

Chris Delfino

Partner

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Practice Areas

[Corporate Law](#), [Higher Education](#), [Intellectual Property](#), [Nonprofit and Tax-Exempt Organizations](#), [Privacy](#)



Chris Delfino has developed a successful practice serving as general and corporate counsel to wide-range of for-profit businesses and non-profit/tax-exempt organizations. Chris advises the boards of directors and officers of a wide-range of organization's on their corporate governance, fiduciary duties and conflict of interest matters. He also is lead counsel on a wide variety of transactional matters including mergers and acquisitions, joint ventures, corporate finance and complex commercial agreements. Chris brings business-oriented approaches and solutions to the legal and transactional matters facing his clients. He works hard to understand his clients' business, goals, strategy and vision. In doing so, Chris has become a trusted advisor and a critical resource for his clients' management teams.

Chris started his legal career in Washington, D.C. in the General Counsel's office of the U.S. Department of Commerce working with and assisting the former communist countries in Central and Eastern Europe in their transition from a centrally planned to a market-based economy. This experience taught Chris the value and significance of long-term planning and strategy coupled with the importance of executing the immediate elements of the plan in order to achieve the long-term strategy. In addition, after the experiences negotiating with both the communist country governments and the US Government, there is very little that surprises Chris when it comes to negotiating deals for clients.

Representative Experience

- Serves as outside corporate counsel to colleges and universities, advising their Board of Regents and administration on corporate, tax-exempt, compliance and general business matters.
- Serves as outside general counsel to one of Northern California's largest diversified petroleum distribution companies.
- Serves as outside general counsel to local convention and visitors bureaus and business improvement districts.
- Serves as outside general counsel or corporate counsel to numerous local, state-wide and national youth sports organizations.
- Counseled numerous for-profit and non-profit clients' boards of directors on all matters of corporate governance and non-profit and tax-exempt compliance matters including the proper handling of potential conflict of interest transactions.
- Lead counsel on numerous mergers and other combinations of non-profit charitable organizations.

- Negotiated wide assortment of complex technology, licensing and services agreements.
- Lead counsel for client in serial acquisitions of similarly situated companies.
- Lead counsel for borrowers multi-million dollar credit facility.

Professional Affiliations

Professional, Community and Pro Bono Involvement

- Chair, Governance Committee and Member, Board of Directors, Downtown Sacramento Partnership
- Member, Board of Directors, Impact Foundry
- Member, Board of Directors, Ronald McDonald House Charities Northern California
- Senior Fellow, Class XIV, American Leadership Forum, Mountain Valley Chapter
- Former Chair and Member of Executive Committee and Board of Directors, Sacramento Metropolitan Chamber of Commerce
- Former Member, International Advisory Board, McGeorge School of Law, University of the Pacific
- Former Co-Chair, California State Bar Corporations Committee

Honors and Rankings

- Selected to Best of the Bar, Corporate Attorney, Sacramento Business Journal 2013, 2014 and 2015
- Selected to Top Lawyers List for Business/Corporate Lawyers, Sacramento Magazine, 2015
- Awarded Business Volunteer of the Year, Sacramento Arts and Business Council, 2005

Education

- LL.M., The George Washington University Law School, 1996
- J.D., University of the Pacific, McGeorge School of Law, 1993
- B.A., University of California at Davis, 1989

Bar Admissions

- California

News and Publications

Speaking Engagements/Events

2020

Nonprofit/Exempt Organization Client Update and Executive Roundtable: Navigating the New Normal
Delfino Madden
Co-Presenter

2014

Negotiating and Drafting Software Implementation Agreements
Association of Corporate Counsel, Sacramento Chapter

Presenter

2013

Strategies for Maximizing the Board's Value in a Large Not-for-profit Organization
National Association of Corporate Directors
Moderator

2011

Serving on a Non-profit Board
Society of Corporate Secretaries and Governance Professionals, Southern California Chapter
Speaker

Conflicts Issues for Business Lawyers
Sacramento Bar Association, Tax Section
Speaker

2008

Mergers, Acquisitions & Joint Ventures in the United States
Madrid, Spain, Spanish-American Chamber of Commerce/PromoMadrid Conference
Presenter

2002, 2003, 2005

How to Form a Non-profit Organization
The Learning Exchange
Speaker

2003

Public International Law
University of the Pacific, McGeorge School of Law and University of California, Davis School of Law
Guest Lecturer

2002

Ethical and Practical Issues for Lawyers Serving on Non-profit Boards
Sacramento County Bar Association, Business Law Section
Speaker

Association and Philanthropic Foundations
California Society of Association Executives
Speaker

2001

Public International Law
University of the Pacific, McGeorge School of Law
Adjunct Faculty Member

2000, 2001

Annual Legislative Update of California Business Law
Sacramento County Bar Association, Business Law Section
Panelist

University of the Pacific, McGeorge School of Law, Vis International Commercial Arbitration Moot Court Team
Faculty Advisor

1998

Agreements, Institutions and Functions of the World Trade Organization

U.S. Embassy-Cairo, Egypt

Lecturer

U.S. and International Trade Law and Policy

Kiev State University for Trade and Economics, Kiev, Ukraine

Lecturer

The American University, School of International Service, Washington, D.C.

Professional Lecturer in International Law

Publications

2001

Serving on a Non-profit Board – Are You at Risk for Penalty Taxes?

Business Law Alert

Co-Author

Giving Away the Company: Employee Stock Options and Repricing Considerations

Business Law Alert

Co-Author