



**T. TED MOTHERAL**

Business Services Group

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## SERVICES



Banking & Financial Services  
Business Services  
Closely Held & Family-Owned Businesses  
Commercial Lending  
ESOPs (Employee Stock Ownership Plans)  
Health Care & Dental  
Mergers & Acquisitions  
Venture Capital

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## EDUCATION

University of Pittsburgh School of Law, J.D.  
*Journal of Technology, Law and Policy*  
*University of Pittsburgh School of Law – Community Economic Development Clinic*  
University of Pittsburgh, M.B.A.  
*Dean's List*  
*Finance Concentration*  
Villanova University, B.S. Business Administration  
*Dean's List*  
*Majors: Finance and Management Information Systems*  
*Minor: Political Science*

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## LICENSED TO PRACTICE

Ohio  
U.S. District Court for the Southern District of Ohio

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## RECOGNITION

Recognized by Best Lawyers, 2023 Recognized by Crain's Cleveland Business as a Notable in Law, 2022 Selected to Ohio Super Lawyers Rising Stars list, 2015-19

## OVERVIEW

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Ted is a partner and Chair of Walter Haverfield's Business Services Group, which includes more than two dozen business and transactional attorneys. He focuses his practice on mergers and acquisitions, as well as private debt and equity financing. Ted has substantial experience in leading transactions for multi-million dollar acquisitions and has represented borrowers and lenders in multi-million dollar debt offerings. He is also experienced in advising clients on general corporate matters, entity formation and governance, joint ventures, divestments, and reporting requirements and regulations. Additionally, Ted is knowledgeable in forming loan documentation programs for public entities in the State of Ohio. Prior to joining Walter Haverfield in 2016, Ted practiced law at Benesch Friedlander Coplan & Aranoff. He is a former financial consultant for PricewaterhouseCoopers (PwC) in New York City and also worked in the general counsel office of KLA-Tencor Corporation in Silicon Valley, California.

## EXPERIENCE

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### BUSINESS SERVICES

- Served as lead counsel in the representation of a wealth management company in the acquisition of certain customer financial accounts in the financial services industry for \$30MM

### CLOSELY HELD BUSINESS SERVICES

- Served a lead attorney that represented the largest franchise distributorship in the State of Oklahoma for Kubota products (farming, construction, manufacturing) in the sale of its operating assets and real estate to a competitor for \$40MM
- Served as lead counsel on a team that represented an insurance company in Columbus, Ohio in the sale of its insurance practice for \$35MM to a strategic buyer
- Served as lead counsel on a team that represented a captive insurance company in the automotive industry in the sale of its business for \$27.5MM to a strategic buyer
- Acted as outside general counsel for a national transportation and logistics corporation (and its affiliated entities) specializing in transportation, warehousing, packaging, liquid fill and spray drying
- Acted as outside general counsel for an international corporation that produces and supplies carbon and carbon-based end products
- Acted as outside general counsel for a national corporation that provides predictive maintenance and technology solutions
- Acted as outside general counsel for a national corporation that provides standard and special fasteners to end-users
- Acted as outside general counsel for a national corporation that provides 3D printers for additive manufacturing solutions
- Acted as outside general counsel for a corporation that provides products and services for marketing, design, print and distribution, promotion, data management and storage
- Acted as outside general counsel for a company that provides a digital shopping application to national retailers
- Acted as outside general counsel for a company that provides interactive presentation software to end-users

## **MERGERS, ACQUISITIONS & JOINT VENTURES**

- Served as lead on a team that represented a private equity firm in the sale of one of the world's largest manufacturers of liquid color and additive concentrates for thermoplastic products for \$435MM
- Served as lead on a team that represented a private equity firm in the acquisition of a major plant fertilizer manufacturer for \$378MM
- Served as lead on a team that represented a dental roll-up company in a complex recapitalization and refinancing for \$255MM whereby a sophisticated private equity firm was entering the company as the majority member
- Represented a private equity firm in the acquisition of a major plant fertilizer manufacturer for \$78MM
- Served as lead on a team that represented a privately held pigment dispersions and manufacturing company in its sale to a private equity firm for \$75MM
- Served as lead on a team that represented a private equity firm in the acquisition of both a food services and a breast pump division of a major corporation for \$73.5MM
- Served as lead on a team that represented a private equity firm in the purchase of a software B2B services company for \$65MM
- Served as lead on a team that represented a private equity firm in the acquisition and restructuring of a plant health and nutrition company for \$55MM
- Served as lead on a team that represented a private equity firm in the acquisition of an aerospace tooling manufacturer and distribution company for \$53MM
- Represented a private equity firm in the acquisition and restructuring of a plant health and nutrition company for \$35MM
- Served as lead on a team that represented a privately held capital asset firm in the acquisition of a paper manufacturer for \$25MM
- Served as lead on a team that represented a private equity firm in the acquisition of a silicone dispersions company for \$25MM
- Represented a private equity firm in the sale of one of the world's largest manufacturers of liquid color and additive concentrates for thermoplastic products

