



## Matthew J. Youssef

Partner

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Matthew J. Youssef is a seasoned litigator and strategic advisor to business professionals facing the most challenging problems of their career. In addition to helping people start new business ventures or sell their existing enterprise, he has extensive experience helping businesses navigate unexpected legal problems ranging from contractual disputes, infringement of intellectual property, allegations of wrongdoing, and personnel issues.

Matthew understands that business leaders need more than legal expertise; they need a trusted advisor who can navigate uncertainty, mitigate risk, and position their companies for growth. His approach combines deep legal knowledge with real-world business perspective to deliver results that align with his clients' strategic objectives.

### **Business Transactions & Corporate Law**

Matthew guides clients through critical business decisions and transactions, from startup formation to major acquisitions. His transactional experience includes:

### **Major Acquisitions & Strategic Deals:**

- Led the acquisition of a regional agribusiness, managing complex negotiations involving agricultural real estate and operational assets
- Structured the acquisition of two waste and energy services companies through innovative asset purchase and lease-to-own arrangements
- Represented buyers in commercial real estate acquisitions, including properties with national retail tenants

### **Corporate Governance & Internal Matters:**

- Conducted confidential internal investigation for national nonprofit facing federal scrutiny
- Negotiated executive severance agreement for Fortune 500 company senior executive which allowed transition to competitor unimpeded.
- Managed complex business separations, including the buyout of a medical practice partnership involving restrictive covenants and patient continuity concerns

### **Regulatory Compliance:**

- Advised national emergency services providers on multi-jurisdictional licensing requirements for security operations across multiple states.
- Represented commercial property owners in administrative proceedings regarding permitting challenges.

### **Commercial Litigation**

Matthew represents clients in state and federal courts throughout Maryland, Washington D.C. and Virginia, handling complex commercial disputes that threaten business operations and value.

### **Notable Cases:**

- Trademark Protection: Secured preliminary injunction for restaurant client against competitor using confusingly similar name, establishing common law trademark rights before securing trademark registration with the USPTO.
- Executive Defense: Successfully defended multinational government contractor executive against employer replevin action, obtaining favorable trial judgment.
- Real Estate Disputes: Managed multi-party commercial property disputes involving tenants, county inspectors, and administrative bodies attempting to block developer from obtaining necessary occupancy permits
- Non-Compete Litigation: Achieved favorable settlement for real estate professional facing breach of contract and non-compete claims from former employer

### **Startup & Emerging Company Counsel**

Matthew serves as outside general counsel for startups and emerging companies, helping entrepreneurs build scalable businesses from the ground up. He provides strategic guidance on business formation, intellectual property protection, equity allocation, financing strategies, and regulatory compliance—all with an understanding of resource constraints facing growing companies.

His startup practice includes negotiating commercial leases, drafting equity agreements, structuring service contracts, preparing executive employment agreements, and developing Software-as-a-Service frameworks that position companies for sustainable growth.

### **Intellectual Property Strategy**

Matthew helps businesses protect and monetize their most valuable intangible assets. His IP practice spans trademark registration and enforcement, trade secret protection, and brand development strategy. He has successfully litigated trademark infringement cases and negotiated IP disputes before they reach the courthouse.

Clients across industries—from internet retailers to regional publications, restaurants, and emerging lifestyle brands—rely on Matthew's branding expertise to build and protect market position.

## **Government Contracting & Procurement**

Matthew provides specialized counsel to government contractors navigating Maryland's procurement landscape. He represents federal and state contractors in contract disputes, bid protests, and appeals before the Maryland State Board of Contract Appeals, Baltimore City Board of Estimates, and Maryland Board of Estimates.

His procurement practice includes strategic guidance during proposal development, pre-proposal protest analysis, and post-award debriefing strategies to position clients for future opportunities.

## **Insurance Industry Representation**

Matthew maintains a sophisticated insurance practice, representing regional mutual insurance companies in property and real estate claims. His insurance expertise encompasses first-party and third-party litigation, coverage disputes, fraud investigations, subrogation matters, and regulatory proceedings before the Maryland Insurance Administration.

## **Community Leadership**

Matthew serves on the boards of Hope Ignites, a residential program supporting at-risk students, and Open Works, a national leader in the maker space movement. He previously served as an AmeriCorps volunteer and achieved the rank of Eagle Scout.

