David M. Mosier

Shareholder

Having joined Knox Law in 1981, Dave's practice includes business and tax transactions with significant experience in insurance agency and broker purchases and sales. His work with agency owners has enabled him to understand the nuances of insurance agency transactions and his practical, reasoned approach has effectively guided clients as the market has evolved from local and regional activity to private equity funded acquirers with a national focus.

Dave also has significant experience in life and death planning for retirement benefits, distributions and beneficiary designations. He designs and drafts employee pension and welfare benefit plans and represents plan sponsors, trustees and administrators.

He is the firm's liaison to Lawyers Associated Worldwide (LAW), a global association of 100 independent law firms representing a global resource of more than 4,000 lawyers in more than 50 countries around the world.

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Practice Areas

- Business & Tax
- Employee Benefits
- Mergers & Acquisitions

Education

- Cleveland State University, J.D.; *cum laude; Cleveland Marshall Law Review, Member*
- John Carroll University, B.S.; *cum laude*

Admissions

- Pennsylvania
- U.S. District Court, Western District of Pennsylvania
- U.S. Tax Court

Representative Experience

Transaction Activity

- Insurance agency purchase and sale activity remained strong in 2021 with 1,034 transactions. Over the course of 2021, our work included eight (8) insurance agency purchase and sale transactions (including one in excess of $25 million) with closing equity and earn-out value aggregating in excess of $55 million.
- Nationwide, purchase and sale activity is proceeding in 2022, albeit at a reduced pace from the 2021 record-setting level.
- Typical purchase consideration consists of cash at closing, contingent earn-out payments and, in some instances, purchaser equity.
- Details on Insurance Brokerage Acquisitions & Divestitures

Retirement and Welfare Benefits Activity

- Restated the Knox Law IRS Pre-Approved Volume Submitter Defined Contribution Plan for compliance with the Cycle 3 restatement requirements
- Restated the Knox Law IRS Pre-Approved Volume Submitter Defined Benefit Plan, which now includes the cash balance plan option, for compliance with the Pension Protection Act

Lawyers Associated Worldwide

- Each LAW member is proficient in English so you can smoothly and easily conduct business around the world.
- One phone call connects you to a global network.
- The LAW network is a resource for finding a business prospect, consummating an international transaction, negotiating licensing arrangements or solving import/export problems.
- LAW allows you to you find local resources, such as accountants, architects, or engineers.

Community and Professional Service

Community and Professional Service

- Presque Isle Rotary Club, *Member; Club Rotary Foundation Chair; Past President and Board of Directors*

Professional Affiliations

- Erie County Bar Association
- Pennsylvania Bar Association
- Estate Planning Council of Erie
- Lawyers Associated Worldwide
- National Center for Employee Ownership (NCEO)

Presentations

Speaking Engagements

- Firm's Annual Professional Advisor Symposium, October 2014-2016; 2018
- Northwest's Employee Benefits Management Lunch & Learn, Erie and Cranberry Township, September 2016
- HVA Senior Living Alliance Long-Term Care Seminar, May 2014: Affordable Care Act Refresher and Update