

# Douglas W. Huffman

## Of Counsel



### About Douglas

Doug concentrates his practice on estate planning and commercial transactions. Doug provides all aspects of estate planning from drafting a simple will to a more complex planning that may include credit shelters, life insurance, retained annuities, trusts, gifting strategies and family limited partnerships.

In his business and corporate practice, he counsels small to mid-size enterprises. Doug has advised clients on leveraged buy out strategies and he has also negotiated exclusive manufacturing agreements with a Fortune 500 manufacturer.

Doug works on behalf of software and technology companies. He has experience in software licensing and development, and related business transactions. **He works with single tech developers and a Fortune 500 company providing counsel on license agreement negotiations including end-user, reseller, distribution, OEM, and value-added-reseller license agreements.**

Start-up businesses seek Doug's advice on organizational structure and securing financing. Doug co-founded an angel investor club and negotiated over a dozen investments totaling over \$25,000,000. In addition, Doug advised a startup client on structuring and negotiating a \$3,000,000 investment with outside investors; and he drafted the operating agreement, members' agreement, and investment documentation. Over the years Doug has represented many clients in selling their businesses including to private equity investors.

Doug listens to his clients and develops solutions that demonstrate a clear understanding of his clients' needs and goals.

### Relevant Experience

#### Estate Planning

- Based on client needs, Doug provides estate planning that includes anything from a simple will to complex plans, including credit shelter, life insurance, retained annuity, charitable lend, charitable remainder and/or spousal limited access trusts, gifting strategies and family limited partnerships.

#### Commercial Transactions

- Doug successfully advised client on sale of company from one leveraged buy-out firm to another leveraged buy-out firm.
- Doug advised client in negotiation of exclusive manufacturing agreement with Fortune 500 medical device manufacturer.

#### Software Licensing

- Doug advised software companies ranging in size from single developers to a Fortune 500 Company in negotiating of license agreements, including end-user, reseller, distribution, OEM, and value-added-reseller license agreements.

#### Business Start Ups

- Doug advises clients on structuring and financing of new business.

- Doug co-founded and represents angel investor club which has negotiated over a dozen investments on behalf of its members totaling more than \$20,000,000 since its inception in August, 2011.
- Doug advised start up client on structuring of new venture and negotiation of \$3,000,000 investment by outside investors, including operating agreement, members agreement, and investment documentation.

## **Education**

The University of Michigan Law School, J.D., cum laude, 1976

Purdue University, Industrial Engineering, B.S., summa cum laude, 1973

## **Bar Admissions**

Ohio

## **Professional Associations**

Findlay Estate Planning Council

Findlay/Hancock County Bar Association

Ohio State Bar Association

## **Community Involvement**

Millstream Angel Club

Julie Cole Charitable Golf Outing

University of Findlay Planned Giving Council

City of Findlay Income Tax Board of Appeals

Camp Fire U.S.A. Northwest Ohio Charitable Trust Board of Directors

Findlay Rotary

Blanchard Valley Port Authority

Blanchard Valley Health System

YMCA Foundation Board of Directors

Camp Fire NO-WE-OH Council Board of Directors

First Presbyterian Church Deacon and Elder

Hancock County Historical Museum Board of Directors

Hancock County Humane Society Foundation

## **Get in Touch**

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