

Andrew L. McIntosh

Andrew L. McIntosh has significant experience in advising individuals and business entities in a wide range of areas, including business organizations, mergers and acquisitions, securities, franchising and distribution, debt financing, joint ventures, commercial contracts, and consumer credit matters.

During the past 20 years, Mr. McIntosh has acted for numerous buyers, sellers, and individual owners in connection with both stock and asset sales transactions, as well as mergers, conversions, and consolidations of business entities. He is regularly consulted for advice regarding corporate governance matters and shareholder disputes. Mr. McIntosh represents both lenders and borrowers. A substantial part of his practice is committed to negotiating and drafting commercial documents such as staffing agreements, supply contracts, restrictive covenants and consulting agreements, and structuring distribution arrangements.

Mr. McIntosh is a member of the firm's Green Law Industry Team, providing advice on issues concerning sustainability, green building matters, and "greenwashing." He also provides guidance on incentive programs designed to support the development of green initiatives.

As a member of the bars of both Ontario and Florida, Mr. McIntosh provides representation to clients involved in cross-border business. He is a member of the firm's international practice group.

Mr. McIntosh serves as Honorary Consul of Canada for Florida, pursuant to the Government of Canada's "Enhanced Representation Initiative." His role is to facilitate trade and investment activities through the Canadian Consulate General at Miami, assisting Canadian businesses with interests in Florida, and U.S. firms desiring to do business in Canada. He also supports academic and cultural exchange through his office.

Prior to joining Fowler White Boggs, Mr. McIntosh was a partner for many years with an international law firm where he served as global desk partner for the Florida market.

Presentations and Publications

Presentations

- "Sustainability in Business," Speaker, University of Tampa, October, 2010
- "International Business Summit," Speaker, 2009, 2010
- "Canada-Florida Trade: More than Tourists and Orange Juice," Speaker, Saint Leo University International Business Conference, November, 2009
- "Living Green" series of television segments on Studio 10, a program of Tampa Bay's 10 WTSP TV, CBS affiliate in the Tampa Bay Region, frequent Presenter
- University of South Florida, MBA Program Guest Lecturer, 2009
- "Legal Aspects of Doing Business in Canada," Speaker, ACC Seminar, December, 2008
- "Canadian Franchise Disclosure," Speaker, University of Tampa, March, 2007
- Presentation at the Annual Meeting of the Florida Franchise Association
- "On the Way to the 21st Century -- The Year 2K Computer Problem: Medical &



Shareholder

Tampa

(813) 222-3328

Andrew.McIntosh@fowlerwhite.com

Practice Areas

Antitrust and Trade Regulation
Business Transactions and Corporate Law
Corporate and Business Services
International Business
Securities Law and Corporate Finance

Industries

Banking and Financial Services
Colleges and Universities
Construction
Green Law
Hospitality
Technology and E-Commerce

Education

J.D., With Honors, Florida State University College of Law, 1990
(*Florida State University Law Review*)
LL.B., Queen's University at Kingston, Ontario, Canada, 1987 (*Queen's Law Journal*; Queen's Senate)
B.A., Wilfrid Laurier University at Waterloo, Ontario, Canada, 1984 (WLU Board of Governors)

Bar Admissions

Florida
Ontario

Andrew L. McIntosh

Legal Implications for Health Care Delivery," Speaker, The Florida Bar, Health Care Section, July 1998

Publications

- "Making the World Safe for Franchising: *Nieman v. Dryclean U.S.A.*," Co-Author, *The Florida Bar Journal*, February 2001

Professional Affiliations

- American Bar Association
- The Florida Bar
- Greater Tampa Chamber of Commerce, Leadership Tampa: Class of 2011
- Law Society of Upper Canada (Ontario Bar)
- Canada-United States Law Institute

Community Involvement

- American Heart Association: Chair, Hillsborough County Board, 2002-2003; Member, since 1998; Executive Committee Member, Heart Ball 2009
- Coastal Conservation Association: Member
- Earth Charter U.S.: Member, Board of Directors; Founding Member and Co-Chair, Sustainable Business Coalition, since 2009; Co-Chair, Sustainable Business Awards, 2011
- Federal Bureau of Investigation Citizens' Academy, Class of 2008
- Greater Tampa Chamber of Commerce: Board of Directors
- Leadership Tampa, Class of 2011
- Tampa Bay Watch: Advisory Board
- Tampa Hillsborough Economic Development Corporation: Chairman, Foreign Direct Investment Task Force; Member, International Trade and Transportation Task Force

Distinctions

AV Peer Review Rated by Martindale-Hubbell

Honorary Consul for Canada, December 2005 - present