



## Joseph Spina

**PARTNER**

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Joe is a partner in the firm's Corporate Group who has advised on more than \$50 billion in aggregate deal volume. Known by clients as a dealmaking "Swiss Army knife," Joseph brings an unusually broad and integrated skill set across M&A, capital raising, private fund and SPV formation, and transaction-driven tax structuring. Drawing on both sophisticated legal training and firsthand private equity experience, he delivers commercially pragmatic, end-to-end counsel aligned with clients' strategic, financial, and tax objectives.

Joe was named an *Emerging Leader* by The M&A Advisor™, an honor recognizing top M&A professionals under 40 who are reshaping the future of the industry through innovation, impact, and leadership.

Joe serves as a trusted advisor to private equity funds, independent sponsors, search fund entrepreneurs, and other strategic investors, as well as founder-led and family-owned businesses navigating sale processes. His practice spans buyouts, recapitalizations, mergers, equity financings, and other strategic investments, with particular depth in incentive equity, rollover transactions, and tax-efficient deal structuring, as well as platform and services-organization (MSO/DSO) structures commonly used in regulated healthcare acquisitions. He is also particularly active in the Search Fund and Entrepreneurship-Through-Acquisition (ETA) space, where he advises searchers and sponsors on acquisition structures, investor alignment, lender-driven constraints, and execution risk across the full deal lifecycle.

A recognized thought leader in the ETA community, Joe regularly speaks on deal structuring, capital formation, and the practical realities of closing search fund transactions to MBA students and aspiring acquisition entrepreneurs at leading business schools across the country, and serves as an advisor to several of the most prominent accelerator and educational programs in the search fund ecosystem. He is also the lead drafter of PACT (Partnership Acquisition Commonsense Terms), a widely adopted set of standardized deal documents for investor-backed small and middle-market acquisitions. Often described as the "SAFE for ETA," PACT has become a market baseline for aligning search fund entrepreneurs and investors in ETA transactions, helping streamline negotiations and accelerate closings ([www.ETAPACT.com](http://www.ETAPACT.com)).

### **Education**

- Notre Dame Law School (J.D., 2014)
  - cum laude
- Manhattan College (B.S., 2011)
  - magna cum laude

### **Bar Admissions**

- New York
- New Jersey