GreeneHurlocker

Mergers & Acquisitions

End-to-End Transaction Counsel for the Middle Market

Our Mergers & Acquisitions Practice

Our M&A practice delivers sophisticated transaction counsel typically associated with large national firms, combined with the responsiveness and value of a boutique practice. We represent buyers, sellers, and investors in lower- to middle-market transactions ranging from $5 million to $50 million across diverse industries throughout Virginia and the Mid-Atlantic region. Our attorneys bring decades of experience from leading national law firms and large corporations, providing clients with top-tier expertise in a more nimble and cost-effective platform.

Our comprehensive M&A services encompass:

- Stock and asset acquisitions and dispositions
- Mergers and corporate reorganizations
- Joint ventures and strategic alliances
- Private equity and venture capital transactions
- Management buyouts
- Carve-outs and spin-offs
- Growth equity investments
- Strategic minority investments

We guide clients through every phase of the transaction lifecycle, from initial structuring and due diligence through closing and post-closing integration. Our team has deep experience managing complex deals involving multiple stakeholders, challenging regulatory requirements, and intricate financing structures. We excel at crafting creative solutions to help clients overcome obstacles and achieve their strategic objectives.

Our Mergers & Acquisitions Practice

While we serve clients across all sectors, our deep expertise in the energy industry positions us to provide particularly valuable counsel on transactions involving energy companies. Our energy sector experience spans traditional and renewable generation, transmission, energy storage, and cleantech. This specialized knowledge, combined with our broader transaction expertise, makes us especially well-suited for deals in highly regulated industries where technical expertise and regulatory compliance are crucial.

For every transaction, we provide hands-on partner attention and practical, business-minded solutions focused on efficiently closing deals while protecting our clients' interests. Our attorneys take time to understand each client's business objectives and industry dynamics, enabling us to provide strategic guidance that goes beyond just legal advice. Our lean structure allows us to offer sophisticated counsel at competitive rates, making us an ideal choice for lower- to middle-market transactions where both efficiency and effectiveness is crucial.

Representative Transactions

Our transactional capabilities span industries and deal structures. Here are examples of deals our team has worked on:

- $28 million sale of regional leader in highway vegetation management to private equity firm
- $15 million acquisition by national leader in distributor organic herbs of closest competitor
- $47 million acquisition of leading mortgage credit reporting service and multiple smaller add-on acquisitions
- $210 million acquisition of leading property tax and flood services provider
- Acquisition of a leading Virginia agricultural equipment manufacturer by a company simultaneously under due diligence by Berkshire Hathaway
- 368(a) acquisition of NYC web application development company by aggressively expanding information technology firm
- Roll-up acquisition of four European Internet software development companies
- $128 million acquisition of Durham County Regional Hospital on behalf of client Duke University Health System
- Acquisition of trade show management company
- $20 million acquisition of UK- based chartered surveyor and building consultancy
- Acquisition of numerous residential and commercial title agencies with more than $25 million of capital deployed
- Rollup of numerous specialty interest and hobbyist magazines with investment of approximately $10 million

Jared Burden

Member

Jared Burden provides legal counsel both to established companies pursuing challenging corporate opportunities and transactions and earlier-stage businesses pursuing success. Jared has a 30-year experience base in emerging growth and middle-market mergers and acquisitions, private equity and VC capital raises, contract drafting and negotiation, branding, commercial real estate transactions and land use matters, and the numerous other intersections of law and business. He has assisted agribusiness companies operating at the leading edge of sustainable food production technologies. For GreeneHurlocker's significant practice in running complex utility-scale and community solar energy development transactions in the Mid-Atlantic, Jared assists clients in corporate and real estate deals within that industry as well, from initial land acquisition to tax equity financing to project acquisition. Jared manages GreeneHurlocker's Shenandoah Valley, VA office in Harrisonburg and works with clients on opportunities statewide and across the country.

