

COLIN CROSSMAN

(919) 336-1337 • Colin@crc32.com

EXPERIENCE

RHEA HOSPITALITY

Principal and Manager

Cary, NC & Las Vegas, NV

November 2007 - Present

- Raised \$5.5M for acquisition and renovation of The Retreat on Charleston Peak, a hotel outside of Las Vegas.
- Lobbied for and negotiated a public-private partnership between Memento Mori, LLC and the Town of Cary, NC, for the construction of the Mayton Inn, a \$14.5M, 45-room boutique hotel, with ~\$4M in incentives and Town-backed loans.
- Raised \$3.5M in private equity, \$11M in private loan funds, and \$2.5M in public loans for the Mayton Inn.
- Developed and submitted the site plan, minor special use permit, development review board, and variance applications for the Inn.
- Negotiated construction and development contracts with a variety of trades and vendors.
- Financed, built, and opened The King's Daughters Inn during the market downturn of 2008-2009.
- Managed outside counsel in the successful syndication of federal and state historic tax credits during the market crash of 2008.
- Oversee all aspects of IT, bookkeeping, reservations, and guest relations.
- Develop in-house tools to assist in the automation and execution of work tasks by others.
- Develop and maintain several tools which integrated data from three separate POS systems and timeclocks, resulting in a net savings of 10 hours of labor per payroll run.
- Spearheaded a project to design and implement a custom communications system which saved the company \$100k.
- Constructed internal business intelligence analytical tools and data visualizations using Python, SQL & Flask.
- Successfully guided the development or acquisition, and the subsequent operation, of three hotels, and a total of 135 employees.
- Build and maintain the data infrastructure for the business, including cloud services such as AWS, DigitalOcean, and Azure.
- Hiring, training, and managing 125 employees.

PHD POSTERS, LLC

Member and General Counsel

Durham, NC

November 2005 - Present

- Address complex laws, rules and regulations related to an online business with physical locations in multiple jurisdictions.
- Work with overseas counsel to establish Canadian subsidiary for international expansion.
- Manage all in-house legal work, including trademark acquisition, drafting of licensing agreements, and devising the route for expanding the business model.
- Oversee the adoption of new licensees, from initial contact to execution of the license agreement.
- Help grow the company, which has expanded from a single site to the current eight locations.

TRIANGLE APARTMENT ASSOCIATION

Government Affairs Director

Raleigh, NC

January 2008 – March 2009

- Developed and directed governmental and regulatory policies and objectives; coordinate the operations of the organization as related to government relations.
- Analyzed facts, laws, cases, rules and regulations, and applied findings to determine the potential impact on the association's constituency. Provided education to the membership regarding ongoing developments.
- Analyzed proposed legislative actions and determined the potential impact on the association's membership.
- Interfaced with elected officials at all levels (municipal, state and Federal), of all political parties, to advocate for positive changes in the legal and regulatory environment.
- Coordinated with friendly groups to increase our overall impact.
- Monitored legislative and regulatory activities and developed positions on such.
- Educated association members on the legislative and regulatory environment, and coordinated member responses.

DUKE UNIVERSITY SCHOOL OF LAW

Faculty Fellow for Intellectual Property Law

Durham, NC

January 2005 – August 2006

- Faculty fellow under the Center for the study of Public Genomics.
- Researched the effects of software patents owned by universities, with specific foci on the creation and dissemination of genomic data.
- Developed and taught upper-level law course on Intellectual Property Licensing.
- Work both independently and collaboratively to produce and publish academic research, and engage in periodic academic conferences and meetings to present findings.

ACADEMIC EXPERIENCE

DUKE UNIVERSITY MEDICAL CENTER

Doctoral Candidate, Department of Computational Biology and Bioinformatics August 2006 – August 2007

Durham, NC

DUKE UNIVERSITY SCHOOL OF LAW

Faculty Fellow, The Center for the Study of Public Genomics

Durham, NC

January 2005 – August 2006

EDUCATION

DUKE UNIVERSITY GRADUATE SCHOOL

M.S., Biomedical Engineering, December 2004

Durham, NC

DUKE UNIVERSITY SCHOOL OF LAW

J.D., Cum Laude, May 2003

Durham, NC

CARNEGIE MELLON UNIVERSITY

B.S., Biology, May 2000: Concentration in Computational Biology; Minor in Chemistry; Minor in Policy and Management

Pittsburgh, PA

PROFESSIONAL LICENSES

NORTH CAROLINA LICENSED ATTORNEY, #31468

LICENSED BEFORE THE UNITED STATES PATENT AND TRADEMARK OFFICE, #52782

NORTH CAROLINA REAL ESTATE COMMISSION, #250323 (INACTIVE)

PUBLICATIONS

U.S. Patent No. 9,364,012 (issued Jun. 14, 2016). (**Colin R. Crossman**, attorney of record)

Kepler, T.; **Crossman, C.**; Cook-Deegan, R.; Metastasizing patent claims on BRCA1. Genomics (2010)
doi: 10.1016/j.ygeno.2010.03.003

Crossman, C.; Arming our Enemies: How parallel imports could increase Anti-microbial resistance. 2006
North Carolina Journal of International Law & Commercial Regulation. Vol 31(4): 823-845.

Reichman J.H, Rai, A, Uhler P, and **Crossman C.**; Pathways across the Valley of Death: Novel intellectual property strategies for accelerated drug discovery. 2008 Yale Journal of Health Policy, Law, and Ethics, Vol 8(1).

Colin Crossman & Arti Rai, A Brief History of BioPerl (December 2, 2005). Available at:
https://scholarship.law.duke.edu/faculty_scholarship/3686

Webbink, **Crossman**, Griffin, and Silverstein; Red Hat's Comments to the Joint FTC/DOJ hearing on Competition and Intellectual Property Law, March 20, 2002.

<http://www.ftc.gov/opp/intellect/020320webbink.pdf>

(alternate link: <https://crc32.com/020320webbink.pdf>)