WIGGIN
WIGGIN AND DANA



Len Gray

PARTNER

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Len Gray is Co-Chair of the Emerging Companies and Venture Capital Practice Group and a Partner in Wiggin and Dana's Corporate Department, as well as a Co-Founder and Partner of wiggin(x). Len is based in Miami and New York City.

Len has nearly 20 years of experience advising entrepreneurs, investors, and emerging growth companies across a wide range of industries and stages of development. Len serves as outside general counsel to a number of startups and emerging growth companies, providing strategic, practical, and cost-effective legal guidance across all aspects of their business — from formation through exit. His outside general counsel work encompasses corporate governance, joint ventures, commercial contract negotiation and drafting, employment matters, intellectual property protection, regulatory compliance, and strategic planning, allowing founders and management teams to focus on growing their businesses while having experienced legal counsel in their corner.

Len has deep experience in venture capital financings, strategic alliances, secured lending arrangements, and securities law matters. He has counseled numerous startups, accelerators, and foundries in all aspects of their development, beginning with entity formation and continuing through successive financing rounds, commercial agreements, and eventual liquidity events. His startup experience spans a variety of industries, including technology, digital assets, healthcare, media, e-commerce, and consumer products.

Having been a founder of several ventures and his own law practice, which was highlighted as one of the most innovative in NYC by Inc.com, Len is a proven entrepreneurial leader with a track record for establishing deep relationships with the founders and investors he serves. He understands firsthand the challenges of building a business and brings that perspective to every client engagement.

Len is also highly experienced in mergers and acquisitions, having represented both buyers and sellers in a broad range of transactions, including strategic acquisitions, management buyouts, asset purchases, and stock transactions. He brings a practical, business-minded approach to M&A, helping clients navigate complex deal structures while managing risk and achieving their strategic objectives.

Len is a Board Member of the Florida Venture Forum and a member of the New York City Bar Association Emerging Companies and Venture Capital Committee. Outside of his practice, Len serves as a Guardian ad Litem in the Florida foster care system.

Len holds a J.D. with honors from the University of Michigan Law School and a B.S. in Business Administration from the University of Florida.

Education

- University of Michigan Law School (J.D.)
    - with honors
- University of Florida (B.S.)

Bar Admissions

- New York
- Florida

Publications

February 21, 2025
2024 M&A Year-End Report

February 15, 2024
2023 M&A Year-End Report

February 10, 2023
2022 M&A End Year Report

January 27, 2023
wiggin(x) Startup Kit

July 22, 2022
How to Check for Founder-Investor Alignment Before You Start Fundraising
TechCrunch

April 11, 2022
Wiggin and Dana Announces New Blockchain and Digital Assets Practice Group

January 13, 2022
2021 M&A Year End Report