# Jason L. Giles

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DES MOINES OFFICE

In his corporate business practice, Jason works on mergers and acquisitions, general corporate and commercial law, including business structure and planning, contracting and securities law, as well as intellectual property licensing, data privacy and security and e-commerce—all with the intent of serving the best interests of his clients, whether emerging startups, publicly held companies, or somewhere in between. His work involves industries as varied as public media, renewable energy, biotech, health care, construction, and insurance.

From initial startup through growth and acquisition to succession planning and exit strategy—whether in good or bad times—Jason regularly assists clients in every aspect of business. This includes determining the correct organizational structure; raising or investing funds; negotiating contracts, leases, or other agreements; reorganization and workout options; and mergers and acquisitions. The ultimate goal is helping the client maximize opportunities.

The MBA he earned during law school and while clerking for a federal judge shows Jason has always been intrigued by the world of business and its intersection with the law. “My interest has always been more on the transactional side—making deals happen, watching deals happen, helping business people who want to make something happen figure it out and work it out,” he says.

Jason’s practice in media and entertainment law sees him representing large publicly held media and marketing services companies, reality television show participants, authors, and musicians. Being located in Iowa has worked to his advantage in garnering clients and dealing with his counterparts whether in New York or Hollywood.

The best part of the job for Jason is helping his clients realize their vision. “They have a good idea, either individually or with a group of individuals, and they want to make something happen,” he says. “I really enjoy the opportunity of helping somebody accomplish their goals and their desires.”

And while some lawyers may find complicated cases a challenge, Jason enjoys the intellectual stimulation of his practice. “I’m constantly thinking and learning and trying to figure things out, see how the puzzle pieces fit or put the puzzle together in a way that makes the most sense for everyone,” he says.

In the community, Jason serves on several boards and committees for professional, trade industry, community, and religious organizations. He is passionate about his participation with public television, disaster recovery services, renewable fuels, leadership programs, youth sports, and scouting activities. “I value what my community provides to my family and others and feel that I have an opportunity to give back,” he says. He enjoys spending time with his wife and seven children, coaching athletic teams, and being active in his church.

Jason also served a full-time two-year mission to Ecuador as a young man and in 2012 spent two weeks in Ukraine as a teaching professional.



## PRACTICE AREAS

- Business, Finance & Real Estate
- Agribusiness
- Alternative Energy, Renewable Fuels & Public Utilities
- Banking & Secured Transactions
- Business & Commercial Transactions
- Business Organizations
- Construction & Development
- Contracts & Procurement
- Cooperatives
- Corporate Finance, Venture Capital & Securities
- Corporate Governance
- Cybersecurity & Privacy
- Franchise & Distribution
- Health Care
- Insurance
- Mergers & Acquisitions
- Nonprofit Organizations
- Intellectual Property
- Licensing
- Trade Secrets
- Trademarks & Legal Brand Management

## EDUCATION

- Utah State University (B.A., cum laude)
- Drake University (M.B.A.)
- Drake University Law School (J.D., with highest honors, 2003)

## BAR ADMISSIONS

- Iowa

## RECOGNITION

**The Best Lawyers in America®**
- Business Organizations (including LLCs and Partnerships), 2024–2027
- Corporate Law, 2026–2027
- Mergers and Acquisitions Law, 2026–2027

**Martindale-Hubbell**
AV Preeminent

**BTI Client Service All-Star**
2016

**Des Moines Business Record Forty Under 40 List**
Honoree, 2014

**Great Plains Super Lawyers**
2023–2026

**Great Plains Super Lawyers, Rising Stars**
2013–2016

**Meritas Leadership Institute**
Member, Class of 2013–2014

**Greater Des Moines Leadership Institute Community Leadership Program**
Graduate, Class of 2008–2009

**Opperman Scholar**

**Order of the Coif**

**Public Service Certificate**
Drake Law School, 2003

**Drake Law Review**
Staff Member, 2001–2003

## REPRESENTATIVE TRANSACTIONS

**General representation of multinational renewable energy company** in all aspects, including M&A and other growth.

**Representation of company in the purchase of all assets of a distressed company,** including renegotiation of assumed indebtedness and contracts, and continued general representation of resulting company.

**Acting outside general counsel** for clients, including large multispecialty healthcare provider, multistate nursing and rehabilitation provider, and manufacturing and construction industry businesses.

**General representation of national media and publishing company** in connection with digital media, intellectual property, IT licensing, acquisitions and divestitures, and general corporate matters.

**General representation of many small to midsize companies in role similar to general counsel.**

## PROFESSIONAL EXPERIENCE

- Adjunct Professor, Grand View University, teaching undergraduate courses in Business Law and Sports Law
- Teaching Professional, The Leavitt Institute's BUILD Initiative, spent two weeks teaching legal courses to students at seven universities in Kyiv and Kharkiv, Ukraine
- Law Clerk, Hon. James E. Gritzner, U.S. District Court for the Southern District of Iowa

**Representation of integrated publicly held biodiesel business,** including private equity financing, multiple facility acquisitions for stock and cash; roll-up transaction to acquire two publicly held biodiesel companies for stock; facility purchase out of bankruptcy and related debt and equity financing; facility expansions including construction and development agent; purchase of refining facility and deepwater port terminal for a combination of stock, cash, earn-out, and debt assumption; negotiation of joint operating arrangements with adjacent facilities; and purchase of industrial land and related servitudes from adjacent landowner for plant expansion.

