



James Newman

Partner

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PRACTICES

Mergers and Acquisitions
Corporate
Securities and Capital Markets

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

Clients appreciate Jim Newman'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 is the Administrative Partner overseeing management of the firm's Reno and Carson City offices.

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.

Securities and Capital Markets

Local counsel for note issuances and exchanges for companies in a variety of industries.

PUBLICATIONS

"Your Closely-held Company Needs a Buy-Sell Agreement," *Community Magazine*, January 2016

"Your closely held company needs a buy-sell agreement," *NCET Blog*, April 11, 2016

"Acquisitions: Don't Go It Alone," *NCET Blog*, June 19, 2016

"Acquisitions: Don't Go It Alone," *Mountain Living*, August 2016

"Earn-Outs Raise Issue of Control in M&A's," *Northern Nevada Business Weekly*, July 20, 2015

SPEAKING ENGAGEMENTS

"Mergers and Acquisitions," *Holland & Hart Law On Tap series, Reno Innevation Center*, July 7, 2016

RECOGNITION

- *The Best Lawyers in America*® Corporate Law, Mergers and Acquisitions Law, 2012-2019
- Martindale-Hubbell®, AV Preeminent® Rating
- *Nevada Business Magazine*, Nevada Legal Elite, 2014

PROFESSIONAL AND CIVIC AFFILIATIONS

- U.S. Global Leadership Coalition's Nevada Advisory Committee, member
- Nevada Industry Excellence Advisory Board, member
- Reno + Sparks Chamber of Commerce, Board of Directors, 2017-present
- 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