



**Ira R. Hecht**

**Ira R. Hecht, P.C.**

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Mr. Hecht is a former McGuireWoods LLP partner; he was co-chairman of the firm's Internet & Technology Practice Group resident in the firm's New York office. McGuireWoods is a multi-national law firm with over 640 attorneys in 12 US offices and 3 foreign offices. Mr. Hecht's multi-disciplinary background as a business attorney, certified public accountant, software developer and former Computer Science instructor at the University of Albany in Albany, NY allows him to bring a broad range of value-added expertise to his clients.

Mr. Hecht provides advice in the creation, structuring, acquisition, financing, expansion and sale of privately held and publicly-owned businesses. He represents providers of equity capital for emerging companies and those companies undergoing changes in ownership; as a complement to his practice in this area, he is able to introduce clients to debt providers and equity sources for capital investment. Mr. Hecht advises purchasers and sellers of business organizations and assists in the structuring, financing, negotiation and consummation of leveraged and management-sponsored buy-outs, conventional business acquisitions and dispositions. He provides advice and services in structuring, negotiating and consummating joint ventures and strategic alliances. Other services Mr. Hecht provides involve securities offerings, organizational structure issues, software and web site development, licensing and distribution agreements, outsourcing agreements, protection of intellectual property, web site audits, developing and maintaining privacy policies, procedures and legal compliance, employment and independent contractor issues as well as day-to-day operational issues. Mr. Hecht counsels brick-and-mortar clients on the integration of an Internet presence into their day-to-day business operations.

Mr. Hecht works with various organizations including individual companies, groups of companies with similar insurance coverage requirements, and trade associations, to develop and implement pure and group captive insurance programs as alternatives to commercial insurance. In the past, Mr. Hecht has assisted several nationally-recognized organizations to develop captive insurance programs that utilized offshore captive insurance companies and layered reinsurance. Mr. Hecht counsels organizations regarding the optimum captive insurance company ownership structure as well as the most attractive domicile for the captive taking into account local

insurance regulations, capital requirements and types of permitted investments as well as tax issues. Mr. Hecht has experience in negotiating and drafting Captive Management Agreements, Investment Management Agreements, Broker and Agency Agreements, Third Party Administration Agreements, Insurance Policies and Reinsurance Agreements. Mr. Hecht counsels clients in utilizing the federal Liability Risk Retention Act (the “Act”) including through the use of Risk Retention Groups and Purchasing Groups as permitted under the Act. Mr. Hecht is a Certified Public Accountant and is experienced in dealing with the domestic and international tax issues involved in organizing and operating a captive insurance company as well as the tax issues relating to the deductibility of premium payments by a captive’s insureds.

Mr. Hecht is also a FAA-licensed private pilot.

#### **Practice Areas**

- Captive Insurance
- Computer and Internet Law
- Corporate Finance and Securities
- Corporate Law
- Domestic and International Taxation
- Insurance Law
- Matrimonial Law
- Mergers and Acquisitions
- Protection of Intellectual Property

#### **Certifications**

- Certified Public Accountant, New York, 1987

#### **Education**

- State University of New York at Buffalo, New York, J.D., 1985
- University at Albany, New York, B.S. *cum laude*, 1982

#### **Speaking Engagements**

- Frequent lecturer on business law topics. Lecture sponsors include:
  - The American Conference Institute (ACI)
  - Association of the Bar of the City of New York
  - Nassau County Bar Association
  - New York State Society of Certified Public Accountants
  - Weissmann Institute of International Business of Baruch College
  - American Health Products Association

#### **Admitted**

- New York, 1986
- New Jersey, 1986
- Florida, 1987
- U.S. Tax Court