**Representation of institutional healthcare organization's venture capital investment fund** engaged in strategic early-to-mid stage financing of companies in the healthcare industry pursuing new and emerging technologies; representation includes all aspects of due diligence and review and negotiation of all transaction documents and preparation of materials for review by fund managers and investment committee.

**Representation of a food, agricultural and bio-based product development and manufacturing company** in its acquisition of a glycerin and vegetable oil refinery; transaction included the asset acquisition of two companies, real estate purchase from a third entity, refinance of existing debt involving multiple loans, negotiation of new debt, investment by a private equity firm and stock offering to additional investors.

**Representation of a large physician's investor network on acquisition of outstanding units, including interest in a large surgical hospital.**

**Representation of an Egyptian seed company in sale to a London-based private equity fund.**

**Representation of partnership in the sale of a nationally affiliated hotel** in downtown Des Moines in one of the most expensive commercial property divestitures in Des Moines.

**Representation of multinational insurance company** in the review and updating of all agent and broker-dealer contracts and forms.

**General representation of multinational insurance company** in connection with intellectual property, IT licensing, and general corporate matters.

**General representation of startup insurance products business** in connection with negotiation of agency agreements, MGA agreement, IP sublicense agreement, claims handling agreement, and master license agreement.

**General representation of multispecialty health clinic organisation.**

**Representation of individuals and local business owners** in negotiations for reality television series.

**Representation of mechanical and electrical contractor** in acquisition of another contractor.

**Representation of utility construction and engineering company** in acquisition of competitor.

**Participation in general representation of international food production company** in connection with general corporate matters.

**Representation of car dealership** in the sale of its assets, including multiple car

dealerships in a series of transactions.

**Representation of a countertop and cabinet company** in the acquisition of the assets of a cabinet design and installation company.

**Participation in sale of assets of rendering company for stock and cash.**

**Participation in representation of a trucking, warehousing, and logistics company** in connection with equity investments by private equity funds and subsequent acquisitions throughout the United States.

## PROFESSIONAL & COMMUNITY AFFILIATIONS

**American Bar Association**

- Business Law Section
- Intellectual Property Law Section
- Mergers and Acquisitions Committee

**Iowa State Bar Association**

- Business Law Section
- Intellectual Property Law Section
- Intellectual Property Law Section Council (previous)
- Legal Forms Committee (previous)

**Polk County Bar Association**
Law Day Committee (previous)

**Iowa Public Broadcasting Board**
Governor's Appointee, 2013–present

**Iowa Renewable Fuels Association**

- Biodiesel Promotion Committee
- Member, 2018–present

**American Red Cross, Central Iowa Chapter**

- Board of Directors, 2015–present
- Executive Committee, Member 2016–2018
- Board Development Committee, Chair, 2016–2018
- Outreach Committee
- Diversity Committee, Member

**Iowa Mormon Trails Association**
Board Member, 2013–present

**Juvenile Drug Court Collaborative**
Founding Board Member, 2015–2017

**J. Reuben Clark Law Society**

- 2005–present
- Attorney Sponsor for Student Chapter, Drake University Law School, 2011–2013

**Federalist Society**
Des Moines Attorney Chapter Steering Committee, 2010–2011

**Meritas Leadership Institute**

Class of 2013–2014

**Youth Leadership Initiative Council**

- Chair, 2011–2013;
- Program Chair-Elect, 2010–2011
- Curriculum Committee, Chair, 2010–2011
- Co-Curriculum Committee, Chair, 2009–2010
- Mentor Volunteer, 2009–2013
- Program Committee, 2009–2013
- Curriculum Committee, 2009–2013
- Selection Committee, 2009–2013

**Greater Des Moines Leadership Institute**
Board of Governors, 2010–2013

**Greater Des Moines Partnership Regional Workforce Development/Education Board**
2011–2013

**Greater Des Moines Leadership Institute Community Leadership Program**
Graduate, Class of 2008–2009

**Holiday Park Baseball Club Board of Directors**
Secretary and Director, 2007–2008

**Romney for President Campaign**

- Iowa Legal Team, Volunteer, 2011–2012
- Iowa Jobs Team, Member, 2011–2012

**LDS Priesthood Leadership Training on Scouting, Philmont Scout Ranch**
Graduate, 2011

**LDS-BSA Relationships Committee**
Chair, 2012–2016

**Boy Scouts of America, Mid-Iowa Council**
Membership Committee Member, 2013–2016

**Des Moines Iowa Stake 2011 Friends of Scouting Campaign**
Chair, 2010–2011

**Boy Scouts of America, Bo Qui District**

- Unit Commissioner, 2011–2013
- Mid Iowa Council, Assistant Council Commissioner, 2014–2016

**Boy Scouts of America**

- Troop 80, Troop Representative, 2008–2010
- Troop Committee, Member, 2005–2008
- Troop Committee, Chair, 2001–2005;
- Troop 54, Troop Committee Member, 2016–2019
- Venture Post 54, Crew Advisor, 2016–2019

**Drake Small Business Development Center**
Volunteer, 2002–2005

## SPEECHES & PUBLICATIONS

***ISBA Business Law Practice Manual***

Board of Editors, co-authored chapter on Electronic Commerce, 2018

**Presented numerous speeches or seminars on mergers and acquisitions, general corporate structuring, and intellectual property to or for:**

- University of Iowa's Venture School
- Iowa State's CBiRC
- National Business Institute
- Association of Corporate Counsel of America
- Iowa Society of Association Executive
- Other organizations