



Mergers & Acquisitions

Getting deals done. It's not always as easy as it sounds. It takes an experienced team that can provide sound and timely business counsel and execute a transaction efficiently. The Williams Mullen Mergers and Acquisitions Practice has extensive experience, having represented strategic and financial buyers and sellers in numerous transactions. Our team's deals have varied from a few million dollars to more than two billion in size and have included negotiated purchases and divestitures by public companies, private companies, private equity funds and venture capital funds. We also have experience with tender offers, restructurings, spin-offs, leveraged buy-outs and "going-private" transactions.

Our team is proficient in a wide variety of industries, including [automotive dealerships](#), [franchises](#), [banking and financial services](#), [government contractors](#), [hospitality](#), [insurance](#) and [insurance brokerages](#), [long term care](#), [manufacturing](#), [retail](#) and [software and technology](#).

As a result of our participation in this wide variety of transactions across multiple industries, our Mergers and Acquisitions Practice has gained valuable experience and insight into industry-specific norms and various structures and methods for approaching transactions. We organize our mergers and acquisitions deal teams around each client's transaction and have experienced team members who make valuable contributions to the deal teams from our [tax](#); [employee benefits](#); [labor, employment and immigration](#); [intellectual property](#), [real estate](#), [environmental](#) and other groups. Our team's combination of experience, creativity and ability to execute a transaction efficiently brings added value to our clients and allows us to find ways to close transactions for our clients where others might fail to find workable solutions.

Experience

- Represented a Virginia-based carrier owning more than 400 trucks and operations throughout the U.S. and Canada in the sale of the company and related entities to a large, full-truckload carrier in North America.
- Represented a group of privately held companies in a \$214 million sale of their waste disposal business and related real estate assets.
- Represented an internet video platform in its acquisition of a live video streaming company.
- Represented a developer of cloud-based, technology-led, spend management solutions for the public and private sector markets in its sale to a software company on the London stock exchange for over \$130 million.
- Represented a bank subsidiary in its purchase of an investment advisory firm with more than \$400

million of assets under management.

- Represented a clinical trials laboratory services joint venture in its acquisition of a leading provider of precision medicine technology solutions. Structured as a reverse triangular merger, the transaction required significant technology diligence review, a complex shareholder arrangement with both option and warrant holders, as well as substantial post-closing tax planning.
- Served as buyer's counsel to a privately held American media company in its acquisition of a U.S. and Canadian pharmaceutical company.
- Representation of a ground transportation service provider with a footprint in twelve states in connection with a controlling equity investment by a private equity firm. The deal process included a pre-closing reorganization with multiple subsidiaries in multiple states.
- Represented a drone manufacturer in a \$35 million sale of the company to a publicly traded defense contractor.
- Served as buyer's counsel to a manufacturer, marketer and distributor of nutritional supplements in its acquisition of a maker of over-the-counter healthcare products.
- Represented a financial institution in its merger with a holding company, creating a community bank with around \$800 million in total assets.
- Represented family-owned convenience store and oil company in the sale of its convenience stores and wholesale fuel distribution company.
- Represented a health and educational support services company in its sale to a private equity firm.
- Represented a leading natural food pet treats online retailer in its sale to a New York-based family office.
- Represented a top 50 middle-market insurance agency in its acquisition of a Delaware-based insurance agency.
- Represented a global leader in branched-chain amino acid sports nutrition in its sale to a market leader in sports nutrition.
- Represented a telecom company in a \$13 million acquisition of a broadband internet provider's business in Virginia.
- Represented an RV resort in North Carolina in its \$4 million sale to a property manager and developer.
- Served as buyer's counsel to a software development, design and digital marketing agency in its acquisition of a mobile software products company.
- Represented a regional transportation services provider in the purchase of assets from two shuttle companies.

