



## James Newman

Partner

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**Clients appreciate Jim's business-savvy, pragmatic approach in his role as outside corporate counsel and transactional advisor to public and privately held companies.**

Jim helps companies manage a wide range of day-to-day legal affairs from entity selection and formation to corporate governance and compliance to evaluating and executing strategic business combinations to acquire, sell assets or equity interests, or merge entities.

Jim works with owners, executives, and inside counsel of companies that operate in a variety of industries including food and beverage, manufacturing, distribution, financial services, software, gaming, real estate development, and energy. He approaches clients' challenges with a unique perspective based on his experience in sales and marketing management for a division of a Fortune 500 company, and as a business consultant, prior to becoming a lawyer.

Jim previously served as the Administrative Partner in Northern Nevada.

### PRACTICES

Mergers and Acquisitions  
Corporate

### EDUCATION

Gonzaga University School of Law, J.D.,  
1995

*magna cum laude*

Thomas More Scholar

Associate Editor, *Gonzaga Law Review*

University of Nevada, Reno, M.S., 1985  
Economics

University of Nevada, Reno, B.S., 1983  
Business Administration

### BAR ADMISSIONS

Nevada

### EXPERIENCE

#### Mergers & Acquisitions

- Strategic Acquisitions and Dispositions
- Private Equity Transactions
- Financing and Restructuring
- ESOP Transactions

#### Corporate Counseling and Transactions

- Commercial Contracts
- Corporate Governance
- Employment and Consulting Agreements
- Entity Formation
- Licensing and Distribution Agreements
- Non-Compete and Confidentiality Agreements
- Real Estate Leases

### CLIENT RESULTS

#### Mergers and Acquisitions

Represented Marnell Gaming, a Nevada-based operator, in the acquisition of the Nugget Casino Resort.

Represented a bakery products company in connections with an equity investment by a leading investor in branded consumer product companies.

Represented a beverage distribution company in its acquisition by a diversified beverage manufacturer.

Represented an energy conservation company in its acquisition by a private equity firm.

Represented a specialty writing-instrument company in its acquisition by an international manufacturing company.

Represented a manufacturer of advanced power protection products in its acquisition by a private equity firm.

Represented an automotive dealer in its acquisitions of other automobile and motorcycle dealerships.

Represented principal owners of construction and technology companies in connection with ESOP transactions.

Represented a gaming company in its sale of three (3) companies to strategic buyers.

Represented a bakery products company in its sale to a private equity firm.

Represented a paper products manufacturer in its sale to a strategic buyer.

Represented a restaurant franchisor in its sale of various locations to a private equity firm.

## **PUBLICATIONS**

"Alter Ego: When Individuals May Be Liable for Corporate Debts,"  
*University of Nevada, Reno – Ozmen Center for Entrepreneurship Blog*,  
03/24/2021

## **SPEAKING ENGAGEMENTS**

"Competing to Win," *NVIE Webinar*, 09/10/2020

## **RECOGNITION**

- *The Best Lawyers in America*® Lawyer of the Year, Corporate Law - Reno, 2021
- *The Best Lawyers in America*® Corporate Law, Mergers and Acquisitions Law, 2012-2024
- Martindale-Hubbell®, AV Preeminent® Rating
- *Nevada Business Magazine*, Nevada Legal Elite/Top Rank Attorneys, 2014, 2021-2023

## **PROFESSIONAL AND CIVIC AFFILIATIONS**

- U.S. Global Leadership Coalition's Nevada Advisory Committee, member
- Reno + Sparks Chamber of Commerce, Board of Directors, 2017-2020
- Northern Nevada Executive Council (NNEC), 2003-present
- Holland & Hart Foundation, Trustee, 2009-present
- American, Nevada, and Washoe Bar Associations, member
- Economic Development Authority of Western Nevada, Board of Trustees, 2010-2015
- Western Industrial Nevada, Past President, 2010, Board of Trustees, 2003-2011
- University of Nevada, Reno, College of Business Administration, Dean's Advisory Board, 2004-2006
- University of Nevada, Reno, Alumni Association (College of Business Administration), 1998-2004
- Washoe Library Foundation, President, 2000, Board of Directors, 1998-2002
- Washoe Legal Services, Advisory Board Member, 1998-2000, President, 2000
- Nevada State Youth Soccer Association, Board of Directors, 1991-1992
- American Youth Soccer Organization, Sparks, Board of Directors, 1987-1992
- Truckee Meadows Youth Soccer League, Board of Directors, 1990-1991