



Matthew E. Conrad

Attorney

mconrad@fbtgibbons.com | 317.407.8686

111 Monument Circle
Suite 4500
Indianapolis, IN 46204

Industries

Manufacturing

Mobility

Practice Areas

Corporate Law

Bar Memberships

Florida

Indiana

Matt concentrates his practice in the areas of corporate transactions, corporate finance, economic development and real estate. Matt has worked on a variety of corporate and partnership transactions throughout various company stages including formation, capital raising, contractual negotiations and mergers & acquisitions. He's structured numerous financing transactions, including complex credit and collateral arrangements, as well as tax credit and other incentive derived transactions. Additionally, Matt's represented numerous companies and municipalities to obtain and structure federal, state and local economic development incentives including New Markets Tax Credits. Finally, he has represented real estate industry clients with regard to acquisitions, negotiations with capital providers, leasing and other matters.

Matt is the former Executive Director of the Indiana Automotive Council, a collaboration between industry, government and higher education that is led by senior executives from the automotive industry with the shared vision of growing automotive manufacturing within the State of Indiana. Previously, Matt was the former Assistant Legal Counsel to the Indiana Senate. Matt is also a Certified Public Accountant.

Matt's Relevant Experience

Legal Work Highlights

Structured and negotiated the acquisition of an \$18 million company involving seller-financing and earn-out provisions

Structured and negotiated the sale of a United States subsidiary of a German company

Represented a private real estate investment company with its organizational and investment structure

Represented an angel investor in the structuring and negotiation of a venture capital investment in a technology start-up company

Negotiated and closed multiple equity investments in real estate development projects

General outside counsel to a Tier 1 supplier of gearboxes for wind turbines

General outside counsel to a hybrid and alternative fuels vehicle conversion company

General outside counsel to an armored vehicle manufacturer

Structured and negotiated the sale of a \$31 million alternative fuels vehicle company

Negotiated and closed over \$26 million in incentives for a \$53 million start-up renewable energy company

Secured and structured over \$1 billion in economic incentives including Tax Increment Financing (TIF), Hoosier Business Investment Credits (HBIC), Economic Development for a Growing Economy (EDGE) tax credits, skills enhancement grants, and Economic Development Income Tax (EDIT) funds and other incentives

Secured over \$24 million in Section 48C Qualifying Advanced Energy Project Credits (ARRA Tax Credits) for renewable energy manufacturing companies

Represented multiple clients in obtaining Section 48D Qualifying Therapeutic Discovery Project Credits for life science companies

Assisted multiple municipalities and other entities with the formation and certification of Community Development Entities ("CDEs") and with completing applications to the CDFI Fund for a New Markets Tax Credit ("NMTC") allocation

Represented CDEs, tax credit investors, leverage lenders and QALICBs in structuring and closing over \$100 million in NMTC financing

Represented a rural CDE in the deployment of over \$40 million of NMTC allocation

Negotiated a \$65+ million structured financing package involving NMTCs from two separate CDEs and a syndicate of conventional lenders

Represented the Landlord of an 80,000 square foot building in lease negotiations

Other Info About Matt

Education

Indiana University Maurer School of Law, J.D., 2002, *cum laude*

Taylor University, B.S., Finance and Accounting, 2000, *magna cum laude*

Courts

U.S. District Court for the Northern District of Indiana

U.S. District Court for the Southern District of Indiana

Recognition

Forty Under 40 Award Recipient – Indianapolis Business Journal, 2012

Indiana Super Lawyers Rising Stars, 2009–2016

Stanley K. Lacy Executive Leadership Series Graduate–Class XXXIV, 2010

Indy's Best and Brightest Finalist, 2008

Leadership in Law – Up and Coming Lawyer Award, 2007

Governor's Award for Tomorrow's Leaders, 2006

Salvation Army Doing the Most Good Award, 2006

Professional Affiliations

Wind Energy Manufacturers Association, Past Board Member and Special Counsel

Civic Activities

DREAM Alive, Board Chair

Center for Leadership Development, Board Member

Love Without Boundaries, Founder and Board Member

Outreach, Inc., Past Board Chair

Neighborhood Engagement, Inc., Founder and Board Member

Lacy Leadership Association, Past Board Member and Programming Chair

Indianapolis Chamber of Commerce, Past Economic Growth Council member

Young Professionals of Central Indiana, Past Board Member and Chair of the Professional Programming Committee

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