Related News

- Crumpler Article Published in Inside Business
- Corporate Law Alert - North Carolina
- The Impact of the New Obama Administration on the Laws Affecting Mergers and Acquisitions
- Williams Mullen Recognized by Chambers USA for 2012

- Williams Mullen Client Wins Important Case, Assuring That It Is Not Held Liable for Debts of its Corporate Predecessor
- Williams Mullen to Assist in Genesis HealthCare's Acquisition of Sun Healthcare Group
- Williams Mullen Advises Amerigroup on Acquisition of Health Plus
- Williams Mullen Advises Markel Ventures on Acquisition of Havco
- Williams Mullen Advises Southern Community Financial Corporation as Company is Acquired by Capital Bank Financial Corp.
- Williams Mullen Advises Amerigroup on Acquisition of Health Plus to Expand New York Presence
- Williams Mullen Advises Markel on Acquisition of Weldship
- Brian Vick quoted by the Triangle Business Journal
- Legal Project Management
- Williams Mullen Advises Lumber Liquidators on Asset Acquisition of Sequoia Floorings
- Chambers USA Recognizes Williams Mullen as a Leader in Business Law
- Williams Mullen Advises Genesis HealthCare in Real Estate Assets Acquisition by Health Care REIT, Inc.
- Williams Mullen has 47 first-tier metropolitan rankings in Best Lawyers and U.S. News Media Group's Best Law Firms inaugural publication
- Eighty-five Attorneys Named "Best Lawyers in America" 2010
- Williams Mullen Advises Coastal Training Technologies Corporation in Acquisition by DuPont
- Williams Mullen Facilitates New Global Partnership for Client REI Drilling
- Eighty-one Attorneys Named "Best Lawyers in America 2009"
- Williams Mullen Advises Adenosine Therapeutics in Acquisition by Clinical Data
- Chambers USA Recognizes Williams Mullen as a Leader in Business Law
- Williams Mullen Completes Deal for C. Lloyd Johnson Co. Inc.
- Williams Mullen Helps Complete Genesis HealthCare's Acquisition of Sun Healthcare Group
- Eric Berman quoted in National Law Journal
- Williams Mullen Helps Bow Tie Cinemas Acquire Clearview Cinemas from Cablevision
- Williams Mullen Attorneys Recognized by Chambers USA for 2013
- Bow Tie Cinemas Completes Its Acquisition of Clearview Cinemas from Cablevision
- 100 Williams Mullen Attorneys Named 2014 Best Lawyers in America
- Williams Mullen Assists Markel Ventures in its Acquisition of Eagle Construction
- Williams Mullen Represents Lonesource in Sale to Retail Giant Staples
- Williams Mullen Receives Top Rankings in U.S. News Best Lawyers "Best Law Firms"
- Williams Mullen helps USI Insurance Acquire Van Gilder Insurance Corporation
- Williams Mullen Welcomes Corporate Associate Meagan J. Thomasson
- Williams Mullen helps USI Insurance Acquire Travers, O'keefe & Associates, Inc.
- Williams Mullen assists with sale of Colonial Virginia Bank to Xenith Bank

