



JO SAINT-GEORGE

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Gaithersburg, Maryland

Career Overview

Results oriented general counsel with executive management experience leading small legal departments in either start-up phase or corporate transition by providing national litigation defense management and 1st & 2nd chair multi-jurisdictional federal and state trial experience in product liability, medical malpractice, labor and employment and commercial litigation in the healthcare, auto, oil & gas and cement industries, along with management of large complex acquisitions and dispositions, including media development and IP acquisitions, large scale commercial real estate acquisitions, “dirt” construction and finance, M&A, dispositions, and closings of project/public finance – representing Fortune 100 corporations as a corporate generalist, experienced in performing due diligence and closings of project finance, employment collective bargaining agreements, and risk management.

Skills & Acumen Summary

- Trusted advisor and strategist in high stakes transactions and bet the company litigation and transactions
- Innovative complex transaction agreement architect
- Detailed orient general contract manager & processor
- Confident but cautious solution-oriented crisis manager
- Excellent policy advisor and innovative legislative bill drafter
- Skilled 1st chair trial lawyer, litigation negotiator, with excellent multi-jurisdiction federal resolution capabilities
- Relationship cultivator with elected officials, government officials, legislative bodies & community groups
- Budget and compliance development and management
- Designer of legal department work-flow procedures and policies for timely and effective deal closing management
- Collaborative thought leader & cross-function project implementor
- Designer of audit procedures and functions for department accountability

Legal Affairs Experience

FHG Media Enterprises | Washington, DC |

2018 – Present

General Counsel - Part-time

Member of the management team responsible for the legal, contractual, compliance, and corporate affairs of the company’s video production operations and events management services. Responsible for drafting video production agreements, podcast agreements, and talent agreements for use on social media and various broadcast networks and mediums.

Accomplishments:

- Managed, drafted, and closed Fortune 100 video production commercial contracts
- Negotiated & closed large scale content production agreements
- Drafted location agreements, film production finance and multi-platform video digital rights agreements and national corporate vendor agreements

General Counsel Consulting Services | National Legal Department Consultant |

2010 - 2018

Served as a retained general counsel consultant to augment small legal departments at various corporations – a few of which are listed below:

Client: Giant Cement Holding, Inc. | Alexandria, VA |

Retained Interim General Counsel and Assistant Secretary

Retained by Mexican global cement company, Elementia, to serve as interim general counsel after its recent acquisition of GCHI, before the headquarter relocation back to Mexico - **Accomplishments:**

- Negotiated and managed global telecommunication agreements for development of post-merger internet infrastructure for mine facility management
- Managed national federal regulatory affairs – represented company before Mine Safety Health Administration in mine safety audits and lobbied for MSHA regulatory changes for cement facilities
- Managed post-merger integration of GCHI corporate governance structures
- Responsible for the post-merger/acquisition transaction audit, drafted corporate resolutions and employee policy manuals
- Drafted and negotiated cement facility construction agreement with international manufacturer
- Closed \$600 Million-dollar credit facility agreements with national financial institutions
- Managed the disposition of six old mines
- Managed national litigation docket, labor and employment, workers compensation matters, global insurance coverage, immigration, global technology vendor agreements,

Client: Empire Petroleum Partners, LLC | Gaithersburg, MD |

Retained Associate General Counsel

Retained by national motor fuel distributor start-up to serve as the company’s second attorney to prepare or its merger/acquisition of a larger fuel distributor to acquire 600 more fueling stations and supply

Education

Loyola Law School, J.D.
Loyola Marymount University,
B.A., *Magnum cum laude*

Boards

2019-Present - Gov. Appointed
Advisory Board Member
Policy Committee Chair
MD Dept Health –Minority
Health & Health Disparities

Policy Committee Board
Plant-Based Food Association

Parliamentarian – Women
Lawyers Division, National Bar
Association 2018 -2020

Speaker & Publications

Keynote Speaker – 2008
Az Business Development
Center – “Lease Negotiation
Pitfalls for Tenants”

Contributing author of the
chapter *Commercial Leases* in
the ABA publication titled
“The In-House Counsel’s
Essential Toolkit” published
June 2007 and republished
2014

Professorship

Adjunct Professor, School of
Business, Washington Adventist
University, Summer 2016 MBA
Program Course: Management
Communication

Awards

2018 NAACP Montgomery
County Service Award
2017 - NBA Pres. Service
Award 2017 - Poetic Justice
Diversity Leader Award
Business Journal -Phoenix Best 40
Under 40
2005 - Woman Lawyer of the Year
Arizona Women’s Bar Assoc.

Bar Admissions

Arizona, California, 2nd Cir., & 9th
Cir., U.S. Supreme Court

Legal Affairs Experience Continued

agreements and to prepare for the company's post- merger IPO - responsible for performing the legal department S-1 audit, and responsible for litigation management before the closer of its Maryland headquarters due to its failed IPO.