In 2016, Jared launched the OPENgc service, which provides flat fee general counsel services on an outsourced basis to small and medium-sized businesses which do not have full-time "in-house" counsel. With this relationship, clients have access to GreeneHurlocker's versatile legal and business experience and Jared's wide-ranging contacts in the legal community in the Mid-Atlantic region and beyond.

Jared began his legal practice in California in 1987, serving clients while an associate and Partner in large law firms in San Francisco, Washington, DC, and Tysons Corner, including Pillsbury and Williams Mullen. He relocated to the Shenandoah Valley in 2002, where he was General Counsel to a diversified corporation based in Harrisonburg, and also served as an executive with a retail real estate developer in the Washington, DC area, where he was accountable to CVS for the success of the company's new store development across the three-state DC region.

Jared earned his undergraduate degree (magna cum laude) at Duke University and his J. D. at the University of Virginia School of Law.

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Andy Brownstein

Member

Andy Brownstein is a member in the firm and focuses his law practice on business law, corporate finance, mergers and acquisitions, real estate and investment banking.

Andy counsels business clients and entrepreneurs in buy and sell-side mergers and acquisitions, strategic financing and capital investments, joint ventures, credit facilities, commercial real estate investments and contract matters.

Andy was a founder of and served as General Counsel of Global Realty Services Group for a decade, while also serving as its Chief Financial Officer (2009-2016) and President of its affiliated title company (2013-2017). Prior to GRSG, he was Senior Vice President-International Services for LandAmerica Financial Group after serving as SVP-Corporate Development. After law school, he served on the corporate finance team at McGuireWoods. Other career positions were with investment banking and private equity investment firms in both Richmond and New York.

Andy earned his J.D. and B.A. at the University of Virginia. At law school, he was the recipient of the S. Phillip Heiner Memorial Scholarship and was a William H. Echols Scholar in his undergraduate years.

Andy has a lifelong involvement in community service and Richmond's Jewish Community. Among his service he was Chairman of the Richmond Jewish Foundation, Chairman of the Virginia Small Business Financing Authority, President of the Weinstein Jewish Community Center and recipient of the Weinstein JCC's Bernstein Leadership Award in 2010.

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Eric Hurlocker

Of Counsel

Eric Hurlocker has focused for over 25 years on advising regulatory clients in the areas of energy law as well as commercial transactions and general corporate work for energy and technology companies, manufacturers and services providers. Eric's renewable energy development company clients, as well as companies looking to use renewable energy in their operations, have come to depend on his thorough knowledge of this growing energy sector.

Eric's experience representing in the solar space is second to none. His clients are primarily solar developers and project owners, and the projects have been small residential; commercial and industrial distributed generation ranging between 10 kW and 1.5 MW; and utility scale projects ranging from 5 MW to 80 MW. Eric has been involved in the development, acquisition and sale of over 1,000 MW of solar PV projects (with the majority coming in the past 3 years), and a number of solar thermal installations across the country.

Eric has worked on projects located throughout the United States, with a particular emphasis on the acquisition, development, financing and sale of renewable energy projects in Virginia. His M&A and financing experience includes partnership flips (representing sponsor equity); sale/leaseback (representing developer/lessee); sales of assets (asset purchase and sale transactions); and equity sales of developer Special Purpose Entities (membership interest purchase agreements). In addition to financing agreements, Eric has handled transactions involving PPAs, land leases, SREC agreements; EPC agreements including subcontract agreements; and interconnection agreements. Finally, Eric has assisted companies in Virginia with maneuvering through the DEQ's permit-by-rule process and also with drafting legislation regarding solar/renewable issues.

Eric's expertise comes from working at two large Virginia-based law firms, as well as in-house at Dominion Energy Virginia in Richmond and as senior in-house corporate and energy attorney at PPL Corporation in Allentown, Pennsylvania. Eric's practice has taken him to negotiating tables and boardrooms appearances on behalf of clients before various state commissions and regional transmission operators.

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