Private Equity and Venture Capital

Trenam Law attorneys counsel investors through all phases, from the initial funding stage to servicing ongoing portfolio company investments and structuring innovative exit strategies. Our experience representing both funds and targets allows us to see transactions from all sides, which enables our attorneys to be proactive in identifying potential issues before they develop, and to address them efficiently and effectively if and when they do. This approach also allows us to propose alternatives for our clients and respond to issues in a way that differentiates them from competitors when pursuing and closing investments.

We understand each private equity client is unique and we work closely with our clients and their financial consultants and other advisers to understand the client's specific business objectives. We tailor our advice to help each client achieve practical and cost-efficient business and legal solutions, while maximizing operational flexibility and financial returns.

Trenam's private equity attorneys are part of our firm's broader team of transaction attorneys, and provide a deep bench of business experience across various practice areas that our private equity clients can tap into as necessary. Private equity clients regularly call on our tax, employee benefits, litigation, and real estate lawyers to assist with various matters involving their portfolio company investments. In addition to providing counsel for the legal issues involved in private equity transactions, our attorneys are skilled at structuring innovative, tax-advantaged solutions for our clients and create tax-efficient structures which align the risk and reward to the goals of each.

Our attorneys also represent venture capital funds and other investors seeking opportunities, as well as start-up and emerging growth companies seeking capital, and understand the venture investment landscape for deal structures. We help investors evaluate potential investments, assist with due diligence investigations, negotiate financing terms, draft documentation, and structure and close transactions efficiently. We also work with, and provide counsel to, portfolio companies after the venture investment. On the company-side, we assist in structuring, negotiating, documenting and closing investment transactions involving common stock, preferred stock, subordinated debt, warrants and other forms of equity, equity-related and debt securities.

Representative Matters:

• Represented private equity firm in acquisition of supplier of manufactured molded plastic, rubber and metal components.
• Represented venture capital firm in Series A investment in a digital music distribution company.
• Represented a cybersecurity and compliance firm in connection with a preferred equity investment from a private equity fund focused on growth equity investments.
• Represented private equity fund in connection with leveraged acquisition of multi-state trucking logistics firm using partnership holding company.
• Represented private equity portfolio company in connection with partially tax deferred acquisition of gaming media and networking company.
• Represented venture backed technology company in connection with planning and implementation of pre-transaction spin off and receipt of institutional investments.
• Represented private equity group with purchase of metal supplier and recycling business, and obtaining senior loan facilities for acquisition and working capital.
• Represented online course provider in raising funds from venture capital investors and mezzanine lender.
• Represented a venture capital investor with respect to its investment in a biotechnology-based company.
• Represented a private equity firm in the acquisition of a supplier of toys, gifts and prizes to the amusement industry.
• Represented a private equity firm in the acquisition of a consumer research and product analysis company.
• Represented a private equity buyer in the acquisition of a brand communications agency.