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Salvatore A. Giampiccolo

Shareholder

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Practice

Corporate, Finance and Capital Markets

Energy and Utilities

International

Salvatore focuses his practice on commercial litigation and corporate transactions. He brings a unique combination of skills and experience developed over many years of assisting businesses in all aspects of formation and growth, and a depth of knowledge of the most complex business matters. He is a trusted business advisor known for his practical, hands-on experience in business planning and succession planning, and in executing mergers, acquisitions and other exit strategies in partnership with his clients.

In his litigation practice, Salvatore concentrates in a wide variety of commercial litigation matters including clients in the automotive industry and in captive financial entities. His experience includes class actions, construction, consumer financial services, consumer fraud, franchise matters, and shareholder and partnership disputes, as well as insurance defense, premises defense and professional liability defense matters.

In his corporate/transactional practice, Mr. Giampiccolo concentrates in mergers and acquisitions, buy-sell agreements, commercial real estate as well as commercial lending, including asset-based, commercial and real estate financing. He represents a wide variety of clients, including captives in the automotive industry, banks and other financial institutions, retail, professional services, education, health care, life sciences and international companies.

Salvatore also counsels individuals and foreign companies in establishing and maintaining a presence in the U.S., and with their ongoing operations as U.S. operating subsidiaries. He provides a broad array of expertise to assist foreign owned companies with achieving optimal financial and operational results while minimizing liability. As a strategic ally, he helps international clients across industries, from start-ups to mature businesses, find solutions to their immigration, corporate structuring, mergers and acquisitions, labor and employment, tax, intellectual property, real estate and complex transactional needs.

As a business succession strategist, Salvatore assists family-owned and private company clients in realizing their business evolution goals through approaches that maximize value. Clients rely on him and his team at Stevens & Lee to plan for pre-transaction planning, tax efficient strategies, exit Strategies, estate planning and ownership and leadership transition to family members, or to facilitate a third-party sale to management, private equity, an ESOP or another company. Salvatore also helps clients explore various options which best align with their interests and provides tailor-made advice regarding tax efficient structures related to the transfer of assets to family members. Each plan is unique to the specific factors and variables of the business and family holdings. For each situation, Salvatore's counsel focuses on several key issues in succession planning to provide practical direction and advice to family business owners.

Salvatore also represents clinical research organizations (CROs) and life science companies in general corporate matters, including the preparation of master services agreements, clinical and analytical study agreements, clinical site agreements, project agreements and intellectual property agreements, among others. His pharmaceutical clients have ranged in size from start-up to large international companies and have included those developing new chemical entities (NCEs), as well as generic drugs. He has assisted in all phases of their clinical studies, including discovery, preclinical, toxicology and Phases I, II and III.

Salvatore also has litigated on behalf of CRO clients in actions arising from alleged breach of study agreement, breach of protocol, CROs standard operating procedures and industry practices, and other study-related FDA issues.

Affiliations

- Bergen County Bar Association
- American Bar Foundation, Fellow
- New Jersey State Bar Association
- New York State Bar Association
- American Bar Association
- Italian Trade Agency, Member
- Council for the United States and Italy, Board of Directors
- District IIA (Bergen County – North) Ethics Committee, former Chair
- District IIB (Bergen County – South) Ethics Committee, former Chair

Recognition

Salvatore is AV® Preeminent™ rated by LexisNexis Martindale-Hubbell, which is the highest rating for legal ability and general ethics. He has routinely been recognized as a New Jersey Super Lawyer by being selected by his peers as among the top 5 percent of lawyers in the state in the areas of Franchise/Dealership, Business/Corporate, and General Litigation. Since 2021, he has also been listed by *The Best Lawyers in America* in the areas of Commercial Litigation and Consumer Law. He is a recipient of the Seton Hall School of Law Alumni Distinction Award, and in 2016 was awarded the "Excellence in Achievement Award" by the Peter W. Rodino, Jr. Society of Seton Hall Law School. Locally, he has been recognized as one of "Bergen's Top Lawyers" by LexisNexis Martindale-Hubbell in Bergen County, N.J., named one of Bergen County's "Top Lawyers" by (201) Magazine and named among *Bergen Magazine's* list of "Top Lawyers" for 2022.

Education

- Seton Hall Law School, J.D.
- Manhattan College, B.S., with honors

Bar Admissions

- New Jersey
- New York

Court Admissions

- State of New York, Appellate Division of the Superior Court, Third Judicial Circuit
- U.S. Supreme Court
- U.S. Court of Appeals for the Third Circuit
- U.S. District Court for the District of New Jersey
- U.S. District Court for the Eastern District of New York