



Ilirjan (Ilir) Pipa

Partner

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Ilir focuses his practice on mergers and acquisitions, private placements of securities, and general corporate work. Ilir counsels companies on a wide variety of transactional matters. He has broad M&A experience representing buyers and sellers of companies operating in a spectrum of industries, including representing private equity funds and search funds in connection with their fundraising activities and their acquisition and divestiture transactions.

Education

- Baldwin Wallace University (B.A., *magna cum laude*, 2007)
- Case Western Reserve University Weatherhead School of Management (M.B.A., 2011)
- Case Western Reserve University School of Law (J.D., 2011)

Bar Admissions

- Ohio

Professional Affiliations

- Cleveland Metropolitan Bar Association
- Association for Corporate Growth

Community Involvement

- Albanian-American Association of Cleveland (*Former Member, Board of Directors*)

Practices & Industries

- Capital Markets & Securities Transactions
- Mergers & Acquisitions
- Private Equity
- Business Law
- Securities & Corporate Governance Compliance
- Corporate Governance

Experience

- Represented local chemical company in sale of stock to international buyer for \$315 million.
- Counseled various startup operations on how to structure their fundraising efforts to blend aspects of venture and private equity business models.

- Represented public company client in the \$5 million purchase of stock of West Virginia business engaged in reclamation of abandoned mine land projects.
- Experienced in representing startups and businesses of all stages in private placement, fundraising, and venture capital projects.
- Represented preferred stockholder in sale of its investment to the company in the amount of \$12 million.
- Represented architectural and engineering firm in sale of business to a private equity group for \$30 million.
- Represented several clients in formation of private equity funds ranging from \$25 million to \$300 million in size and advised them on their reporting obligations as “exempt reporting advisors” and “registered investment advisors.”
- Represented online compliance training leader Workplace Answers in its sale to EVERFI, Inc., the nation’s leading education technology innovator.
- Represented a leading provider of AML/BSA solutions to financial institutions, in the sale of the company for \$125 million.
- Represented buyer in purchase of assets from several manufacturers of custom architectural woodworking for public and commercial buildings, including hospitals, schools, banks, retail stores, restaurants, and hotels.
- Counseled significant shareholder of public company on beneficial reporting requirements and sale of over \$3 million of public company stock in compliance with Rule 144.
- Represented client in purchasing assets of company engaged in manufacturing and distributing products for the garage door industry for \$13.5 million.
- Represented client in \$15 million sale of company engaged in the business of selling marketing leads including names, phone numbers, home addresses, and/or email addresses, to service providers in the real estate, home and garden, and insurance industries.
- Represented client in forming a \$50 million real estate investment fund and setting up the management structure of the fund.
- Represented a technology company in acquiring a new operating subsidiary for \$10 million.
- Represented private equity firm in a \$25 million acquisition of a battery manufacturer and the \$22 million sale of a portfolio company engaged in the sale of various medical products, and represented the same client in a \$50 million private placement.
- Assisted in the representation of a closely held corporation engaged in the business of providing surgical instruments to hospitals in the \$70 million sale of the company.

News & Media

March 7, 2022

Securities, M&A, and Corporate Partner Joins Ulmer in Cleveland