

Kevin Mills

Senior Counsel



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Mergers and Acquisitions

Debt Finance

Emerging Companies

Digital Media and Entertainment

Technology

Sports and Entertainment

Fintech

Kevin Mills has 20+ years of experience focused on the media and communications industries. He is a trusted business and legal advisor to major media companies, private equity firms and entrepreneurs in the cable, broadcast, publishing, technology, online, digital media, marketing and sports-related sectors. He has negotiated and closed numerous corporate buyouts, mergers and acquisitions, joint ventures, investments and strategic partnerships. He also negotiates commercial and media contracts and advises clients on other general corporate and business matters.

Kevin is typically engaged early-on in transaction planning stages to assist with shaping the business and legal direction and strategy. With a full service practice that incorporates the firm's subject matter experts to implement tax-planning and financing strategies and navigate the regulatory environment as well as intellectual property and employment issues, he draws on his experience with a wide variety of transactions and agreements to provide business-oriented legal solutions. He regularly works with investment bankers and appraisal firms.

In 2019, Kevin was recognized by The Deal as Entertainment/Media Dealmaker of the Year.

Representative Transactions

Recent Transactions

- **Meredith Corporation's** acquisition of Time Inc. in a transaction valued at \$2.8 billion and subsequent sales of the following titles and websites: Time for \$190 million, Fortune for \$150 million, Sports Illustrated for \$110 million and MONEY
- **Meredith Corporation's** sale of interests in the following digital platforms and tech companies: FanSided (digital platform for sports and lifestyle), Viant Technology (adtech) and Xumo (OTT streaming service)
- **Twin Point Capital's** sale of Blue Stream Fiber (internet broadband, video and voice service provider) to GI Partners
- **Gray Television's** acquisition of Raycom Media in a transaction valued at \$3.6 billion

Media

- **Meredith Corporation's** acquisition of Time Inc. in transaction valued at \$2.8 billion and related debt and equity financings
- **Meredith Corporation's** sale of the following titles and websites: Time for \$190 million, Fortune for \$150

million, and Sports Illustrated for \$110 million

Broadcast TV

- **Gray Television's** acquisition of Raycom Media in a transaction valued at \$3.6 billion to form third largest television station group
- **Meredith Corporation's** agreement to combine with Media General in a cash and stock transaction valued at \$2.4 billion
- **Midwest Television, Inc's** sale of TV station to Tegna for \$325 million
- **Gray Television's** acquisition of television stations from Nexstar Broadcasting Group for \$270 million
- **Gray Television's** acquisition of television and radio stations of Schurz Communications for \$442 million
- **Gray Television's** acquisition of TV station group from Hoak Media for \$335 million and divestiture of certain Hoak stations to Nexstar Broadcasting
- **Meredith Corporation's** acquisition of TV stations from Gannett Co. for \$400 million
- **Oak Hill Capital** sale of Local TV station group to Tribune Company for \$2.7 billion

Technology and Digital Media

- **Meredith Corporation's** sale of the following titles and websites: Time for \$190 million, Fortune for \$150 million, and Sports Illustrated for \$110 million
- **Meredith Corporation's** sale of interests in the following digital platforms and tech companies: FanSided (digital platform for sports and lifestyle), Viant Technology (adtech) and Xumo (OTT streaming service)
BroadSoft's sale to Cisco in transaction valued at \$1.9 billion
- **ATPCO's** acquisition of Routehappy (airline industry's leading rich content provider for flight shopping)
- **Penthera Partners** (mobile video applications) in connection with investment round led by Liberty Global Ventures
- **BroadSoft's** acquisitions of VoIP Logic, Intellinote, Transera, mPortal and Leonid Systems
- **TradeKing's** (online digital wealth company) sale to Ally Financial for \$275 million
- **1010data's** (big data platform services) sale to Advance Communications for \$500 million
- **TradeKing's** acquisition of MB Trading (online brokerage offerings)
- **MicroPact's** (software solutions for government agencies) sale to Iron Data Solutions
- **ValueOptions'** (managed behavioral healthcare) merger with Beacon Health Strategies
- **Port25 Solutions'** (email infrastructure) sale to Message Systems
- **Clarion Capital Partners'** platform acquisitions of SQAD and Workhorse Software and the related equity, senior and mezzanine debt financing transactions
- **Public Media Platform's** formation of a partnership of five public broadcasters to create a shared digital content platform

Broadband and Cable Operators and Cable Television Networks

- **Twin Point Capital's** sale of Blue Stream Fiber (internet broadband, video and voice service provider) to GI Partners
- The prospective management team of **GreatLand Connections** in connection with planned spin-off of Comcast cable systems into a new cable operator coinciding with the planned Comcast-Time Warner Cable merger

- **Insight Communications'** (cable operator) sale to Time Warner Cable for \$3 billion
- **Insight Communications'** going private transaction sponsored by The Carlyle Group
- **Insight Communications'** cable system acquisitions and 50/50 operating partnership with Comcast
- **Insight Communications'** recapitalization / investments by Crestview Partners and MidOcean Partners
- **Hasbro** in connection with cable television network joint venture with Discovery Communications
- **Harpo, Inc.** and **Oprah Winfrey** in connection with cable television network joint venture (OWN: The Oprah Winfrey Network) with Discovery Communications

Sports

- A Major League Baseball franchise in connection with the renegotiation of its television and media rights
- A bidding group for the Los Angeles Dodgers Major League Baseball franchise and Dodger Stadium
- A bidding group for the Chicago Cubs Major League Baseball franchise, Wrigley Field and interest in Comcast SportsNet Chicago

Education

University of Chicago Law School
JD, 1993

Harvard University
AB, 1989

Admissions & Credentials

District of Columbia

Rankings & Accolades

The Deal Awards Middle Market: Entertainment/Media Dealmaker of the Year (2019)

Legal 500 US: Media, Technology and Telecoms: Regulatory

Multichannel News: Top Deal Maker (2015)

Memberships & Affiliations

American Bar Association - Section on Business Law