



# Michael A. Wessell

*of counsel*

For nearly 30 years, Mike has represented buyers, sellers, issuers, and investors in mergers, acquisitions, divestitures, joint ventures and private placements. He has built his practice counseling clients in a range of industries including health care, manufacturing, hospitality, retail and insurance. Mike represents public and private companies in structuring and negotiating mergers, acquisitions, dispositions and joint ventures. He also provides counsel on general corporate matters and transactions as well as on business formation and growth, and private equity.

Throughout his career, Mike has helped his clients achieve their long-term business goals by providing innovative solutions to even the most complex matters, including several where hundreds of millions of dollars were at stake. What sets Mike apart is his ability to understand all sides of a transaction, which allows him to anticipate what issues might arise and plan accordingly. This proactive approach is not only cost effective but saves time and other resources.

Mike has the added experience of working as in-house counsel where he provided legal services to a group of multi-media companies. In addition to handling matters related to corporate governance and raising capital, Mike coordinated outside counsel, which gives him a unique perspective when working with his clients' in-house and outside counsel. Additionally, Mike gained invaluable experience when he clerked for both the attorney general of Pennsylvania and the district attorney of Allegheny County.

## REPRESENTATIVE MATTERS

- Represented the US operations of a multinational global industrial conglomerate in the vertical acquisition of a Canadian manufacturing company
- Represented a globally branded retail seafood company and foreign conglomerate parent company in minority investment in a regional seafood processing company
- Represented two private owners in the sale of a testing laboratory business and a land surveying business to a private equity firm
- Represented the healthcare subsidiary of a multinational corporation in the sale of an operating plant and related assets to another

## CONTACT

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## EDUCATION

University of Pittsburgh School of Law, J.D., 1991

Allegheny College, B.S., 1988

## SERVICES

### Mergers & Acquisitions

- Antitrust & regulatory filings
- Due diligence
- Transaction structuring

### Business Growth & Operations

- Corporate governance
- Business transactions
- Organization, planning and financing
- Venture capital and private equity

### Entrepreneurships & Startups

- Capital raising
- Operations, transactions and governance

multinational corporation in connection with the settlement of a contractual dispute between the parties

- Managed a team of more than two dozen attorneys and professional consultants in a three-week accelerated due diligence and bid proposal process for a \$2 billion private equity fund for potential purchase of a large integrated steel manufacturer operating under Chapter 11 of U.S. Bankruptcy Code
- Represented a publicly traded industrial transportation company with multiple locations throughout the United States and foreign countries in connection with \$1 billion-plus merger with another publicly traded industrial transportation company
- Represented a private company designing and manufacturing load balancing and secure transaction accelerator products for secure internet-based applications, a portfolio company of a private equity fund client, in its acquisition by a publicly traded company

#### BAR ADMISSIONS

- Pennsylvania

#### PROFESSIONAL ASSOCIATIONS

- American Bar Association, Business Law Section, Antitrust Law Section

#### COMMUNITY

- Greater Pittsburgh Arts Council, Board of Directors, Executive Vice Chair
- United Way of Southwestern Pennsylvania, Tocqueville Society of Donors, Leadership Committee of the United for Seniors Initiative
- American Red Cross Southwestern Pennsylvania Chapter, former general counsel to Board of Directors
- Reading is FUNdamental Pittsburgh, Reading Buddy