



## Deal Team - Mergers & Acquisitions

Foster Swift fields a Deal Team comprised of lawyers across its six offices throughout the State of Michigan.

Unlike many lawyers, we do not only dabble in transactional work. Our team has closed hundreds of deals across nearly every industry, and can scale to any deal size. We have the firepower to easily manage 9-figure transactions, but are also equipped to handle a 6-figure deal in a cost effective manner. And we are experienced in representing all sides of the transaction – from buyers and sellers to private equity funds, lenders, joint venture partners, and other interested parties.

We are experts on the legal and practical issues that arise in transactions, and have the necessary real world experience to close deals efficiently while protecting our clients' interests. We advise on every aspect of the deal – from due diligence and structuring the deal, to negotiation, documentation, and closing. We work with each client and its other advisors to vet the target company, find the optimal transaction structure from both a tax and legal standpoint, work out the deal terms, prepare documentation that protects our client's interests without killing the deal, and getting to closing quickly.

Our representative experience speaks for itself:

- Represented the stockholders with a \$100m+ stock sale of an Internet service company.
- Represented purchasers and sellers of technology and telecommunication companies, including the \$40m sale of a cellular provider.
- Represented many manufacturers in sales and purchases, including 8-figure sales to publicly-held corporations.
- Represented buyers and sellers of professional practices ranging from \$250k to \$1.5m, including dental practices, medical groups, accounting firms, dentistry practices, and veterinary practices.
- Represent buyers and sellers of regulated businesses ranging from \$500k to \$10m, including financial services, health care, insurance groups, cannabis, and ITAR registered defense businesses.

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### ATTORNEYS

#### Shareholder

Joel C. Farrar  
Taylor A. Gast  
Todd W. Hoppe  
Matt G. Hrebec  
Mindi M. Johnson  
Ryan E. Lamb  
Nicholas M. Oertel  
Brent A. Titus  
Jennifer B. Van Regenmorter  
Andrew C. Vredenburg  
Michael C. Zahrt

#### Senior Attorney

Kelly Reed Lucas

#### Associate

Amanda J. Dernovshek  
Nicholas J. Stock II

#### Paralegal

Terri L. Bolyard

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### RELATED PRACTICES

Business Law  
Business Succession Planning  
Entity Selection, Organization & Planning  
Family Owned Businesses

- Represented Michigan financial institutions in the acquisition of bank holding companies and branches, including a \$110 million acquisition of another Michigan-based bank holding company and an \$840 million sale of a bank holding company.
- Directed a publicly-held corporation in its "going private" transaction and issuance of \$10 million of trust preferred securities.
- Represented numerous businesses in sales to private equity funds, including manufacturers, insurance agencies, and food processors.
- Represented private equity firms in the acquisition of portfolio companies – ranging in value from \$1m to \$100+m.
- Represented family members in connection with the acquisition of an approximately \$20 million agricultural manufacturing business from the prior generation.
- Represented numerous clients in the structuring of equity and contractual joint ventures – both domestic and international arrangements.

Still have questions? See our FAQs on Deals for Small & Medium Businesses page.

## **PUBLICATIONS & ALERTS**

New Federal Registration Exemption for M&A Brokers of Eligible Businesses, *Foster Swift Business & Tax Law News*, October 4, 2023

In Crisis Lies Opportunity: Growth Through M&A During COVID-19, *MiBiz*, October 26, 2020

## **NEWS**

Dernovshek Named to ICBA's "Top 5 under 35" Attorneys, *Ingham County Bar Association*, March 15, 2024

Foster Swift Selects Gast as Business Practice Co-Leader, *Ingham County Legal News*, February 23, 2024

Foster Swift Elects EC Officers for 2024, *Ingham County Legal News*, February 21, 2024

Foster Swift Attorneys Named 2024 Best Lawyers in America, *Best Lawyers in America*, August 17, 2023

Grand Rapids Law Firm Welcomes Two Associates, *Grand Rapids Legal News*, November 14, 2022

Foster Swift Elects Four Shareholders, January 10, 2022

Foster Swift Attorneys Named to 2022 Best Lawyers in America®, August 19, 2021

New Rising Star Listing in Super Lawyers 2021, *Michigan Super Lawyers*, August 13, 2021

The Impact of PPP Loans on Mergers & Acquisitions, October 16, 2020

Foster Swift Attorneys Named to 2021 Best Lawyers in America®, August 20, 2020

Nows Speaks on Equity Crowdfunding at GCEC Conference, October 10, 2018

44 Foster Swift Attorneys Named to 2016 Best Lawyers in America® Roster, August 21, 2015

Entrepreneur Institute of Mid-Michigan names Attorney Joel C. Farrar "Volunteer of the Year", June 11, 2015

Foster Swift Attorney Randall Harbour named to position in the American Bar Association, August 20, 2013



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**EVENTS**

Michigan Business Beat: Mergers And Acquisitions Exemptions, *Michigan Business Network*, October 17, 2023

Learn Key Considerations for Selling a Business, *Foster Swift 2nd Wednesday Morning Break*, April 13, 2022

The Past and Future of Equity Crowdfunding, *Global Consortium of Entrepreneurship Centers (GCEC) Conference*, October 19, 2018

Mergers and Acquisitions, *National Association of Legal Assistants*, May 8, 2012

Mergers and Acquisitions, *National Association of Legal Assistants*, November 8, 2011

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