SpencerFane®

Lawrence Haut

Partner

Contact

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Overview

Larry Haut is a seasoned transactional attorney known for his practical, creative approach to advising clients in all facets of their business, from initial set-up through operations and ultimate exits. He is equally proficient from both sides of the table, having long represented buyers and sellers, institutions, and entrepreneurs in a myriad of capital market opportunities. From years of experience comes his practical approach, bringing a solutions-oriented mindset and a "can-do" attitude in every engagement. He advises clients across a wide range of industries within corporate, real estate, and hospitality landscapes.

Larry has a deserved reputation for uncovering unique value in complex transactions and helping clients achieve their strategic goals. In addition to his transactional work, he frequently serves as outside general counsel or consigliere to many of his clients, helping strategically navigate intricate business decisions from a comprehensive, long-term perspective that extends beyond transactions. Having relied on his insight and skill, in many cases, for 10, 20, and more than 30 years, his counsel is trusted by a diverse client base, including domestic and international companies, private equity funds, and individual investors and operators in both domestic and cross-border matters.

Larry's practice spans numerous industries, including private equity, real estate investment and development, hospitality (with significant experience representing restaurant operators and celebrity chefs), wholesale food distribution, media and telecommunications, financial services, wealth management, technology, and consumer goods. He is particularly skilled in structuring joint venture agreements, complex investment arrangements, and executive compensation packages.

Clients value Larry's ability to simplify complicated issues, manage negotiations effectively, and deliver results that are both legally sound and commercially savvy.

Education

- Fordham University School of Law (J.D.), *cum laude*
- Rutgers University (B.A.)

Bar Admissions

- New York, 1984

Related Experience

Food and Beverage

- Represented several celebrity chefs and restauranteurs in structuring new restaurant ventures.
- Represented hotels in structuring new restaurant ventures.
- Represented private investors in structuring new restaurant investments.
- Represented a Netherlands-based private equity fund in its acquisition of a U.S. dairy product importer, as well as follow-up acquisition of Hudson Valley artisanal goat cheese production company.
- Represented a private equity fund in investment into wine distribution company.
- Representation in connection with wholesale co-packaging and distribution of food products.
- Representation of licensor in branded food concepts.

Financial Services and Financial Consulting

- Represented a Netherlands-based private equity fund in its acquisition of significant investment in emerging markets fund of funds management company.
- Represented a merchant bank in its acquisition of significant interest in a wealth management firm.
- Represented a merchant bank in its acquisition of significant interest in a leading investment strategy and policy research firm.
- Represented a private equity fund in its acquisition of investment in a brand consulting agency.
- Represented a private equity fund in its acquisition of a bank security company.
- Represented an insurance agency in its sale.

Real Estate

- Represented a leading real estate investment bank in all aspects of worldwide business.
- Represented a Dublin-based real property company in its U.S. real estate acquisitions and dispositions.
- Represented a private real estate company in acquisition, development, joint venture, and lending transactions.
- Represented a real estate placement agency in its sale to a private equity fund.
- Managed investments in real estate operating entities owning beach clubs and retail centers.

Media and Entertainment

- Represented a merchant bank in its acquisition of significant interest in a television and movie distribution company.
- Represented a merchant bank in its acquisition of significant interest in a children's television production company.
- Represented a promotional and event marketing company in its sale to a public advertising agency.
- Represented a private equity fund in its acquisition of a series of media properties, including radio, television, cable, and publishing.
- Represented a corporate promotions company in a joint venture with a leading investment group and subsequent sale to a third-party consumer group.

Manufacturing and Technology

- Represented a private equity fund in its acquisition of investment in technology companies.
- Represented a private equity fund in its acquisition of investment in a cellular phone company.

- Represented an automotive parts company in its sale to a private equity fund.
- Represented a private equity fund in its acquisition of a leading brand of tennis equipment manufacturer from a European seller.
- Represented a fitness center design and management company in its sale to a competing organization.
- Represented an insider trading-focused software developer in its sale to a private equity firm.
- Represented a private equity fund in its acquisition and disposition of a business focused on the rebuilding of the electrical grid.
- Represented a private equity fund in its acquisition and disposition of a turbine castings business.
- Represented a private equity fund in its acquisition of an aftermarket auto parts business.
- Represented a private equity fund in its acquisition of a group of drive-through restaurants.

Strategic Planning and Executive Compensation

- Represented management in sales of companies to private equity funds.
- Represented executives and financial professionals in negotiating executive compensation arrangements as well as severance packages.
- Represented joint venture parties in negotiation and structuring of joint venture investments.
- Represented high-net-worth individuals in making venture investments.

Biotech

Represented health care private equity funds and investors in biotech investments.