## **EMERGING COMPANIES & VENTURE CAPITAL**

- Represented a dental roll-up company in a recapitalization and refinancing for \$150MM whereby a sophisticated private equity firm was entering the company as the majority member
- Represented an investor led acquisition entity in the acquisition of a competitor in the transportation and logistics industry for \$3.5MM
- Represented an investor led corporation in the acquisition of a competitor in the wine and spirits industry for \$1.5MM

## **FINANCIAL SERVICES & LENDING**

- Served as lead on a team that represented an institutional client obtaining credit from their existing Lender in order to complete several acquisitions over the course of twelve months, totaling \$155MM
- Served as lead on a team that represented a privately held retirement planning company to obtain \$100MM in credit in order to acquire three competing companies
- Represented a technology company obtaining credit from their existing lender in order to complete several acquisitions, totaling \$100MM
- Represented a privately held retirement planning company to obtain \$100MM in credit in order to acquire three competing companies
- Represented transportation and logistics client in a \$35MM take out refinancing for capital infusion purposes
- Represented several regional banks in drafting credit facility documents for specific borrowers
- Represented regional bank in a secondary bond market sale/transfer of county issued bonds

## **FINANCIAL ADVISORY/RIA SERVICES**

- Served as lead on a team that represented a financial advisory services firm (RIA and broker-dealer) who sold a minority equity interest in the company (30%) to a major domestic bank for \$150MM
- Served as lead on a team that represented a financial advisory services firm (RIA and broker-dealer) who sold a minority equity interest in the company (22.5%) to a private equity firm for \$80MM
- Served as lead counsel in the representation of a financial advisory/wealth management firm (RIA) in the acquisition of certain customer financial accounts from another RIA in the financial services industry for \$45MM
- Served as lead counsel in the representation of a financial advisory/wealth management firm (RIA) in the acquisition of certain customer financial accounts from another RIA in the financial services industry for \$37.25MM

## PRESENTATIONS

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- "Succession Planning – Mergers, Acquisitions & Transfers," Raymond James Chairman's Council Meeting, 2022
- "Preparing to Buy (or Sell) a Business," Always On with Duncan MacPherson Podcast – Episode 22, 2022
- "Carpe Diem: The State of the U.S. M&A Market," Thompson Reuters Midwestern M&A and Private Equity Forum, 2022
- "Current Trends and Topics for Succession Planning for RIAs, Broker/Dealers, and Hybrids," Elite Wealth Advisor Symposium, 2022
- "Medical Marijuana Seminar," Cleveland Metropolitan Bar Association, 2017
- "Legal Responsibilities of Not-for-Profit Board Members," Speaking Engagement, 2014
- "Practicing Law as a Private-Practice Corporate Attorney," Recent Articles & Presentations – Moritz Law School at The Ohio State University, 2014
- "General Terms and Conditions: Sale of Goods," Recent Articles & Presentations – Jacobi Carbons, Inc., 2014
- "General Financing Options for Small and Emerging Businesses," 2012

## ASSOCIATIONS

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- Member, American Bar Association
- Member, Columbus Bar Association
- Member Ohio State Bar Association
- Member, Promise Partners
- Board Member, Arthritis Foundation
- Member, Alliance of Mergers and Acquisition Advisors
- Member, Association for Corporate Growth, Cleveland
- Member, Turnaround Management Association, Cleveland
- Member, Young Republicans
- Member, Greater Columbus Chamber of Commerce
- Member, TechColumbus / Rev1 Ventures
- Supporter, Youngstown Business Incubator
- Supporter, Minds Matter Cleveland
- Supporter, University Hospitals
- Volunteer, Aurora Baseball League
- Former Board Member, Habitat for Humanity of Ohio, Inc.