



Robert D. Poyer

Counsel



P: (315) 565-4500 ext. 4548

F: (315) 565-4600

rpoyer@hancocklaw.com

Robert D. Poyer has over 10 years of experience in general business practice, with a focus on complex financing transactions. Mr. Poyer has served in several capacities on taxable, tax-exempt and equity financing transactions, including lender's counsel, borrower's counsel, bond counsel, trustee's counsel, and underwriter's counsel. These financings have spanned an array of industries, such as hospitality, retail, information technology, life sciences, healthcare, and long-term care. Mr. Poyer prides himself on learning his clients' businesses quickly and thoroughly and tailoring his legal advice to their needs.

PRACTICE AREAS

- Banking & Finance
- Corporate
- Family Business Succession Planning
- Municipal
- Public Finance
- Startup & Emerging Business

REPRESENTATIVE MATTERS

- Served as counsel to hospital in a \$93 Million tax-exempt bond financing transaction
- Counsel to lender in \$42 Million loan to mixed retail and residential development
- Counsel to lender in \$19 Million loan to hotel developer
- Counsel to borrower in \$32 Million tax-exempt student housing project
- Counsel to hospital in a \$5.5 Million tax-exempt lease transaction
- Counsel to long-term care facility in \$33 Million tax-exempt financing
- Bond counsel for the issuance of \$6.6 Million industrial development bonds
- Counsel to company in \$1.2 Million equity private placement
- Served as counsel to various banks in relation to the financing of hospital expansions valued at up to \$68 million.
- Served as counsel to a bank in a \$9 million financing of a manufacturing facility.
- Served as counsel to a borrower in a \$33 million financing of a student housing facility.
- Served as counsel to various borrowers in relation to the financing of hospital expansions valued at up to \$64 million.
- Served as counsel to a retail pharmacy chain in an equity restructuring.
- Served as counsel to an industrial development agency in a lease/leaseback transaction.

PROFESSIONAL AND COMMUNITY ACTIVITIES

- Member, Onondaga County Bar Association
- Member, New York State Bar Association, Business Law Section
- Past Chair, Onondaga County Bar Association Technology Committee

SPEAKING ENGAGEMENTS

- MedTech Member MeetUp "Service Provider Member Presentation" (December 2016)
- Hancock Estabrook Ithaca Seminar Series, "Commercial Real Estate - From Concept to Occupancy & Beyond" (November 2016)
- Finger Lakes Social Entrepreneurship Institute, "Choice of Corporate Form and WMBE Certification" (November 2016)
- Hancock Estabrook Ithaca Seminar Series, "Business Planning Ownership & Best Practices" (October 2016)
- Upstate Medical University Conference, "Commercializing Biotech Innovation" (October 2016)
- Hancock Estabrook's Fourth Annual Advisors to Small Business Symposium (June 2016)
- Cornell University Institute of Biotechnology, 2016 Pre-Seed Workshop (March 2016)
- MedTech and CenterState CEO, Syracuse Pre-Seed Workshop (February 2016)

PRESS AND PUBLICATIONS

- Stewart F. Hancock, Jr., "Court Sends Clear Message on Misconduct," *New York Law Journal*, September 11, 2006 at S13.*
- Stewart F. Hancock, Jr., "Measuring Contract Claims for Money Damages in Commercial Contracts: Strategies for Drafting and Negotiating," *Moskin ed.*, Supp. 2006.*

*Assisted author in all aspects of research, writing and editing

EDUCATION

- Cornell Law School, J.D., 2005
 - Cornell Law School Journal of Law and Public Policy
 - Cornell Law School - Université; Paris I -- Panthéon Sorbonne, Institute of International and Comparative Law, 2003
- Binghamton University, B.A., *magna cum laude*, 2002
 - Phi Beta Kappa
 - Golden Key Honors Society
 - Recipient, Bloom Scholarship for Academic Excellence
 - Recipient, Gaffney Scholarship for Academic Excellence

ADMISSIONS

- New York
- United States District Court (NDNY)
- United States District Court (WDNY)