## **Bar Admissions**

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Maryland  
District of Columbia  
New York  
Virginia  
U.S. Supreme Court  
U.S. Court of Federal Claims

## **Education**

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J.D., University Baltimore School of Law, 2009  
B.S. in Economics, University of Scranton, 2005

## **Related Practice Areas**

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Business & Commercial  
Business and Employment  
Commercial Sales and Leases  
Corporate Transactions  
First Party Property  
Insurance  
Insurance Defense  
Intellectual Property  
Litigation  
Real Estate Litigation

## Associations

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- Business Networking International (BNI) Member
- District of Columbia Bar Association
- International Trademark Association (INTA) Member
- Maryland Defense Counsel, Inc.
- Maryland State Bar Association
- National Eagle Scout Association
- New York State Bar
- Provisors Member
- Virginia Bar Association
- Virginia State Bar

## Honors & Awards

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- Maryland Super Lawyers, Rising Star in Business Litigation, 2013-2022
- Greater Baltimore Committee, Next Up Program, Class of 2019
- Maryland's VIP List – Successful by 40 by *The Daily Record*, 2016
- Business Volunteers of Maryland, GIVE Class of 2014
- Maryland's "20 in Their Twenties" by *The Daily Record*, 2011

## Community Leadership

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- Boys Hope Girls Hope of Baltimore, Board of Directors
- Open Works, Board of Directors
- Morgan State University Innovation and Entrepreneurship Center Start A Business Change Your Life Presenter and Mentor
- Harlem Park Elementary Middle School, Advisory Board, 2016-2017
- Business Volunteers Maryland GIVE Advisory Committee, 2015-2017
- Boys Hope Girls Hope of Baltimore Young Professional Committee, 2011-2016
- Bar Association of Baltimore City Young Lawyers Division Executive Council, 2011-2013
- American Bar Association Young Lawyer's Division, Vice-Chair Public Contract Law Committee 2010

## Reported Cases

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- SVAP II Pasadena Crossroads LLC v. Fitness Int'l LLC, 260 Md. App. 77 (Md. Ct. Spec. App. 2023).
- Erie Ins. Co. v. W.M. Barr & Co., 523 F. Supp. 3d 1 (D.D.C. 2021).
- Aguiar v. Pare, No. 18-cv-00772, 2019 U.S. Dist. LEXIS 15402 (D.D.C. Jan. 31, 2019).
- Duncan-Bogley v. United States, 356 F. Supp. 3d 529 (D. Md. 2018).
- Erie Ins. Exch. v. EPC MD 15, LLC, No. 171072, 2018 Va. LEXIS 71 (Va. June 1, 2018).
- Samuels v. S. Hills Ltd. P'ship, 289 F. Supp. 3d 26 (D.D.C. 2017).
- Gadaire v. Orchin, 197 F. Supp. 3d 5 (D.D.C. 2016).
- Orchin v. Great-West Life & Annuity Ins. Co., 133 F. Supp. 3d 138 (D.D.C. 2015).

## News & Insights

- Priority in Trademark Law: Lessons from the Aaron Judge Case
- Niles, Barton & Wilmer, LLP Partner Matthew J. Youssef to host an International Trademark Association (INTA) Roundtable
- Matthew J. Youssef, Esq., Morgan State University Innovation & Entrepreneurship Center Start A Business Change Your Life Mentor
- Niles, Barton & Wilmer, LLP Proudly Sponsors The 7th Bi-Annual Can-Am Cup
- Congratulations to Niles, Barton & Wilmer's 2023 Super Lawyers
- Niles, Barton & Wilmer is proud to sponsor the Marian House 14th Annual Race to Embrace Independence
- Congratulations to Matthew J. Youssef, Elected to the Boys Hope Girls Hope of Baltimore Board of Directors
- Niles Barton Attorneys Recognized by Maryland Super Lawyers 2022
- Twelve Niles Barton Attorneys Recognized by Maryland Super Lawyers 2020
- Matthew Youssef Advises Open Works Baltimore EnterPRISE 2019 Early-Stage Companies
- Matthew Youssef Selected for Greater Baltimore Committee Next Up 2019 Program
- Niles Barton Names Matthew Youssef to Partnership