

## Kurt J. Faires

Of Counsel



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Anticipating issues and treating the client's money as if it's my own are my top priorities.

Kurt Faires is a results-oriented corporate attorney who serves as a strategic partner for a wide range of companies, including multi-generational family businesses. As a former business owner and CEO, including hands-on experience with business turnarounds, Kurt sees issues from the client's perspective. He is a trusted advisor for their most important business decisions. He also helps clients obtain tax incentives and abatements (PILOTS), with mergers and acquisitions and a variety of negotiations, including mediations. He has foreign clients, as well, in London and the Middle East.

With an entrepreneurial mindset, Kurt advises businesses on issues such as whether or not to sell versus to transition and grow. He has significant experience counseling companies on measures to take in order to position their company for sale in 2-3 years. He also evaluates acquisition opportunities and uncovers due diligence issues. Some clients even use Kurt as a formal or informal extension of their team. For example, he currently serves as the vice president and primary contact for a foreign client's U.S. real estate holding company.

### Experience

Represents clients in asset and stock purchase and sales transactions

Represented major beer distributorship in sale of multi-generational family business

Represents cell tower client before (often adverse) government agencies to overcome zoning and "NIMBY" issues

### Services

- Business
- Chambliss Startup Group
- Commercial Contracts
- Corporate Governance and Risk Management
- Family Business Planning and Succession
- General Counsel
- Mergers and Acquisitions

### Industries

- Food and Beverage
- Manufacturing
- Municipal and Government

### Admissions

- Illinois
- Tennessee

### Education

- J.D., Washington University in St. Louis
- M.B.A., Vanderbilt University
- B.A., DePauw University

Assists numerous companies in obtaining Payment in Lieu of Taxes (PILOT) tax abatements for new or expanded manufacturing facilities

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Facilitates generational or partnership disputes and separations

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Advises business startups on organizational and strategic issues

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Represents clients in purchase and sale of commercial real estate properties

## Associations

### Bar Associations

- Chattanooga Bar Association
- Tennessee Bar Association
- American Bar Association

### Noteworthy

- Young Presidents' Organization (YPO)
- Leadership Chattanooga, 1998

## Community

- Tennessee for Student Success, Founding Director
- Chattanooga Rotary Club, Membership Chair
- The Salvation Army, Advisory Board
- Chattanooga/Southeast Tennessee Film Commission, Chairman
- Allied Arts, past President
- Association for Visual Arts, past Board of Directors
- United Way of Greater Chattanooga, past Board Member
- Memorial Healthcare System Foundation, past Vice Chair
- Partnership for Families, Children and Adults, past Board Member and Co-chair, Capital Campaign
- Bright School, past Board Member and Search Committee Chair
- Street Law Corporate Diversity Pipeline Program

## Sidebar

Kurt has a lifelong interest in politics and spends his free time around the water and in the great outdoors with his wife and their four children. They enjoy exercising, bicycling, and boating.