

## Robert J. McGovern, Esq.

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January 30<sup>th</sup>, 2017

John J. Long, City Clerk  
Somerville City Hall  
93 Highland Ave.  
Somerville, MA 02143

Dear Mr. Long:

As a Somerville resident and attorney representing clients in business development, commercial transactions, and government relations within the alcoholic beverage and hospitality industry, I wish to apply for the vacant Somerville Licensing Commission board seat. I believe my knowledge and experience with the application process and rules and regulations of the many licenses and permits issued by the Somerville Licensing Commission will allow me to successfully represent the interests of the City of Somerville.

Over five years ago I joined McDermott, Quilty and Miller, LLP, one of the preeminent law firms in Massachusetts specializing in commercial transactions associated with the permitting, licensing, and zoning of the hospitality industry. Thereafter, I became counsel to a boutique law firm, managing all aspects of client matters relating to regulatory compliance, permitting and licensing, and corporate business and financial transactions. For the past two years I have operated my own law practice focusing on the hospitality industry. In each position I have assisted countless clients in the retail and hospitality industry to successfully navigate relevant legal constraints, political influences, and municipal, state, and federal regulatory frameworks in towns and cities throughout the Commonwealth. This included drafting various applications and legal memoranda, conducting outreach to community organizations, and representation before governing bodies.

My experiences with licensing boards throughout the Commonwealth have taught me that they are an essential strategic function of municipal governments in that they can, and often do, determine the character of each city and town over which they preside. In collaboration with local elected officials, community groups, and departments such as economic development and inspectional services, these entities can stimulate or restrict commercial growth in neighborhoods by authorizing or prohibiting restaurants, bars, and retail stores, to name a few.

I believe my legal knowledge, government administration experience, and intimate knowledge of licensing and permitting at the local, state and federal level will provide valuable insight and perspective while administering the duties of a Somerville Licensing Commission board member. I welcome an opportunity to discuss my qualifications and can be reached anytime at \_\_\_\_\_, or via email at \_\_\_\_\_. Thank you for your time and consideration of this matter.

Sincerely,

Robert J. McGovern, Esq.

# Robert J. McGovern, Esq.

## EXPERIENCE

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### **The Law Office of Robert J. McGovern, P.C., Somerville, MA**

2015-Present

#### *Principal Owner*

Solo practitioner representing clients in matters of government relations and regulatory compliance, business development and planning, corporate formation, and commercial transactions associated with the hospitality industry

- Prepare and process regulatory permits and licenses such as Alcohol and Tobacco Tax and Trade Bureau, Alcoholic Beverage Control Commission, entertainment, and common victualler licensing and zoning permit applications for restaurants, caterers, retail package stores, and breweries
- Represent clients in the successful purchase and sale of businesses
- Negotiate and draft essential business documents such as purchase and sale agreements, lease agreements, loan agreements, pledge and security agreements, employment contracts, stock transfer agreements, promissory notes, and personal guarantees

### **Associated Builders and Contractors of Massachusetts, Woburn, MA**

2015-Present

#### *Director of Public Affairs*

Primary legislative advocate and public relations manager for trade organization representing the construction industry

- Identify, analyze, and develop strategic action plans to address legislative initiatives, laws, regulations, and policy changes affecting the construction industry at the municipal, state, and federal levels
- Lobby government officials, prepare positions papers, and provide testimony before State legislative committees, administrative agencies, municipal boards, and organizational entities
- Develop relationships and organize cooperative coalitions with elected and appointed officials, businesses, and industry professionals in furtherance of organizational priorities
- Create effective media, marketing, and communication strategies to increase awareness and progress organizational priorities both internally and externally

### **The Law Offices of John P. Connell, P.C., Boston, MA**

2014-2015

#### *Of Counsel Attorney*

Counsel to solo civil practitioner representing clients in matters of civil litigation, employment and labor disputes, corporate law, and commercial transactions associated with the permitting and licensing of the hospitality industry

- Provided legal counsel, prepared applications and secured various Alcohol and Tobacco Tax and Trade Bureau, Alcoholic Beverage Control Commission, and local licensing approvals for unique business entities throughout the three-tier system (manufacturers, distributors, and retailers) including restaurant and retail package stores, farmer breweries and distilleries, wholesaler and importer licensees, certificates of compliance, salesmen permits, and price posting for international wine importers
- Drafted successful ABCC appeal in response to local licensing authority's denial of retail package store license application to obtain approval and issuance of license
- Conducted legal research and draft pleadings, memoranda of law, motions, and other legal briefs and advisory opinions to reach settlement in close corporation restaurant ownership dispute
- Expanded law firm's area of practice by providing expertise in zoning and real estate matters

### **McDermott, Quilty & Miller, LLP, Boston, MA**

2012 -2014

#### *Attorney*

Attorney for law firm specializing in business development, government relations, permitting and licensing, commercial transactions, and zoning and real estate matters

- Successfully represented over 50 clients before State and local licensing boards, administrative bodies, and community associations to secure regulatory permits and licenses required to open and operate
- Conducted client due diligence, prepared commercial loans, and secured closings of multi-million dollar business transactions and real estate acquisitions
- Drafted and prepared complex licensing, permitting, and zoning packages to acquire over 100 approvals each year for businesses of all sizes, from national chains to first-time small local business owners

## Robert J. McGovern, Esq.

### Massachusetts House of Representatives, Boston, MA

2007–2011

#### *Legislative Director*

Public service professional managing State Representative's State House office, including all legislative and policy initiatives, budget priorities, public relations and media strategies, constituent outreach, and supervision of all staff and interns

- Advanced legislation and policy initiatives on varied legislation such as financial regulation, economic development, and energy and environmental issues
- Secured funding for district priorities such as the Worcester Polytechnic Institute Hydrogen and Fuel Cell Institute, Worcester Educational Development Foundation, and local charter schools
- Conducted meetings with legislators, staff, constituents, lobbyists and community organizations
- Organized public relations strategies including testimony, press releases and correspondence to constituents, legislators and media organizations

### LEGAL INTERNSHIP/VOLUNTEER EXPERIENCE

#### **Volunteer Lawyers Project, Boston Municipal Court, Boston, MA**

2012

*Lawyer for the Day Program at Boston Housing Court*

#### **Suffolk County District Attorney's Office, South Boston, MA**

2011

*3.03 Certified Prosecutor*

#### **Middlesex Probate and Family Court, East Cambridge, MA**

2011

*Judicial Clerk to the Honorable Dorothy M. Gibson*

### EDUCATION

#### **Suffolk University Law School, Boston, MA**

*Juris Doctor*

2012

Honors: Dean's List (all semesters), 2009-2012

#### **Syracuse University, Syracuse, NY**

*Bachelor of Arts in Political Science*

2007

### CERTIFICATIONS

#### **Massachusetts State Bar Admission**

2012

#### **Massachusetts Real Estate Broker License**

2013

### PUBLICATIONS

#### **Alcohol, Food Service and Entertainment Licensing Practice**

2013

- Developed, updated, and edited Massachusetts Continuing Legal Education practice manual
- Conducted legal and factual research in preparation of updating practice manual

#### **Legal Guide to Starting a Restaurant Business in Massachusetts**

2015

- Researched and prepared original content for publication on company website

### AFFILIATIONS

- Massachusetts Bar Association
- Boston Bar Association
- Somerville Chamber of Commerce
- Associated Industries of Massachusetts
- Jewish Alliance for Law and Social Action
- Boston Irish Business Association