



MICHAEL J. RADIN

Member

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Michael is a member of the firm's Corporate and Real Estate groups who works extensively with clients in connection with their corporate, real estate, finance and intellectual property and distribution matters.

In the area of corporate and finance, Michael's expertise includes debt and equity financings, mergers and acquisitions, entity governance, buy-sell arrangements, incentive programs and joint ventures. In the distribution arena, Michael represents suppliers, manufacturers, distributors, franchisors and franchisees on a full range of business matters. Michael also helps clients manage and monetize their intellectual property, including trademarks, copyrights, patents and trade secrets, through licensing, outsourcing and sale/acquisition. Additionally, Michael counsels extensively on matters involving covenants not to compete. All of Michael's work is driven by a keen appreciation of the financial and operational impacts that every transaction brings to his clients' businesses.

In connection with real estate, Michael works extensively with the acquisition, financing, leasing, and dispositions of real estate. His clients are active in retail, hospitality, office and industrial projects.

Representative Experience

- Representation of the acquirer in an acquisition of an outdoor advertising media company. Also counseled this client in connection with the later sale and spin of a product distribution business that was excluded from the acquisition of the parent media company.
- Assisted a software developer/services company in retaining the servicing of a large medical practice group in connection with the hospital implementation of a highly controlled database.
- Assisted in the closing and packaging of multiple asset type commercial mortgages for CMBS syndications and sales of multiple tranches of securities from pools.

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- Representation of a developer with obtaining \$22,000,000 of debt financing and hedge for a historical tax-credit assisted re-development of an apartment complex, including the modifications made to the related party credit lines.
- Structured and managed a long-term ground lease and option (through multiple rounds of financing) to permit redevelopment of a highly visible, mixed-use property, including representation through the structural risks presented by credit challenges of owner/landlord.
- Representation of a plastics manufacturer in a long-term, exclusive supply arrangement with associated university research project and with the intellectual property management involving a proprietary supply chain technology. Also included managing appropriate response in the face of customer break-out, and proper handling for off-shoring of retired tooling.
- Recapitalization of a service firm to compartmentalize the growth assets in anticipation of the future sale of a portion of the underlying business.
- Advised client regarding compliance and structure of both brand management and lead generation arrangements for differing goods and services in multiple channels.

Memberships

- American Bar Association - Business, Real Property, Intellectual Property and Franchising sections
- Massachusetts Bar Association - Business, High Technology and Real Estate Committees
- California Bar Association - Business, Intellectual Property and Franchise Committees
- Boston Bar Association
- Associated Industries of Massachusetts
- Smaller Business Association of New England (SBANE) - Member, Board of Directors and Executive Committee, Advanced Manufacturing Committee

Bar Admissions

Massachusetts Bar

California Bar

Rhode Island Bar

Education

B.A., Amherst College, *magna cum laude*, 1984

J.D., Boston University School of Law, *cum laude*, 1987