

# OUR PRACTICE

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## Retail

**Consumer buying patterns have changed dramatically in recent years and traditional retail business models, and traditional retailers, are evolving in response to current economic pressures. At Baker Donelson, we've changed as well to better support the retail industry. We've integrated the combined experience of our real estate, labor and employment, import/export, government regulation, technology, and business transaction attorneys into a retail industry focused practice that offers a wealth of knowledge to help you navigate the changing retail environment and identify opportunities for you to increase revenue and expand your markets.**

Our retail practice provides essential legal services to the full range of traditional retailers - from grocery chains to luxury cosmetics and high fashion franchises. We have helped clients reduce costs by augmenting traditional retail formats with internet-based sales channels. We have helped clients expand their geographic reach by successfully entering out-of-town retail developments. And we have helped clients adapt to the new rules of international trade, intellectual property, consumer credit, and logistics.

Real Estate is just one of many areas in which we support retail clients. The fast-paced environment of the retail industry calls for knowledgeable counsel with the legal and business insight to provide service with each client's particular interest in mind. We provide seasoned real estate attorneys to help our clients navigate through the complex issues that often arise in retail development projects. Our commercial real estate team has contributed to the development of lifestyle centers, power centers, main street developments and mixed use projects in multiple phases and locations throughout the continental U.S. Our experience encompasses all aspects of the shopping center life cycle including acquisition, development and leasing, operations, financing, and disposition, redevelopment and expansion.

We recognize that few industries are as vital and competitive as retailing. As a retailer, you need a law firm capable in virtually all areas of the law, with the experience necessary to respond rapidly to the challenges of your business. We help retail clients expand through mergers and acquisitions, resolve disputes and navigate government regulation so that they can grow and prosper. Whether you are dealing with labor and employment issues, seeking capital, restructuring your business, dealing with the security of your customer's financial information, streamlining your procurement process, or cutting your tax burden, we have attorneys ready to help you.

## Representative Matters

- Represented a shareholder in \$13 million sale of 15 retail franchise locations to strategic buyer.
- Acquisition of two distribution centers, an ocean freight terminal and multiple retail development sites for a national agriculture supply company.
- Represented a client in the acquisition of a retail outlet mall in Dalton, Georgia.
- Helped developer clients develop retail pharmacies and related stores across the country.
- Represented a regional developer in the acquisition and redevelopment of formerly distressed shopping centers and retail spaces.
- Represented a retail client in commercial easement review.
- Oversaw and managed day-to-day logistics in the acquisition of 27 separate sites for a major regional retailer.
- Assisted client with the assignment of fifteen retail store leases as part of asset sale.

- Served as counsel to a retail grocery chain store sold through an auction process to a strategic private equity-owned buyer.