

CASE STUDY

## Structuring and closing a complicated business expansion

### OVERVIEW

In 2016, a regional company with retail holdings wanted to grow its business in the Northeast. Under a tight time frame, we helped our client quickly acquire about 40 stores in three states, a deal involving approximately \$110 million in assets. The complicated transactions included structuring and implementing a bid proposal process, financing, acquisition with a sale/leaseback and dealing with important environmental issues. In the course of the assignment, our lead attorney coordinated a team of professional advisors inside and outside the firm.