

# OUR PRACTICE

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## Business and Corporate

The more than 175 attorneys in Baker Donelson's Business Department represent public, private and emerging companies in a wide variety of areas, including data protection and privacy, technology transactions and agreements, public and private offerings, capital markets and lending transactions, executive compensation issues, corporate governance, ESG investments, mergers and acquisitions, corporate finance, tax and related services, strategic business planning, entity formation, and domestic and global commercial transactions.

Our team members provide advice on tax planning considerations for our clients' businesses at every stage of the lifecycle, including executive compensation, recapitalization, benefit plans and state and local taxes. We also offer our business clients advice on transitioning their businesses to the next generation of owners and manager, as well as guidance on registering as a benefit corporation. We are knowledgeable in both domestic and foreign tax issues, from individual tax and estate planning to international tax treaties.

Additionally, we help our clients protect and promote their brand's trademarks, inventions and other forms of intellectual property in the U.S. and throughout the world. We also assist our clients in managing real estate investments in a wide spectrum of real estate transactions including developments, single asset and portfolio sales and acquisitions, leasing and financing.

Our focus on industry-specific service teams means our attorneys understand the business climate and unique challenges under which our clients are operating. These teams include [Gaming](#); [Manufacturing](#); [REITs](#); [Drug, Device and Life Sciences](#); [Hospitality, Franchising and Distribution](#); [Automotive](#); [Energy](#); [Telecommunications](#); [Retail](#); [Health Care](#); and [Construction](#).

We draw upon our extensive knowledge and experience to work as a strategic partner and advisor to our clients, serving their immediate goals as well as their longer-term objectives. We tailor our services and approach to meet the unique needs of our clients by providing timely, thoughtful and effective solutions, whether their businesses are public or private, domestic or foreign.



## Case Studies

*Results may vary depending on your particular facts and legal circumstances.*

- [Our Holistic and Innovative Approach to a Legal Department's Convergence Process](#) - Innovation



## Representative Matters

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- Represented a publicly traded real estate investment trust in connection with numerous development transactions related to hospital and medical office buildings throughout the United States.
- Outside general counsel to several FAA Part 135 on-demand aircraft charter operators, including assistance with customer service agreements and other contractual and regulatory issues..
- Lead counsel to various clients in international aircraft and equipment leases and purchase and sale agreements, and coordination with local counsel regarding aviation, secured asset and tax issues in more than 40 countries, including India, China, Taiwan, Australia, New Zealand, Indonesia, Tanzania, South Africa, Brazil, Peru, and Chile, as well as most countries in Western Europe.
- Represented one of the nation's largest bank affiliated leasing companies in connection with various equipment leasing and financing transactions.

- Served as corporate and board counsel for an independent oil and gas company, an emerging biotechnology firm, a medical device company and a health information technology company.
- Served as corporate counsel for a large, publicly traded manufacturer, a large private distributor, a generic pharmaceutical company, a fiber optics company, and a leading emerging company in the electronic health records field.
- Provided counsel to a company in the behavioral health care industry in connection with a \$55 million venture capital investment.
- Represented a publicly traded company in the hospitality industry in the \$45 million divestiture of certain assets to a privately held affiliate.
- Assisted a major automobile manufacturer in negotiating a mineral supply agreement, which included a \$150 million investment by the manufacturer in the mineral company's production.
- Represented a commercial financing company in a transaction to provide a \$465 million term loan credit facility to an offshore support services company.
- Represented a seller in the sale of 10 franchise retail food service locations and a related real estate portfolio for approximately \$25 million.