courts, law enforcement, education and prison/detention centers. Many are immigrant or refugee-owned. All appreciate our attorneys have worked in-house and internationally. We have accompanied clients to trade shows in Germany and to events in Czech Republic (preparing to host an international contest in Syracuse), and worked with local economic development officials in a Brookings Institute Export Initiative. Our connections with local and state officials allow us to provide meaningful regulatory insight. We also provide internships to foreign attorneys (Korea, Jamaica, Azerbaijan, Saudi Arabia, China) participating in the LLM program at Syracuse University College of Law, developing an international network of attorneys we know personally and have worked with side-by-side.

EMPLOYMENT - PAST

SCHUSTER AGUILO LAW FIRM | San Juan, Puerto Rico
Of Counsel

Assisted US-based corporations (Pfizer, J&J, BMS, et al) operating in the Caribbean with legal, governance, contracts and audit issues. Represented the firm in the Continental US.

OSTEOTECH, INC. | Eatontown, NJ

General Counsel, Chief Compliance Officer, Corporate Secretary
Created legal department for publicly traded company specializing in international bone and tissue R&D, manufacturing and marketing/sales. Negotiated international agreements; managed litigation and FDA regulation. Led Sarbanes-Oxley investigation and QA Dept.

IMCLONE SYSTEMS, INC. | Branchburg, NJ

Assistant Vice President, Legal Affairs
Responsible for contract negotiations and compliance in manufacturing, development and marketing. Successfully defended international arbitration claim seeking millions in fees.

BAYER PHARMACEUTICALS (USA) | West Hartford, CT

Assistant Counsel
Handled Worldwide Licensing, Audit and Compliance groups. Negotiated contracts in the US, Japan and Germany. Responsible for FDA approval and Governmental sales compliance issues, including advertising material reviews. Oversaw and managed outside counsel.

BRISTOL-MYERS SQUIBB COMPANY | Princeton, NJ, Largo, FL, Syracuse, NY

Associate Counsel, Pharmaceuticals, Medical Devices and Life Cycle Management
Labor/employment; manufacturing; FDA compliance; life-cycle management; and 1000's of contracts. Facility responsibilities in Puerto Rico, Italy, Ireland, Germany, France, UK, Netherlands. Divisional acquisitions, product development, IP and worldwide audit teams.

FAY'S DRUGS INC. | Syracuse, NY | *Assistant Counsel and Corporate Secretary*
SCOLARO SHULMAN COHEN LAWLER & BURSTEIN | Syracuse, NY | *Associate*
HANCOCK & ESTABROOK LAW FIRM | Syracuse, NY | *Associate*

CONTACT INFORMATION

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BAR ADMISSIONS

Massachusetts, New York and Florida;
North District of NY, U.S. Second Circuit;
U.S. First Circuit, Court of Appeals

US PATENT

#8,372,157 – A hemispherical, planar osteoconductive backing implant for joint revisions to enhance bone healing

COMMUNITY ACTIVITIES

BOARDS & COMMUNITY – CURRENT

- Entrepreneurial Society of Central NY
- Northeast Hawley Development Assoc.
- Serenity Women's Center, Inc.,
Secretary & Director – Assists female veterans with housing and programs
- Cuse Lax, Inc., *VP & Director - owns and operates "Lax All-Stars North American Invitational Lacrosse Tournament", held on Onondaga Nation since 2016*
- Making It in Central NY (MiiCNY),
promoting the values and contributions of small businesses

BOARDS & COMMUNITY – PAST

- AIDS Community Resources, Inc.
- Central NY Enterprise Development
- Charity for Children, Inc.
- Spanish Action League of Onondaga
- Westhill Central School Educational Foundation, Inc., *Founding President*

OTHER ACTIVITIES

- CenterState CEO, Government Modernization Task Force, *Chair*
- CNY Business Journal, *Contributor*
- CNY School Boards Assoc., *Facilitator*
- Institute for Veterans and Military Families, Syracuse University,
Entrepreneurial Law Lecturer, Pitch Judge
- Metropolitan Export Initiative, Center-State and Brookings Institute, *Member*
- Manufacturers Association of CNY, Inc.,
Facilitator
- Onondaga-Cayuga-Madison Board of Cooperative Education Systems,
Facilitator and Lecturer