



## Jeffrey I. Fialky, Associate

*Jeffrey is a member of the firm's corporate, banking, and municipal departments. A former Assistant District Attorney in Hampden County, Jeffrey joined the firm after nearly a decade of holding senior attorney positions within some of the country's most prominent telecommunications and cable television companies. He has extensive experience in business, commercial, banking, real estate, municipal, and telecommunications law.*

### Areas of Practice:

Banking & Finance, Business & Corporate, Municipal, Real Estate & Zoning

### Education:

Western New England College, J.D., 1994  
University of New Hampshire, B.A., 1991

### Distinction:

BusinessWest 40 Under 40 Award, 2008

### Professional & Community Activities Include:

Officer: President, Young Professionals Society of Greater Springfield (YPS)  
Officer: Secretary, Center for Entrepreneurship and Business Incubation, Inc. (Springfield Technical Community College)  
Member: Advisory Board, Springfield Technical Community College, Scibelli Enterprise Center  
Member: Board of Directors of the Red Cross, Pioneer Valley Chapter (2007-2009)  
Member: Board of Directors, Springfield Chamber of Commerce  
Member: EDC Tourism Development Committee

### Published Articles Include:

Quoted: "Slow growth of young professional population could slow economic recovery in Mass., Federal Reserve Bank of Boston warns," *The Republican*, October 11, 2009  
Co-author: "Protecting Personal Information - New Law Affects Virtually Every Business in the Commonwealth" *BusinessWest*, July 17, 2009  
Author: "High-tech Startup Businesses in a Recession- Why Now May Be the Right Time for Opportunistic Entrepreneurs," *BusinessWest*, July 6, 2009  
Quoted: "Next Question... Advisors Stress the Importance of Succession Planning," *BusinessWest*, January 5, 2009  
Author: "Bootstraps to Banking - There are Many Ways to Finance a Startup Business," *BusinessWest*, May 26, 2008  
Quoted: "New Lease on Life (and the Balance Sheet) - Why Sale-leaseback Arrangements Make Sense for Many Business Owners," *BusinessWest*, November 26, 2007  
Author: "Starting a Small Business in Your Retirement - Reviewing Your Options," *Prime*, September 2007  
Author: "Reading Between the Lines - The Many Issues in Negotiating Commercial Real Estate Leases" *BusinessWest*, August 20, 2007  
Author: "Handing over the Reins - Succession Planning for Businesses Poses Challenges," *BusinessWest*, January 22, 2007  
Author: "What Brownfields Can Do for You - How Some Developers are Spinning Environmental Contamination into Gold," *BusinessWest*, October 30, 2006  
Author: "Tripping over the Fine Print - How to Avoid Pitfalls When Negotiating Vendor Agreements," *BusinessWest*, October 16, 2006

