

# Jonathan Calla

*Director*

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Jonathan Calla is a corporate lawyer with experience representing clients in mergers and acquisitions, private equity, venture capital, and securities offering transactions.

His clients include publicly listed international businesses, private investment firms, privately-held emerging and middle-market companies – where he frequently serves as outside general counsel – and private equity sponsors and their portfolio companies. Jonathan works closely with clients to negotiate, draft and review all documents in connection with both buy-side and sell-side mergers and acquisitions in a wide range of industries, and often represents companies from formation through multiple fundraising rounds to exit.

Clients turn to Jonathan for his attention to detail, responsiveness, and ability to seamlessly manage complex transactions from beginning to end. Jonathan is a consummate team player who thrives on helping clients achieve their desired goals through creativity, tenacity, and careful collaboration.

Prior to joining Goulston & Storrs, he was a partner at a mid-sized Boston law firm. In addition to his extensive law firm experience, Jonathan served as in-house corporate counsel to LoJack Corporation.

A Canadian citizen from North Vancouver, British Columbia, Jonathan began his career at a law firm in Vancouver and maintains his license as a non-practicing attorney in British Columbia. Jonathan counsels several Canadian clients with respect to their U.S operations.

Jonathan completed his undergraduate degree at Northeastern University, where he was a member of the Northeastern University Men's Ice Hockey team, and completed his law degree at the University of Toronto, where he was a member of the faculty's Sports Law & Entertainment Society. Jonathan has combined his passion for hockey and the law through his ongoing role as outside general counsel for the Premier Hockey Federation (formerly, the National Women's Hockey League). Jonathan has assisted the league with both its corporate reorganization and the successful completion of its season during the pandemic.

Outside of work, Jonathan has been involved with various charitable organizations over the past 10 years, helping raise money to support spinal cord research and educational opportunities for youth. He enjoys spending time with his wife and two sons, playing hockey and golf, and building an outdoor hockey rink in the winter months (weather permitting).

### **Accolades**

- Lawdragon 500 Leading Dealmakers, 2024-2025
- *Massachusetts Lawyers Weekly*, Go To Business Transactions Lawyer, 2024

### **Affiliations**

- American Bar Association, Mergers and Acquisitions Committee

### **Admissions**

- Massachusetts
- Law Society of British Columbia

### **Education**

- University of Toronto Faculty of Law (J.D.)
- Northeastern University (B.S.)
- Athol Murray College of Notre Dame

## **Representative Matters**

### **M&M Transport's Sale to Schneider**

Representation of M&M Transport Services, a dedicated contract carrier that provides specialty solutions for the retail and manufacturing verticals, on its sale to Schneider National, Inc., a premier multimodal provider of transportation, intermodal, and logistics services. The sale further complements Schneider's Dedicated organic growth success and places Schneider on a glidepath toward \$1.5 billion in annual Dedicated contract revenues and 6,500 Dedicated tractors in service to their valued customer base.

### **Series A Investment Representation**

Representation of Generation Capital Partners LP on its \$12.5 million Series A investment in Nucleated Foam Technologies.

### **Hadron Capital Successful Funding of Several Recent Acquisitions by Gold Flora**

Representation of Hadron Capital on the successful funding of several recent acquisitions by Gold Flora.

**Acquisition by TSX-Listed Company**

Representation of a TSX listed company, in its acquisition of Maine Coast Shellfish, LLC, a Maine-based lobster company.

**Acquisition Representation for Navy Submarine Supplier**

Representation of a navy submarine supplier, in its acquisition by ESCO Technologies Inc. (NYSE: ESE), a global provider of highly engineered products and solutions to diverse and growing end-markets.

**Investment Firm Representation in Partnership**

Representation of McCarthy Capital Fund VI, a private investment firm, in connection with its partnership with Big Belly Solar.

**Investor Representation for Franchise Purchase and Sales in Premier Hockey Federation**

Representation of investors in connection with their purchase and sale of franchises in the Premier Hockey Federation.

**Representation NYSE-Listed Company In \$33M Acquisition**

Representation of an NYSE listed company, a custom engineered systems and equipment company, in connection with its \$33M acquisition of Unaflex LLC and related entities, a leading manufacturer of expansion joints compensators and customer engineered flexible hoses.

**Representation of \$46M PIPE Financing**

Representation of Hadron Healthcare Fund in MariMed, Inc.'s (OTCQX: MRMD) \$46 million PIPE financing.

**Representation of a Leader in Machinery Manufacturing and Re-manufacturing in Acquisition**

Representation of a leader in machinery manufacturing and re-manufacturing, in its acquisition by The Massman Companies, a Minnesota-based team of machinery and technology companies.

**Representation of Boston-Based Private Investment Firm in Growth Capital Investment of National PR Firm**

Representation of Copley Equity Partners, a Boston-based private investment firm, in its growth capital investment in Gregory FCA, a national public relations firm.

**Representation of Company in \$108M Acquisition**

Representation of a Boston-based fresh prepared foods business, in its \$108 Million acquisition by Mitsui & Co., Ltd, a Japanese buyer.

**Representation of Marine-Related Business in \$6M Sale of Assets**

Representation of Russo's Marine Mart, Inc., a marine related business, in connection with its sale of assets to MarineMax Northeast, LLC for \$6M.

**Representation of Nasdaq-Listed Company in Acquisition of Implant Components Supplier**

Representation of a Nasdaq-listed company, a designer and manufacturer of customized knee and hip replacements, in connection with its acquisition of Broad Peak Manufacturing LLC, a supplier of finishing solutions for implants and implant components.

**Representation of Private Investment Firm in Growth Capital Investment**

Representation of Copley Equity Partners, a Boston-based private investment firm, in its growth capital investment in Canadian-based Aethon Aerial Solutions and California-based Flight Evolved, LLC, each in the remote sensing and imagery technology business.

**Representation of Publicly-Traded Fantasy Sports Contest and Betting Operator in Acquisition**

Representation of a publicly traded daily fantasy sports contest and betting operator, in connection with its acquisition of Fantasy Hub, Inc., a daily fantasy sports contest and betting company

**Representation of Software Technology Company in \$42M Merger**

Representation of BlueMetal Architects, Inc., a software technology company, in connection with its merger with Insight Enterprises, Inc., for \$42M.

**Representation of Technology Company in \$33M Sale to Private Investment Firm**

Representation of Fisher International, Inc., a technology company focused on the forestry industry, in connection with its \$33M sale to Battery Ventures L.P., a private investment firm.

**Representation of Trucking and Logistics Company in \$22.5M Sale**

Representation of Robert N. Karpp Company, Inc., a trucking and logistics company, in connection with its sale of assets to New England Gypsum Supply, Inc. for \$22.5M

**Representation of TSX-Listed Company in Acquisition**

Representation of a TSX-listed company, in its acquisition of Bavarian Meats Inc., a Seattle, Washington-based meat snacks company.

**\$92M Growth Equity/Recapitalization Financing**

Representation of Virgin Pulse, a health and wellness company, in a \$92 million growth equity/recapitalization financing led by Insight Venture Partners.

**Outside general counsel to the National Women's Hockey League (NWHL)**

Representation of the Premier Hockey Federation (formerly, the National Women's Hockey League) as general counsel in connection with its corporate reorganization, granting of expansion rights, digital and television broadcast agreements, venue agreements production and sponsorship agreements and other corporate and employment matters.

