

## Laura McKinney

Shareholder



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**I like to make each client feel like they're my top priority – because they are. Whether it's a transaction or a contract negotiation, they can expect me to be responsive, practical, and working to make their lives easier.**

Focusing on transactional work, Laura McKinney counsels clients on mergers and acquisitions, joint ventures, and general corporate matters in a wide range of industries such as manufacturing, energy, food and beverage, logistics, chemical, and mining. Laura advises on a variety of business matters, including asset and stock purchase transactions, preparation and negotiation of commercial contracts, entity formation, corporate governance, cross-border distribution, and regulatory issues. With over a decade of experience in various jurisdictions, Laura helps clients navigate the diverse business and legal obstacles that local, national, and global companies encounter. Clients view Laura as a reliable resource and advisor who can help bring peace of mind and provide strategic, forward-thinking advice that makes good business sense. Whether it's a growing enterprise looking to expand by acquiring assets or a successful family business being handed down to the next generation, Laura creates the arrangements and contracts that lead these organizations through transition. Laura's broad experience with different types of clients, from large multinational corporations to smaller, mid-market, and privately owned businesses allows her to scale up or down as needed during any change in business, no matter the size. On a typical day you will find Laura answering clients' everyday business questions, such as how they can protect their intellectual property or whether they have the right terms and conditions in place with customers, vendors, and other business partners. Prior to coming to Chambliss, Laura worked as an attorney at a large firm in New York, advising clients on complex cross-border transactions and joint ventures.

## Experience

Advised American Bedding Manufacturers (ABM) on a majority investment by Valesco Industries, with FourBridges Capital Advisors as its exclusive investment banker

## Services

- Business
- Capital Equipment and Materials
- Chambliss Startup Group
- Commercial Contracts
- Commercial Lending and Financial Transactions
- Corporate Governance and Risk Management
- Financial Institutions
- Financial Services
- License and Manufacturing Agreements
- Mergers and Acquisitions
- Private Equity and Securities

## Industries

- Automotive
- Charitable and Public Purpose Organizations
- Chemical
- Communications, Technologies, and Utilities
- Food and Beverage
- Manufacturing
- Startups and Emerging Companies
- Transportation and Logistics

## Admissions

- New York

Represented Drake Software, a leading tax preparation software provider headquartered in North Carolina, in connection with a significant investment in the company by Cinven, an international private equity firm

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Represented Tennsmith, a leader in the manufacture of sheet metal fabricating machinery, in the acquisition of Roll Former Corporation, a designer and builder of machinery for roll forming applications including metal roofing, garage door panels, sky lights, swimming pool components, and more

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Represented PA Group USA, Inc., a software and cloud services firm, in the sale of substantially all of its assets to Sikich LLP, a leading professional services firm specializing in accounting, advisory, technology, and managed services

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Advised Premier Packaging Solutions, LLC, a distributor of hot-melt and water-based adhesives, in the sale of its business to Applied Adhesives, a leading manufacturer and value-added distributor of adhesive products in North America

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Represented Tom's Amusement Company, Inc. in selling its business to Accel Entertainment, Inc., a leading distributed gaming operator; Tom's Amusement Company is a Southeastern U.S. amusement operator and Master Licensee in the state of Georgia led by Emily Dunn

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Represented Fillauer Companies, Inc., a leading manufacturer, distributor, and central fabricator of orthotic and prosthetic products, in its acquisition of Therapeutic Recreation Systems, Inc., a leader in the innovation of body-powered, upper limb prosthetic devices

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Represented Coca-Cola Bottling Works of Tullahoma in selling its family-owned business to Reyes Holdings, L.L.C, a Coca-Cola bottler and craft beer distributor

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Represented Strickland MFG Limited, one of Europe's largest suppliers of a wide range of parts for earth-moving and demolition/recycling equipment, in its acquisition of ACS Industries, Inc., an Ohio company that manufactures and sells attachments for heavy machinery in the construction, mining, steel mill, quarry, and aggregate industries

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Led the representation of a closely held industrial water treatment company in the sale of its assets to a private equity-backed competitor, including a rollover equity component for the owners, who remain involved in the management of the company

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Led the representation of a privately-held facilities and fleet services provider in the sale of its business to a strategic buyer

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- Tennessee

## Education

- J.D., Harvard Law School, 2006
- B.A., Vanderbilt University, summa cum laude, 1997

Represented a hardwood flooring manufacturer in its acquisition of substantially all of the assets of another hardwood flooring manufacturer

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Represented the owners of a home goods distributor in the sale of their business to a strategic buyer

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Represented a heavy equipment manufacturer in its acquisition of substantially all of the assets and certain liabilities of one of the leading full-line concrete batch plant manufacturers in the United States

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Represented a privately held company in its acquisition of a telecom business

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Represented the owners of a manufacturing company in the sale of their stock to a private equity buyer

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Represented management employees in connection with rollover investment, equity incentive compensation and employment agreements in connection with sale of company to a private equity buyer

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Represented a heavy equipment manufacturer in its acquisition of substantially all of the assets and certain liabilities of a manufacturer of gas, oil, and combination gas/oil burners and combustion control systems

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Represented a mezzanine lender in numerous private equity-backed acquisitions

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## Associations

### Bar Associations

Chattanooga Bar Association  
Tennessee Bar Association

### Pro Bono

Represented victims of domestic violence in obtaining U visas and green cards  
Advised non-profit organizations regarding general corporate matters

## Sidebar

Laura grew up in Cleveland, TN and returned to East Tennessee in 2014 after more than 15 years away. Outside the office, Laura enjoys spending time with her longtime partner, Sean, and their daughter, Ana. They love to travel; in fact, they spent much of Ana's kindergarten year in Central and South America, introducing her to other cultures and ways of life. Before attending law school, Laura spent three years in Madrid, Spain, teaching English in a local language school. Laura also enjoys hiking, swimming, and reading.

