



Louis J. Manzo

Principal

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Lou leverages his experience prosecuting and litigating some of the highest-profile matters in the country to help clients navigate enforcement, internal investigations, and white collar matters.

Lou provides strategic counsel on high-stakes matters, focusing on complex and large-scale white collar litigation, investigations, and government enforcement (including environmental advertising and marketing claims such as greenwashing and carbon credit fraud). Clients benefit from his experience leading criminal investigations across the country as a former Assistant United States Attorney in the District of Columbia and Trial Attorney at the Fraud Section at the U.S. Department of Justice (DOJ). He understands the government from the inside out, including the motivations and strategies of federal prosecutors. Lou stands ready to deliver the highest quality results for entities and individuals facing the government.

Highlights of Lou's experience and expertise at Beveridge & Diamond include:

- Representing a corporation and individuals in a criminal investigation led by the Health Care Fraud Section within DOJ (Main Justice) involving allegations of average sales price manipulations, rebate fraud, and unnecessary services related to wound care and amniotic allograft products.
- Designing and implementing a healthcare compliance program for an early-stage growth company.
- Representing a municipality under criminal investigation by a United States Attorney's Office for environmental claims related to asbestos remediation.
- Representing a corporation under criminal investigation by a United States Attorney's Office for allegations related to Resource Conservation and Recovery Act, Clean Water Act, and Clean Air Act violations.
- Conducting an internal investigation for a corporation into employee allegations of alleged false statements submitted to EPA.
- Representing a corporation in a potential Occupational Health and Safety Administration (OSHA) investigation concerning the handling of highly hazardous chemicals.
- Representing a diplomat and other individuals in highly sensitive investigations litigated in the Superior Court of the District of Columbia

Highlights of Lou's experience and expertise at DOJ include:

- Serving as lead prosecutor on the largest COVID-19 pandemic fraud conspiracy investigation in the country. Lou convicted 15 individuals on wire fraud, bank fraud, false statements, and money laundering offenses stemming from more than \$75 million in fraud loss. In addition to executing dozens of search warrants across multiple states, Lou coordinated with foreign governments and banks to seize assets.
- Investigating the country's largest carbon credit offset case, which included allegations of accounting fraud relating to a public offering and wire fraud relating to the double counting of carbon offsets and mismarking of carbon offsets to defraud institutional investors and numerous high-profile individuals.
- Convicting an individual for manufacturing counterfeit parts impacting national security and causing a multimillion-dollar loss to the United States military. Lou coordinated with Army and Navy officials to locate and dispose of counterfeit parts located around the world and in use during active-duty military operations.
- Indicting, trying, and convicting six doctors for illegal opioid prescribing and health care fraud across multiple states as part of the largest nationwide takedown of health care professionals. Lou's prosecutions involved extensive direct and cross-examination of experts, in depth analysis of medical files, and locating former patients to testify at trial.
- Trying over 30 cases, including homicide, domestic violence, sexual assault, child abuse, obstruction of justice, conspiracy, violent crime, gun possession, and drug distribution offenses. Lou has prepared and presented hundreds of witnesses before grand and petit juries, including children, cooperators, law enforcement, and expert witnesses in medicine, cell site analysis, forensic collection and analysis of metadata, fingerprints, and DNA. He has authored extensive pre-trial motions, post-trial motions, and appellate briefs on Fourth Amendment, Fifth Amendment, and evidentiary rules.
- Completing nearly one hundred proffers and preparing numerous reverse proffers. Lou has developed close relationships with Assistant United States Attorneys across the United States and the white-collar defense bar.

As a former federal prosecutor, Lou has worked with dozens of federal law enforcement agencies and maintains close relationships with the Federal Bureau of Investigation, the Internal Revenue Service, the Drug Enforcement Agency, and the Department of Homeland Security, as well as the inspectors general within the Department of the Treasury, Health and Human Services, United States Postal Service, Federal Housing Finance Agency, Small Business Administration, and all branches of the military. He can quickly identify weaknesses in government investigations, advocate to key decision-makers within the government, and advise clients on the best course of action.

Lou regularly speaks with major news outlets, including CNN and *Bloomberg Law* on high-stakes criminal trials.

Education

- Boston College (B.A., 2006)
- Boston College (M.A., 2007)
- Georgetown University (J.D., 2013)

Bar Admissions

- District of Columbia
- Massachusetts

Professional Affiliations

- George Mason University School of Law ("White Collar Crime"), former adjunct professor

Honors & Awards

- Department of Justice's Attorney General's Distinguished Service Award
- Department of Justice's Assistant Attorney General's Exceptional Service Award
- Department of Homeland Security's Outstanding Investigation Award for Financial Crime
- Federal Bureau of Investigation's Service Award
- Anti-Defamation League's SHIELD Award
- United States Attorney's Office for the District of Columbia's Special Achievement Award for Trial Advocacy

Speaking Engagements

- Presenter on pandemic fraud prosecutions at William B. Bryant Washington, DC "Inn of Court," 2021
- Presenter at National COVID-19 Fraud Training on pandemic prosecutions, 2021
- Presenter in Nashville, TN for multi-state law enforcement Opioid Symposium on "Innovative Techniques in Identifying Pill Mills, Healthcare Fraud, and Deaths from Illegal Prescribing," 2019

Publications

January 29, 2025

Outlook for Trump Administration Environment, Energy, and Natural Resource Regulation, Enforcement & Litigation

Beveridge & Diamond

January 6, 2025

Navigating the Impacts of New York's Climate Superfund Legislation

Beveridge & Diamond

November 14, 2024

Carbon Markets Roundup

Beveridge & Diamond

September 25, 2024

Voluntary Carbon Markets: U.S. Increases Focus on Ensuring Market Integrity

Beveridge & Diamond