

Corporations and growing businesses both face unique challenges in our rapidly changing economy and in the competitive marketplace. Fueled by an intense entrepreneurial spirit and knowledge gleaned from successful client engagements and relationships, Babst Calland's Corporate and Commercial Practice Group has the right experience and depth to assist a wide range of businesses with legal needs and problems, both large and small. We advise and assist companies from every industry segment including energy, chemical, industrial manufacturing, business services, technology, telecommunications, and retail and consumer products.



We're business problem solvers – and our philosophy is to seek opportunities for clients. In addition to our role as legal advisors, we weigh-in on important matters that enable clients to make calculated risk-based decisions. Our attorneys are focused on mitigating risk and exposure while anticipating client needs based on business strategy, priorities and operating conditions.

We handle sophisticated transactions. Our approach to providing legal counsel and support is one that works best with clients who need an experienced legal team that understands company operations and translates that knowledge into a highly interactive engagement supported by excellent service and a reasonable and highly competitive fee structure. Our effective and focused project management approach yields the desired outcomes in the most cost-efficient manner.

## General Business Counsel

Every business faces legal issues on a daily basis. At Babst Calland, we understand how to meet these challenges quickly and efficiently because our business attorneys have worked as entrepreneurs and corporate executives, as well as in-house counsel for both public and private companies. Our perspective makes Babst Calland's corporate and commercial law practice unique, and allows us to partner with clients as an adjunct to your existing legal and business teams. Whether you're a large or small company, a for-profit or non-profit entity, you can benefit from our constructive and practical counsel for matters that include business structuring and planning, corporate governance, commercial contracts, federal and state securities law compliance, and technology and software licensing.

## Banking and Finance

Babst Calland's Commercial Lending and Real Estate Finance Group represents a diverse group of regional and community banks, as well as other lenders and borrowers, in a variety of commercial lending and real estate financing transactions. Our team of finance attorneys has extensive experience in structuring, negotiating, documenting and closing a broad range of commercial and real estate financing transactions, both secured and unsecured, including asset-based and cash flow financings, real estate development and construction financings, loan participations and multi-lender/multi-tranche acquisition financings. We represent lenders and borrowers in all phases of financing transactions, from the initial documentation on front-end loans, through re-financings, workouts and restructurings, as well as financings for the purchase of assets in bankruptcy sales.

## Mergers and Acquisitions

Whether your company is in acquisition mode, selling all or a portion of its business or undergoing a corporate restructuring, our mergers and acquisitions attorneys can provide cost-effective, timely and efficient assistance.

Rely on us to assist with all phases of the deal process, from contract analysis to drafting and negotiating all transaction documents. We can manage due diligence projects and complete regulatory filings and permitting, such as those required by the Hart-Scott-Rodino Antitrust Improvements Act. When necessary, we tap into the skills of other attorneys in the firm, such as those in the environmental or real estate practice areas to bring a full breadth of knowledge to bear on our clients' transactions.

# CORPORATE & COMMERCIAL

Our mergers and acquisitions team has acted as lead deal counsel for hundreds of stock, asset, merger and reorganization transactions. The industries we serve are as diverse as our experience, and include energy, metals, chemicals, telecommunications, utilities and technology companies.

There is no business or transaction too large or too small. Our extensive experience and cost-effective approach provide unrivaled value. Our deal teams are tailored particularly to your business and the transaction at hand, and we staff all transactions with the right number of lawyers with the relevant experience to ensure that the deal is completed on time and on budget.



## Real Estate, Land Use & Zoning

Real estate transactions are never one-dimensional. That's why every real estate attorney at Babst Calland is backed by the firm's vast resources in real property, zoning and land use, construction, finance, energy and environmental law.

Working as a team, we're able to serve developers, owners, tenants, buyers, brokers and managers of commercial real estate and energy assets across all facets of the project, from purchasing through financing, developing, managing and ultimately selling the property.

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