- Williams Mullen Recognized by Chambers USA for 2014
- Williams Mullen Represents Select Bancorp in Merger with New Century Bancorp
- Williams Mullen Represents Markel Ventures in Acquisition of Cottrell, Inc.
- The American Lawyer mentions Williams Mullen's role in Dollar Tree-Family Dollar merger
- Sharpening the Blue Pencil: NC Court of Appeals Decision May Give Business Buyers More Power over Non-Competes
- Williams Mullen Welcomes Corporate Finance Attorney Pam Rosen
- Williams Mullen Recognized by Chambers USA for 2015
- FDI USA Newsletter - June 2015
- 106 Williams Mullen Attorneys named 2016 Best Lawyers in America
- Williams Mullen Represents BOSH Global Services in Sale to Momentum Aviation Group
- Ben Crumpler Returns to Williams Mullen's Corporate Practice in Norfolk
- Williams Mullen Welcomes Former Skadden Associate Vanessa Yearick to Corporate Practice
- Williams Mullen Ranked Nationally in 16 Legal Practices by U.S. News ? Best Lawyers ?Best Law Firms? 2016
- Williams Mullen Welcomes Seven First-Year Associates
- Williams Mullen Represents Monarch in \$7.3 Billion Merger with TowneBank
- FDI USA News - December 2015
- Larry Parker Quoted in Richmond Times-Dispatch Article about Mergers & Acquisitions in 2016
- Williams Mullen Represents Genesis Healthcare in Sale of Kansas Assisted Living Facilities
- Williams Mullen Represents Genesis Healthcare in Deal with Revera Inc.
- Williams Mullen Advises Markel For Majority Investment In CapTech
- 12 Williams Mullen Attorneys Named 2016 North Carolina Super Lawyers
- 56 Williams Mullen Attorneys Named 2016 Virginia Super Lawyers; 22 Named 2016 Rising Stars
- Supreme Court Upholds North Carolina's Blue Pencil Doctrine Impacting Non-Competes
- 26 Williams Mullen Attorneys, 11 Practice Areas Recognized by Chambers USA for 2016
- 100 Williams Mullen Attorneys Named 2017 Best Lawyers in America
- John Paris Discusses Angel Investing and Startup Stories on Tomorrow's Tech Podcast
- Experienced Corporate Attorney Elizabeth Hester Joins Williams Mullen
- Williams Mullen Ranked Nationally in 15 Legal Practices by U.S. News ? Best Lawyers ?Best Law Firms? 2017
- Williams Mullen Lands Attorneys Scott Richter and Ben McCall to Bolster Corporate and Community Banking Teams
- 54 Williams Mullen Attorneys Named to 2017 Virginia Super Lawyers List; 21 Named 2017 Rising Stars
- Williams Mullen Advises TowneBank in Acquisition of Paragon Commercial Corporation and Paragon Commercial Bank

- 32 Williams Mullen Attorneys, 12 Practice Areas Recognized by Chambers USA for 2017
- Former SEC Attorney Mark Zaruba Joins Williams Mullen
- Williams Mullen Advises Bank of McKenney in Merger with Citizens Community Bank
- Williams Mullen Helps Leesa Sleep Raise \$23 Million through Series B Funding
- 114 Williams Mullen Attorneys Listed in The Best Lawyers in America 2018
- Williams Mullen Advises Citizens National Bank in Merger with Old Point Financial
- Williams Mullen Ranked Nationally in 14 Practice Areas by U.S. News ? Best Lawyers? ?Best Law Firms? 2018
- Williams Mullen Welcomes Three First-Year Associates
- Williams Mullen Welcomes Business & Corporate Associate Wenhong You
- 53 Williams Mullen Attorneys Named to 2018 Virginia Super Lawyers List; 20 Named 2018 Rising Stars
- Williams Mullen Welcomes Corporate Associates Amish Patel, Sadullah Karimi
- 29 Williams Mullen Attorneys, 12 Practice Areas Recognized in Chambers USA 2018 Guide
- PODCAST: Key Considerations in Mergers and Acquisitions of Government Contractors
- 110 Williams Mullen Attorneys Listed in Latest Edition of The Best Lawyers in America©
- Williams Mullen Welcomes Corporate Associate Chris Moore in Raleigh
- Williams Mullen Helps American National in \$95.6 Million Acquisition of HomeTown Bankshares
- Corporate Attorney Trevor Wind Joins Williams Mullen
- Williams Mullen Ranked Nationally in 15 Practice Areas by U.S. News ? Best Lawyers 'Best Law Firms' 2019
- Williams Mullen Announces Election of Seven New Partners
- Amish Patel Selected to the North Carolina Bar Association Leadership Academy
- 47 Williams Mullen Attorneys Named to 2019 Virginia Super Lawyers List; 17 Named 2019 Rising Stars
- 30 Williams Mullen Attorneys, 12 Practice Areas Recognized in Chambers USA 2019
- Williams Mullen Represents West Oil in Sale of 26 Convenience Stores
- Williams Mullen Represents Blue Ridge Bankshares Inc. in Acquisition of Virginia Community Bankshares Inc.
- Williams Mullen Adds Three Corporate Attorneys
- Williams Mullen Helps Boston Barricade Complete ESOP Transaction
- Williams Mullen Represents The C.F. Sauer Company in Sale to Private Equity Firm
- Energy Attorneys Jim Guy and Garland Carr, Corporate Attorney Cathy Zhang Join Williams Mullen
- 119 Williams Mullen Attorneys Listed in 2020 Edition of The Best Lawyers in America©
- 15 Williams Mullen Attorneys Named "Lawyers of the Year" by Best Lawyers®
- Williams Mullen Representing C&F Financial Corporation in Acquisition of Peoples Bankshares, Inc.
- Williams Mullen Deepens Corporate Section with Addition of Randal Greene