Accomplishments:

- Drafted the acquisition and financing of an \$800M/300 fueling station supply and real estate acquisition transaction
- Managed national litigation and trials of commercial contract litigation and labor matters for 1,300 fueling stations
- Drafted responses to SEC's anti-trust related inquiries related to the pre- IPO merger for fuel distribution arrangements
- Directed a team of over 10 contractors in the audit of the entire 1,300 fueling station portfolio
- Developed and managed fuel distributor national regulatory affairs and environmental regulatory processes and compliance program and worked with state legislators and staff in 21 states to secure land use approvals and permits
- Drafted and managed the acquisition and project financing of 10 new fueling station developments, including the negotiation, and drafting of SBA subordination agreements with joint venture partners
- Directed the development and implementation of the departments contract management software application to provide weekly reporting metrics to C-suite team, and wrote the company's cyber security threats management manual
- Developed critical M&A work-flow processes for IPO audit and developed electronic real estate due diligence system for title, survey and environmental review for new acquisitions and dispositions
- Drafted standardized national preferred convenience store supply chain vendor agreements for over 100 vendors
- Drafted and negotiated high volume fuel station lease, supply, sale, and finance agreements for 26-member sales team

Various Other Clients Services

- Montgomery Heart & Wellness Center, Houston, Texas - Current Contracts Consultant – Negotiating Scientific Research Agreement with the University of Georgia and general contract negotiation for vendors.
- Managed healthcare facility anti-trust due diligence review in response to FTC requests
- Managed software development, digital media, employment contracts and vendor agreements for small tech company
- Managed the design build negotiations for various medical facilities
- Managed a multi-family housing acquisition with due diligence and environmental reviews for a private investor

Kutak Rock LLP | Scottsdale, AZ |

2006 - 2008

Of Counsel/Non-Equity Partner – Real Estate Transactions & Litigation - (Departure Due to Catastrophic Injury)

Managed legal team of 6 lawyers and paralegals in multi-million dollar (\$10-\$100 million) real estate acquisitions and developments for large scale retail developers in the Western United States; pension fund real estate investment advisors, and along with national litigation management for production liability matters. Accomplishments:

- Represented largest retailer in multi-million-dollar raw land acquisitions, store developments, out-lot leases transactions and managed state land use regulatory and environmental approvals and legislative tax abatement affairs
- Managed production liability litigation for General Motors and Exxon Mobile in national hot gas mass tort claims
- Represented Detroit Fire & Police pension fund in national retail shopping center acquisitions through REMIC financing – including handling all title, survey, and environmental due diligence
- Represented franchise finance lender in approx. \$500 million multi-parcel retail finance projects
- Represented private equity investor in acquisition of military multi-family housing acquisition with subordinated debt structuring and managed litigation against a developer for failure to install certain above ground water facilities.

Gust Rosenfeld, LLP | Phoenix, AZ |

2005 - 2006

Senior Associate – Real Estate Transactions

Negotiated and documented complex commercial real estate acquisition and development of Wal - Mart super centers in the Western United States, along with negotiating and drafting Wal-Mart ground leases and first corporate regional office leases; managed all title, survey, environmental due diligence and closing and represented Detroit Fire & Police in the acquisition of the American Express Phoenix campus and negotiated various retail leases for franchisers (Practice Transition)

Bowman & Brooke, LLP | Phoenix, AZ |

2003 - 2005

Senior Associate – Medical Malpractice and Commercial Litigation

Managed all stages of litigation from complaint through trial for private and state-run hospitals and medical practices in medical negligence cases, also represented major Detroit auto manufacturers in wrongful death auto defect and warranty cases and commercial litigation for financial institutions – Appellate Court brief draft experience. Accomplishments:

- defense verdict for anesthesiologist – multi-million-dollar wrongful death claim – second chair
- drafted winning appellate brief in 9th Cir. on behalf of General Motors in wrongful death case
- 1st chaired multiple breach of warranty trials
- won multiple summary judgment motions for General Motors Corp. in product liability cases
- obtained summary judgment for a GM in a \$1.9 million breach of indemnity case and won 9th Cir. Appeal

Arizona Department of Commerce | Phoenix, AZ |

2000 - 2002

Staff Finance Attorney – Public Finance

Responsible for negotiating and drafting statewide economic development public finance transactions. Accomplishments:

- management of statewide economic development regulatory affairs and managed monthly meetings with state legislative agents and providing regulatory reporting
- structured financing of the federal bailout America West Airlines, restructured credit facility for the Dial Corp., and performed the structured financing of the Translational Genomics Research Institute (TGEN),
- managed the states SBIR federal grant and financing programs
- managed the structured finance of commercial real estate projects for large scale corporate location developments with public and private joint venture agreements,
- performed structured the buy-out of the Arizona Stock Exchange. (*Departure due to change in government administration*)

Community Service

Women of Color For Equal Justice

Founder & Chief Legal Officer |

2018 - Present

Lead counsel and strategist of Medical Freedom and Religious Liberty class action matters regarding vaccine mandates, with pending litigation in New York Eastern District Federal Court with pending class certification, experienced appellate briefing in the Second Circuit and emergency petitions to the U.S. Supreme Court; strategist in government and legislative policy development and bill drafting around health care and criminal justice reform, and economic development legislation.

