

AMY CATHERINE MEYER

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LEGAL EXPERIENCE

Corporate Counsel

Lactalis American Group, Inc.

Buffalo, NY

2011-present

Pro-active in-house attorney for the North, South and Latin American operations of the world's largest dairy company responsive to the needs of all business personnel, from marketing and quality assurance to human resources and information technology. Primary advisor responsible for all contract negotiation, regulatory interpretation (e.g., the FDA, the USDA, and the FTC), claims and litigation management, packaging and advertising approvals, and strategic business analysis.

- Initiated the design and implementation of a contract database to manage all commercial contracts from inception through maintenance — resulted in an increased response time by more than 85%. Contract database caught the eye of the company's international general counsel in France, who has requested that it be implemented worldwide.
- Provided high level due diligence support and drafting expertise in the Americas during major acquisition by French parent company of Italian competitor.
- Saved the company more than \$100,000 in legal fees in 2011 by developing and executing guidelines to manage outside counsel relationships.
- Sole employee (out of 1,600) unanimously selected by each executive board member to serve on a core leadership team charged with spearheading the company's future sustainability programs. Ideas presented incited a new initiative with the potential to save the company more than \$2 million in the first year.
- Commenced the review and preparation of numerous policies including FCPA compliance, record retention and social media.

Corporate Attorney

Colluci & Gallaher, P.C.

Buffalo, NY

2008-2010

Served as effective and forward-thinking external corporate counsel to local and multinational corporations, including the oil and gas industry, the construction industry, and healthcare organizations; responsible for daily communications with executive personnel on issues related to regulatory compliance, internal policies and procedures, employee relations, development, and contract negotiations.

- Served on due diligence team charged with facilitating the sale of hundreds of gasoline stations throughout the United States and acted as the principal drafter of ultimate Sale and Purchase Agreement.
- Preserved millions in funding by securing self-regulating construction permitting authority for an organization by persuading government officials on a new interpretation of long-standing regulations.
- Overhauled numerous policies and procedures for an organization to meet the requirements of the Public Authority Review Act of 2009 and implemented training sessions to educate staff accordingly.

Litigation Associate

Hiscock & Barclay, LLP

Buffalo, NY

2004-2007

Resourcefully defended municipal and corporate clients in tax certiorari and eminent domain proceedings by researching and developing legal arguments and negotiating fair and adequate compensation. Represented other clients in a variety of litigated matters, from insurance defense to workers' compensation.

- Worked closely with key personnel of utility company to understand the nuances of the carbon exchange market and its role in business valuation.

Senior Corporate Paralegal

Tyco Healthcare Group, LP (now known as, Covidien)

Mansfield, MA

1998 – 2003

Confidentially supported General Counsel of this major medical device manufacturer with corporate and litigation matters and acted as the primary liaison between company personnel, outside counsel, and consultants located throughout the United States, Europe, and South America.

- Successfully maintained this position full-time while exceling in law school in Boston, Massachusetts, commuting from Providence, Rhode Island daily, and serving on the Law Review.

PROFESSIONAL EXPERIENCE

Proposal Manager

Softbank Services Group, Inc.

Buffalo, NY

1996-1998

Initiated and profitably managed a cross-functional team in the creation and management of an efficient and comprehensive proposal response system for a struggling call center company.

- Spearheaded new marketing-focused proposal design that resulted in a \$10 million contract award.

Executive Assistant

Delaware North Companies, Inc.

Buffalo, NY

1993-1996

Collaborated daily with the airport division President on the financial growth and corporate culture of this Fortune 500 company.

- Strategically planned and executed national conferences, special events, and fundraisers that resulted in new client contracts, enhanced the public image, and substantially increased anticipated profits.
- Developed, designed and edited a subsidiary newsletter with a circulation of over 3,500 from conception to production.

EDUCATION

New England School of Law

Boston, MA

Juris Doctor, 2003

Honors:

- President Anna E. Hirsch Graduation Award
(*awarded for outstanding service to the community, the law school, and fellow students*)
- Law Review, Business Managing Editor
(*revamped the subscription database; counseled students on their articles; hosted the largest symposium in the school's history with speakers and guests attending from across the country*)

Long Island University

Brookville, NY

Bachelor of Science, 1993

Major: Journalism (4.0 GPA)

Minor: Dance

Honors:

- Graduated *magna cum laude*
- Academic Award
- Education Achievement Award

AFFILIATIONS

New York State Bar Association

Women's Bar Association of Western New York