- Carrie Stanton Named to 2019 Class of Up & Coming Lawyers by Virginia Lawyers Weekly
- PODCAST: Employee Benefits in Mergers and Acquisitions
- Williams Mullen Represents Millers Energy in Acquisition of John Brothers Oil, Heating and Air Conditioning
- Williams Mullen Nationally Ranked in 13 Practice Areas by U.S. News ? Best Lawyers ?Best Law Firms? 2020
- Williams Mullen Welcomes Three Attorneys to Richmond Office
- 9 Williams Mullen Attorneys Named to CoVa Biz Magazine?s Top Lawyers of Coastal Virginia 2020
- Allocation of Risk in the Era of COVID-19: Material Adverse Change in M&A Agreements
- 35 Williams Mullen Attorneys Named to 2020 Virginia Super Lawyers List; 13 Named 2020 Rising Stars
- MAEs and COVID-19: The Latest on Case Law
- Williams Mullen Advises Cary Street Partners in its Acquisition of Waypoint Advisors
- 116 Williams Mullen Attorneys Listed in 2021 Edition of The Best Lawyers in America®; Most Total Lawyers in Virginia
- 20 Williams Mullen Attorneys Named ?Ones To Watch? by Best Lawyers®
- COVID-19 Comeback Plan: Streamlining Your Commercial Contract Negotiations
- Williams Mullen Represents Bay Banks of Virginia in Announced Merger with Blue Ridge Bankshares
- Williams Mullen Represents Two Florida Packaging Manufacturers in Sale to Private Equity Firm
- SEC Expands the Definition of Accredited Investor
- Williams Mullen Welcomes Two New Associates to Corporate and Litigation Sections
- Williams Mullen Represents Virginia National Bankshares Corporation in Announced Merger with Fauquier Bankshares, Inc.

Related Events

- Deferred Compensation in M&A Transactions: Where to Look, How to Pay
- CLE Institute - What?s Keeping You Up at Night? Business Risks of COVID-19
- Webinar: Restrictive Covenants in M&A Transactions
- M&A Webinar: Tax-Free Rollovers in Private Equity Transactions
- M&A Considerations in Government Contracts Transactions
- M&A Webinar Series: Unique Deal Issues
- Webinar: The Intersection of Rep & Warranty Insurance and Delayed Closings
- Capturing Enterprise Value: Creating Legacy Through Business Transactions
- Webinar: Data Protection and Privacy: Due Diligence Issues in M&A Transactions
- 10.31-12.5 | The 2020 Business Solutions Series Presented by the Hampton Roads Economic Development Alliance and Williams Mullen

- Get What You Pay For: IP Due Diligence in M&A Transactions
- Webinar: Real Estate Considerations for M&A Transactions
- Webinar: Tax Considerations for M&A Transactions
- Deal Makers Panel - 11th Annual Insurance Brokerage Summit
- German-American Business Luncheon
- Webinar: Critical M&A Consideration for Bank CEOs and Directors
- 9th Annual SNL Insurance Brokerage Summit
- Richmond Capital Markets Forum
- 8th Annual SNL Insurance Brokerage Summit
- Mergers, Acquisitions and Valuation ? What Government Contractors Need to Know in an Uncertain Environment
- Growth Opportunities for International Companies in 2010
- Mergers and Acquisitions: A Growth Strategy for International Companies in 2011
- Follow the Money: Opportunity for Participation in Stimulus Act Public and Private Sector Projects
- Private Company M&A in 2011: Buying and Selling Small to Medium-Sized Companies