HBCU College of Plant-Based Lifestyle Medicine

2019- Present

Board Chair – See [Strategic Plan](#)

501c3 medical professional education and training organization that provides CME education to HBCU health students, faculty and alumni in the practice of prescribing “Plant Food as Medicine” with lifestyle interventions in primary care to reduce chronic disease, specifically diabetes and heart disease in communities of color – performs legislative advocacy for the organization to pass legislation to put “Plant-Based Lifestyle Medicine” on par with pharmacological medicine; advocated for a “[Plant-based Mandate Option](#)” over forced Covid-19 vaccine mandates, developed [joint whitepaper](#) to the White House Conference on “Hunger, Nutrition and Health” and the need for increase legislation for Plant-Based Lifestyle Medicine

NAACP Maryland State Conference & Montgomery County, Maricopa, and Los Angeles Branches

Legislative Affairs Consultant/Co-Chair Political Action Committee/Legal Redress |

2005— 2020

Appointed to manage Maryland statewide public policy legislative affairs - responsible for drafting legislation, creating the organizations state-wide legislative agenda, and liaising with state legislators to support the passage of legislation in the areas of affordable housing, tenant rights and opportunity zone legislation, health care law (including the passage of Maryland’s 2019 Patience Bill of Rights and Prescription Drug Affordability Board), criminal and juvenile justice, mental health and tax credits. Responsible for oversight of the conferences 22 county branch policy volunteers, collaboration with coalition organizations and preparation and implementation of lobby days at the capital. Accomplishments: Drafted and successfully negotiated the LOI for the successful admittance of Morgan State, Bowie State, Coppin State and UM Eastern Shores universities into the Federal Second Chance Pell Grant program to provide higher education in MD prisons as part of NAACP education agenda; drafted formerly incarcerated job opportunity bill and plant based meal bill for prisons, K1-2 and hospitals. Click to view [2019 Legislative Agenda & Outcomes Report](#) and see also proposed [Criminal Justice Reform draft legislation](#) for the 2021 Maryland legislative session.

National Bar Association - Women Lawyers Division

2016 - 2020

Member at Large & Parliamentarian

Women’s Pay Equity Accomplishments:

- Developed equity and inclusion training programs for women lawyers of color, volunteered for high school “Respect Yourself” mentorship program
- Published first “[Women of Achievement](#)” magazine highlighting the accomplishments of black women lawyers. Published the WLD 2018 Year End Magazine – Developed and implemented the 2018 [Sexual Harassment](#) training and published [Respect Yourself](#) magazine program
- Produced 2019 NBA “[Black Women’s Pay Equity Day](#)” TV program – with D.C. Councilman and Mayor representative

Founder - [MinorityCounselorTV.com](#) & [www.TrakitPro.com](#)

2016 - Present

Diversity Innovation & External New Media Promotion

Founded the legal industries first woman and African-American owned legal digital media network whose mission is to promote the practice area thought leadership of minority and women lawyers to corporate legal department, government agencies for clients development, brand & career promotion and to provide free resources to communities in need of free legal news and information – **Accomplishments:**

- Produced and directed – pilot legal talk show – “All Things Legal” pilot program “[Women Lawyers Network](#)”
- Produced and directed – [Leidos Diversity Employee Resource Group](#) (ERG) launch video
- Produced and directed [Lifestyle of Minority In-House Counsel](#) – to introduce the professional lifestyles of minority in-house counsel for outside counsel business development
- Developed and hosted Walmart sponsored [Annual Minority Counselor Legal Digital Innovator Conference](#)
- Hosted, directed and produced “[LITE TALKS](#)” sponsored by Leidos – a free community legal talk show and “open mic” for minority lawyers to discuss important legal issues at a D.C. community restaurant

Bar Association Leadership

President - *Maricopa County Bar Association (MCBA)* – Phoenix, Arizona

2005 - 2006

Served as the board of director’s volunteer executive officer responsible for the oversight of the organization’s 12 employees, 6,000 membership and \$4 million- dollar budget

Vice President - *Maricopa County Bar Association (MCBA)* – Phoenix, Arizona

2004 - 2005

Treasurer - *Maricopa County Bar Association (MCBA)* - Phoenix, Arizona

2003 - 2004