



Douglas J. Zeltt

Partner

dzeltt@foxrothschild.com



Princeton, NJ

Tel: 609.895.3331

Fax: 609.896.1469

Doug is a member of the firm's Corporate and Taxation & Wealth Planning Departments. He focuses his practice on mergers, acquisitions, joint ventures, sales and other transactional and strategic counseling matters for privately held businesses, professional practices and entrepreneurs.

He has overseen transactions and counseled clients in the health care, retail, consumer goods, accounting, financial services, automotive, commercial real estate and other industries.

As outside general counsel to many of his clients, Doug combines his business and tax law skillsets to provide strategic and practical legal advice to his clients, which include many of the region's top professional practices and private and family-owned businesses. His ability to quickly learn a client's operations by immersing himself in its business has played a key role in a variety of successful transactions ranging in size from several million dollars to more than \$1 billion.

Representative Matters*

- Representing a multi-office podiatric surgical practice in a strategic sale transaction involving practice assets and personal goodwill with a national, private equity-backed purchaser.
- Representing a multistate provider of radiology services and operator of imaging centers in a strategic transaction and partnership with a national radiology practice.
- Representing one of the nation's largest registered agent and corporate service providers in a rollup and sale transaction to the nation's largest provider of such services.
- Representing a multistate manufacturer, supplier and retailer of custom uniforms in the acquisition of several similar businesses and ultimate sale of the family-owned business to a national competitor.
- Structuring groundbreaking and unique contractual relationships between several regional physician practices and various health systems.
- Handling several merger and joint venture transactions for a state-wide provider of radiology services and operator of imaging centers.
- Handling a tax-deferred, divisive reorganization of automobile franchises and related financing and real estate matters to facilitate the expansion and development of the client's retail automotive stores.
- Counseling a software development and consulting firm focused on freight railway systems in its sale to one of the world's largest consulting firms.
- Advising a distributor of a major American brewing company on the combination of two contiguous wholesale regions in New Jersey and related financing.

- Advising a regional commercial and personal insurance firm on its day-to-day matters, including business expansion, joint ventures and employment matters.
- Counseling various multigenerational, family businesses in succession planning and related estate planning for principals.

**Results may vary depending on your particular facts and legal circumstances.*

Doug served as Princeton Office Managing Partner for five years and the firm's Corporate Department Co-Chair for four years. He was the firm's co-hiring partner for nearly 10 years, where he focused on adding and developing talented, client-focused attorneys, many of whom have furthered their skills and advanced to partner under Doug's leadership.

Services

- Corporate
- Business Succession Planning
- Business Taxation
- Federal Estate & Gift Tax Planning
- Health Law
- Mergers & Acquisitions
- Taxation & Wealth Planning
- Private Companies
- Health Care Transactions

Before Fox Rothschild

Doug has been with the firm for his entire legal career. Prior to joining Fox Rothschild, he served as a law clerk for the Office of the U.S. Attorney, District of New Jersey, in Trenton, New Jersey. At George Washington University Law School, he was Student Director of the Small Business Clinic.

Doug focused his education – both during law school and in his undergraduate work at Tufts University – on business-related issues, learning and honing skills he developed in a family business.

His LL.M. in Taxation from New York University helps further develop and solidify his understanding of the tax, business and estate planning and succession needs of wealthy individuals and families as well as the owners of privately-held businesses.

Beyond Fox Rothschild

Doug is the immediate past President of Greenwood House Home for the Jewish Aged, a provider of quality care and services to seniors in central New Jersey and eastern Pennsylvania. He currently serves as a member of the Greenwood House Board of Directors, Executive Committee, Finance Committee and Board Development Committee.

He is also a former member of the Board of Trustees of the MIDJersey Chamber of Commerce (now known as the Princeton Regional Chamber of Commerce) and the boards of directors of the Jewish Community Foundation of Greater Mercer and the Jewish Community Center of the Delaware Valley.

Bar Admissions

- New Jersey
- Pennsylvania

Court Admissions

- U.S. District Court, District of New Jersey

Education

- New York University School of Law (LL.M., *in Taxation*, 1992)
- George Washington University Law School (J.D., 1991)

- Tufts University (B.A., *cum laude*, 1988)
- The Lawrenceville School (Academic Distinction, 1984)

Memberships

- American Bar Association
- Mercer County Bar Association
- New Jersey State Bar Association
- Pennsylvania Bar Association
- Princeton Bar Association

Board of Directors

- Greenwood House Home for the Jewish Aged, immediate past President and Board member