Related Attorneys

- S. Tarpley Ashworth, Jr. – 804.420.6413 – tashworth@williamsmullen.com
- Gregory R. Bishop – 804.420.6930 – gbishop@williamsmullen.com
- Jonathan Bliley – 804.420.6471 – jbliley@williamsmullen.com
- Miles S. Bruder – 919.981.4039 – mbruder@williamsmullen.com
- Stephen W. Burke – 757.473.5332 – sburke@williamsmullen.com
- Jenny H. Connors – 804.420.6582 – jconnors@williamsmullen.com
- Benjamin C. Crumpler – 757.629.0716 – bcrumpler@williamsmullen.com
- David L. Dallas, Jr. – 434.951.5707 – ddallas@williamsmullen.com
- Patrick C. Devine, Jr. – 757.629.0614 – pdevine@williamsmullen.com
- Robert C. Dewar – 804.420.6935 – rdewar@williamsmullen.com
- Anne E. Domezick – 757.473.5438 – adomezick@williamsmullen.com
- Fallon A. Dungan – 757.473.5322 – fdungan@williamsmullen.com
- Thomas R. Frantz – 757.473.5306 – tfrantz@williamsmullen.com
- James M. "Jim" Giudice – 804.420.6453 – jgiudice@williamsmullen.com
- Philip H. Goodpasture – 804.420.6904 – pgoodpasture@williamsmullen.com
- Hon. Patrick O. Gottschalk – 804.420.6425 – pgottschalk@williamsmullen.com
- Randal R. Greene, Jr. – 804.420.6531 – rgreene@williamsmullen.com
- Ryan A. Hanson – 757.473.5442 – rhanson@williamsmullen.com
- Elizabeth G. "Bitsy" Hester – 804.420.6321 – ehester@williamsmullen.com

- Meagan J. Kalantar (Thomasson) – 757.473.5315 – mkalantar@williamsmullen.com
- Charles W. Kemp – 804.420.6929 – ckemp@williamsmullen.com
- Otto W. Konrad – 804.420.6093 – okonrad@williamsmullen.com
- David M. Lay – 804.420.6519 – dlay@williamsmullen.com
- Gary D. LeClair – 804.420.6473 – gleclair@williamsmullen.com
- Lee G. Lester – 804.420.6583 – llester@williamsmullen.com
- Benjamin A. McCall – 804.420.6218 – bmccall@williamsmullen.com
- John S. Mitchell, Jr. – 202.293.8117 – jmitchell@williamsmullen.com
- Christopher A. "Chris" Moore – 919.981.4022 – cmoore@williamsmullen.com
- Richard D. "Rick" Palmieri – 804.420.6499 – rpalmieri@williamsmullen.com
- John M. Paris, Jr. – 757.473.5308 – jparis@williamsmullen.com
- Laurence V. Parker, Jr. – 804.420.6467 – lparker@williamsmullen.com
- Amish Patel – 919.981.4023 – apatel@williamsmullen.com
- David F. Paulson, Jr. – 919.981.4003 – dpaulson@williamsmullen.com
- Lauren N. Pennington – 757.282.5062 – lpennington@williamsmullen.com
- Scott H. Richter – 804.420.6221 – srichter@williamsmullen.com
- Douglas L. Sbertoli – 804.420.6450 – dsbertoli@williamsmullen.com
- Ken Shevlin – 434.951.5719 – kshevlin@williamsmullen.com
- Aaron G. Spencer – 919.981.4032 – agspencer@williamsmullen.com
- Caroline W. "Carrie" Stanton – 434.951.5708 – cstanton@williamsmullen.com
- J. Forbes Thompson – 202.327.5070 – fthompson@williamsmullen.com
- Edward R. "Ned" Turnbull – 804.420.6605 – eturnbull@williamsmullen.com
- Theron M. "Tad" vanDusen – 919.981.4081 – tvandusen@williamsmullen.com
- Andrew W. White – 804.420.6243 – awhite@williamsmullen.com
- Trevor D. Wind – 804.420.6323 – twind@williamsmullen.com
- Mark N. Zaruba – 804.420.6314 – mzaruba@williamsmullen.com
- Xiang "Cathy" Zhang – 804.420.6378 – xzhang@williamsmullen.com