

**JEFF FANNELL**  
**Jeff Fannell & Associates, LLC**

Jeff Fannell is the founder and owner of Jeff Fannell & Associates (JFA), a sports management and consulting firm located in Bordentown, NJ. Jeff and his team provide an array of representation services to Major League Baseball players, professional sports agents, collegiate coaches, former professional athletes and other sports clients. Such services include contract negotiation, contract enforcement, market analysis, grievance handling, sports marketing, salary arbitration and business consulting.

Jeff started JFA in November 2010 after spending 10 years as Assistant General Counsel to the Major League Baseball Players Association (MLBPA). At the MLBPA Jeff managed grievances on behalf of Major League players, and helped counsel players and their agents in matters of salary arbitration, contract negotiation and other issues arising under the collective bargaining agreement, individual player contracts and other governing agreements.

Since 2014, Jeff has served as a labor relations consultant to the MLBPA. In this role, he participated in the 2016 collective bargaining negotiations between the MLBPA and Major League Baseball (MLB), and currently serves as a Board Member for the MLB-MLBPA Youth Development Foundation. In addition to his work in baseball, Jeff also has handled grievance and salary arbitration cases for the National Hockey League Players' Association (NHLPA).

Prior to joining the MLBPA, Jeff served as a Field Attorney for the National Labor Relations Board and was Associate General Counsel at the AFL-CIO from 1997-2000, where his primary practice areas included immigration law and policy, federal and state campaign finance law, civil and human rights, and labor and employment law. In addition, Jeff coordinated the Federation's outreach program for law students of color.

Jeff is a double graduate of St. John's University, earning his undergraduate degree from the University in 1992 and his J.D. from the School of Law in 1996. From 2002-2014, he served as an Adjunct Professor of Law at St. John's, teaching a course in Sports Law. Additionally, from 2012-2014, he served as a Deputy Director of St. John's LLM program in International and Comparative Sports Law for American and Foreign Attorneys, where he also taught a course in U.S. Sports Law.