



MATTHEW R. PERKINS Partner

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(303) 892-7432 phone (303) 893-1379 fax

Expertise

Mergers & Acquisitions, Finance, Private Equity & Venture Capital, Taxation, and Public Companies

Education

Boston University, J.D., *with honors*, 1990

University of Denver, B.S., Accounting, 1985

Certified Public Accountant (inactive)

Admitted In

Colorado

Florida



Matt Perkins regularly counsels business owners, senior management and boards of directors in connection with significant transactions and business decisions. His practice emphasizes corporate transactions, including mergers, acquisitions, dispositions, mezzanine and senior lending, venture capital and equity and debt offerings.

Matt has practical experience handling business transactions within a wide spectrum of industries, including software, telecommunications, semi-conductors, cable television, internet, manufacturing, construction, building materials, distribution and transportation, wholesale and retail, restaurants and food processing, and business and financial services.

He routinely handles deals ranging in size from \$1 million to hundreds of millions of dollars, including mergers, acquisitions and dispositions, leveraged buy-outs, management buy-outs, corporate spin-offs, industry consolidations, early-stage financing, debt financing, securities offerings and outside board of director representation.

Prior to joining DGS, Matt was a partner with Jacobs Chase Frick Kleinkopf & Kelley, LLC for ten years, and prior to that practiced in the Denver office of Ballard Spahr Andrews & Ingersoll LLP and with Holland & Knight in Florida. Prior to law school, Matt was a Certified Public Accountant in the audit and tax groups of Deloitte Haskins & Sells' (n/k/a Deloitte & Touche) Los Angeles office gaining a strong grounding in financial accounting and tax issues.

Noted Work

We handle transactions as a team. Here are some recent examples of transactions in which Matt has been involved. Matt joined Davis Graham & Stubbs on June 1, 2008, so

the following transactions include ones he was involved in at Jacobs Chase:

- The purchaser in an acquisition of a specialty drilling company which services the pipeline industry.
- **Invidi Technologies Corporation** in its recent equity financing offerings with GroupM and Motorola, as well as numerous technology transfer transactions and its intellectual property protection program. Invidi is a leading provider of targeted advertising software systems for the cable, satellite and telco television industry, and its investors include Menlo Ventures, InterWest Partners, EnerTech Capital and Westbury Partners.
- The stockholders of **ElectriTek-AVT, Inc.** (Denver) a manufacturer of custom-designed integrated battery assemblies, in its partial sale and recapitalization transaction with Inverness Capital Partners, LP (Philadelphia).
- The shareholders of **Decisioneering, Inc.**, a Denver based software company, in its merger with Hyperion Solutions Corporation, based in Santa Clara, California.
- **Robinson Brick Company** in its \$120 million stock sale to Wienerberger A.G. and its U.S. subsidiary, General Shale Brick, Inc.
- **Optigas, Inc.**, a midstream natural gas pipeline operator, in its \$85 million stock sale to Ceritas Holdings, LP. RBC Capital Markets Corporation.
- The shareholders of **Environmental Resource Associates**, a Colorado corporation, in their \$66 million stock sale to Waters Technologies Corporation. Environmental Resource Associates is the industry leader in providing standards for laboratory certification and provides a total solution for the quality control and proficiency

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testing needs of environmental and pharmaceutical laboratories.

- The shareholders of **Colorado Catastrophe & Restoration, Inc. dba COCAT** in their partial sale and recapitalization with Progress Equity Partners Ltd. (Dallas). COCAT is one of the largest regional general contractors delivering comprehensive disaster restoration services.
- **Solucar, Inc.**, a U.S. subsidiary of Solucar Energia, S.A., in its acquisition of Industrial Solar Technology Corporation, a Colorado based company, which is a leader in commercial applications for solar energy.
- **Stonehenge Capital Company, LLC** in its investment in Hydro-X, LLC, a company engaged in the sale, distribution, leasing and servicing of equipment for hydro-excavating activities.
- The senior management team of **Metron** in their management buyout of Metron's business from the company's largest shareholder. Metron manufactures fire pump controls, power distribution equipment and packaged pump systems.
- **Intrawest Corporation** in its stock sale of the Mammoth Ski Resort to Starwood Capital Group in a transaction valued at approximately \$365 million.
- **Colorado State Bank & Trust** in its senior secured loan and mezzanine debt financing to Northland Power Services, LLC, which provides a wide array of field services to gas exploration companies, including the rental, servicing and installation of diesel powered electric generators for use by gas exploration companies.