

BUSINESS TRANSACTIONS

HBS offers comprehensive counsel for business transactions, from initial concept and strategy through negotiations, due diligence, contract, and closing.

[OVERVIEW](#) | [AREAS OF FOCUS](#)

Overview

The attorneys of the Business Transactions Service Area at Hall Booth Smith represent companies in a broad range of business transactions from initial formation to acquisitions, mergers and divestitures, and most everything in between.

Serving as a partner for our client's needs and goals, we have represented individuals and companies of many different sizes: the family or founder looking to exit her business, the entrepreneur looking at his latest start-up or expansion opportunity, family offices, private equity investors, and both closely and publicly held companies. Our approach is simple: build the right team to deliver the results our clients desire in a timely, efficient, and cost-effective manner.

Business transactions come in many different forms and sizes and often implicate a variety different areas of the law. As a full-service law firm, HBS puts the right team together to make sure our clients' needs are met from the early negotiations of a letter of intent through consummation of the transaction and post-closing integration. Here are a few examples of the services we provide:

- Asset Purchase Agreements
- Corporate Financing
- Corporate Formation and Registration
- Corporate Governance

Leadership



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Full Team

Related Services

[Corporate & Partnership](#)

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- Customer Agreements
- Due Diligence Management
- Employment and Restrictive Covenant Agreements
- Enforceability Opinions
- Intellectual Property Licensing Agreement
- Letter of Intent and Term Sheet Negotiations
- License, Certification, and Regulatory Compliance Reviews
- Membership Interest Purchase Agreements
- Organization Structuring and Related Party Agreements
- Real and Personal Property Leases
- Real Estate Title Matters
- Services and Vendor Agreements
- Shareholder and Operating Agreements
- Stock Purchase Agreements

[Data Privacy & Cybersecurity](#)

[Intellectual Property](#)

[International Business](#)

[Real Estate](#)

Areas of Focus

Farmland, Food, & Agribusiness

Our Business Transactions team has significant experience assisting family-owned and investor-backed entities in the buying and selling of farmland, agribusinesses, and food companies. Our specialized knowledge of the agricultural industry and the laws and regulations that impact such businesses allows us to provide practical and efficient advice and services to our clients. In agricultural mergers and acquisitions and related due diligence and integrations, some of the common issues we deal with include:

- Agricultural overtime exemptions and other agricultural labor laws (e.g., H-2A)
- Conservation Use Assessment Property Tax Covenants
- Water Withdrawal Permitting
- Food and Other Regulatory Licensures and Certifications
- Agricultural exemptions to the Federal Motor Carrier Safety Regulations
- Regulatory compliance (i.e., Packers and Stockyards Act, Perishable Agricultural Commodities Act, state agricultural

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bond acts, food labeling, food processing)

- Federal Farm Programs
 - Federal Crop Insurance
 - Farmland and Hunting Leases
 - Solar Leases
 - Supplier Agreements
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Health Care

Our Business Transactions group regularly represents clients in a wide range of corporate and transactional matters involving long-term care facilities, hospitals, physician groups, and others in health care, including in the following areas:

- Entity Formation and Initial Corporate Structures
 - Corporate Reorganizations
 - Mergers and Acquisitions, including both asset and equity acquisitions
 - Joint Ventures
 - Clinical Co-Management Agreements
 - Provider Networks
 - Clinical Integrations
 - Accountable Care Organizations (ACO)
 - Managed Care Contracts
 - Value Based Contracting
 - Electronic Health Record Implementation
 - Telehealth and Telemedicine
 - Financing, Loan, and Other Credit Facility Agreements
 - Supplier/Vendor Contracts (Service Provider and Recipient)
 - Real Estate Transactions
 - Commercial Leases (both Landlord and Tenant)
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Dental

Our Business Transactions group regularly represents dentists in a wide range of corporate and transactional matters involving dental practices and dental transitions including in the following areas:

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- “Doctor to Doctor” Transitions
 - Transitions to Dental Service/Support Organizations (DSOs)
 - Entity Formation and Initial Corporate Structures
 - Corporate Reorganizations
 - DSO Formation
 - Management Agreements
 - Associate Employment Agreements
 - Financing, Loan, and Other Credit Facility Agreements
 - Supplier/Vendor Contracts
 - Real Estate Transactions
 - Commercial Leases (both Landlord and Tenant)
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