

Jeffrey T. Skinner

Partner

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Services

Investment Management & Broker-
Dealer

Pension Asset Management

Private Equity

Securities



Jeffrey Skinner leads the Investment Management Team at Kilpatrick Townsend, where he focuses his practice on investments, investment funds and investment advisers. Mr. Skinner has extensive experience assisting clients with making investments, obtaining investors and navigating the complex securities and other laws surrounding investing. Mr. Skinner regularly counsels clients about their business goals, needs and legal challenges. He assists clients with navigating regulatory issues and requirements, entering into joint arrangements with commercial and investment partners, and closing business investments. Mr. Skinner uses his experience to work with entrepreneurs, established and growing companies, and individual and institutional investors to help them succeed with their investments, businesses, and related ventures.

Public and Private Investments Practice. Mr. Skinner has been lead counsel in numerous public offerings, private equity and venture investments and private debt financings. He assists individual and institutional clients with placing assets in funds and companies; corporations, LLCs and other entities with raising funds and arranging bank or privately-sourced financing; and private funds with negotiating and finalizing investments in businesses, real estate and other funds. Mr. Skinner represents both startups and established businesses of different sizes with their financing and investment needs. He regularly provides advice regarding public and private offering prospectuses, both from the company side – where he assists in the drafting and preparation of documentation and governing documents; and from the investor perspective – where he assists individuals and institutions in evaluating and negotiating terms of investment in funds and corporate opportunities, including entry into side letters and side agreements that complement the core terms of the investment. He also works with clients seeking to expand their businesses and business relationships through joint ventures, licensing and other contractual arrangements that involve multiple parties partnering and working together.

Investment Funds Practice. Mr. Skinner's investment funds practice covers a wide variety of types of investments and investing, including private and public funds. In the private fund area, he regularly organizes and represents hedge funds, venture funds, private equity funds, real estate funds, collective investment trusts and other investment vehicles. His clients include both domestic and foreign funds, including master-feeder and complex multi-fund structures designed to facilitate investments by different types of investors in a tax-efficient and cost-effective manner. In the public fund area, he regularly forms and represents mutual funds, closed-end funds, exchange traded funds and other publicly-registered vehicles. Mr. Skinner works with these public funds' management teams and boards of directors and trustees on SEC registration, corporate governance matters, disclosure documents, compliance requirements, SEC filings, regulatory examinations, state regulations and other investment company and management issues.

Investment Adviser Practice. Mr. Skinner represents numerous investment advisory firms registered at the state and federal level. His clients range from new advisers just starting their businesses with money contributed by family and friends, to multi-billion dollar managers with multiple offices across the country. His clients include money managers from New York to California, with a wide variety of investment focuses and management styles. Mr. Skinner counsels these clients on investment product design and implementation, performance advertising and marketing requirements, brokerage and trading issues, anti-fraud and conflict of interest regulations, and other legal matters under applicable state and federal law. Mr. Skinner works with his investment management clients to find straightforward and efficient solutions designed to advance their business goals while meeting all applicable legal and regulatory requirements.

Mr. Skinner was recognized in 2021 by *The Best Lawyers in America*[®] for Securities/Capital Markets Law.

Experience

Represents multi-billion and multi-million dollar registered investment advisers and investment companies in private and public offering matters.

Served as counsel to family office investment management company providing private wealth management services.

Represented \$1 billion real estate investment, development and finance company in connection with private real estate investment funds.

Represented \$100 million mutual fund family and registered investment adviser with merger.

Represented financial institution and investment adviser in alleged improper trading activity by a portfolio manager.



Represented multi-billion dollar mutual fund family for a *Fortune* 500 financial institution in action alleging inappropriate investments in securities lending arrangement with mutual fund's custodian and lending agent.

Represented registered corporate "INHAM" adviser to a major U.S. forest products manufacturer. Ongoing representation of INHAM adviser and related multi-billion dollar pension fund in alternative and other investments.

Representing and advising a \$1 billion investment manager in structuring privately-offered domestic and offshore investment vehicles.

Represented developer in various in-fill real estate projects in Raleigh, North Carolina, including acquisition, redevelopment and structuring of investment partnerships for financing Country Club Homes Apartments, Whitaker Mill Apartments, Palms Apartments and Methodist office building and redevelopment of Glenwood Place office park.

Represented First Financial Holdings, Inc. in a merger with SCBT Financial Corporation. The \$300 million transaction combines two of South Carolina's oldest and largest banking companies. The firm counseled and negotiated the terms of the merger agreement, handled employment and benefit matters, managed the due diligence and disclosure process, advised on IP, broker/dealer and tax matters and successfully represented First Financial Holdings' board of directors in merger-related litigation.

Education

University of North Carolina at Chapel Hill School of Law, J.D. (1996)

Duke University, A.B., Public Policy Studies and History (1993) *cum laude*

Admissions

Georgia (1996)

North Carolina (2000)

Insights

[News Releases](#)

Record-Breaking Recognition for Kilpatrick Townsend in *The Best Lawyers in America*® 2021
August 20, 2020

[Alerts](#)

OCIE's Focus on Private Fund Advisers Continues in Recent Risk Alert



July 16, 2020

[Alerts](#)

The New York AG Estimates Rule Proposals Would Impact up to 14,000 IARs, 5,500 Issuers

July 7, 2020

[Alerts](#)

Recent Enforcement Action Provides Helpful Guidance in Several Areas for Advisers to Private Funds

June 5, 2020

[Alerts](#)

SEC Issues Guidance for Investment Advisory Firms That Accepted PPP Loans

May 12, 2020

[Alerts](#)

An Overview of Key COVID-19 Relief Granted to Registered Mutual Funds by the SEC

May 1, 2020

[Alerts](#)

OCIE Issues Risk Alerts Previewing Initial Exams' Focus on Compliance with Reg BI, Form CRS

April 13, 2020

[Alerts](#)

Iowa Proposes State-Specific Best Interest Rules for Insurance and Securities Businesses

April 9, 2020

[Alerts](#)

SEC Clarifies Form CRS Relationship Summary Format and Delivery Requirements (Incl. Relief for Fund Advisers)

December 9, 2019

[Alerts](#)

Massachusetts Revises, Moves Forward on its Fiduciary Rule

December 4, 2019



[Alerts](#)

SEC Pushes Forward, Proposes Amendments to the CAT

November 22, 2019

[In The News](#)

Kilpatrick Townsend Acts as Counsel to Delta Air Lines in Offering

October 29, 2019

[Alerts](#)

SEC Releases FAQ on RIA Revenue Sharing, 12b-1 and Other Compensation Disclosures

October 25, 2019

[Perspectives](#)

KT Client Success | Kilpatrick Townsend Represents Wealth Management Firm from Birth to \$750 Million Exit

July 18, 2019

[In The News](#)

35 Kilpatrick Townsend Attorneys Named to the North Carolina Pro Bono Honor Society

May 24, 2019

[In The News](#)

Kilpatrick Townsend Counsels United Capital in Goldman Sachs Deal

May 16, 2019

[Alerts](#)

New Jersey Releases Proposed Fiduciary Rule for Broker-Dealers and Investment Advisers

April 19, 2019

[Alerts](#)

Industry Groups and State and Federal Securities Regulators Grapple with Fiduciary Standards for BDs and Private Fund Advisers

March 25, 2019

[Alerts](#)

Investment Management Regulation: Year in Review

December 21, 2018



[Alerts](#)

SEC Adopts Final Crowdfunding Rules

November 17, 2015

[Alerts](#)

SEC Proposes Changes to Form ADV

June 18, 2015