HUSCH BLACKWELL

Lauren M. Hawkins

PARTNER

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OVERVIEW

Lauren learned early in her career that she thrives in the controlled chaos of ensuring all of the pieces are put in place to get the deal done.

Lauren has more than a decade of experience as a dealmaker, and is known for her creative problem solving and practical approach to addressing and resolving complex issues and hurdles encountered in corporate transactions. Lauren identifies risks and works with clients to address them, while maintaining the client's business and financial goals and objectives as her top priority.

Lauren has extensive experience with many different types of deals, including mergers and acquisitions with both strategic and financial buyers, joint ventures, corporate formation and restructurings, outsourcing agreements, several types of commercial contracts, and various other complex commercial transactions. Lauren also acts as first point of legal contact for various businesses and advises on the legal issues that they encounter in day-to-day operations.

Prior to joining Husch Blackwell, Lauren spent the majority of her career at an AmLaw Top 5 firm in Chicago advising clients in high-stakes corporate restructurings, and upon her return to Southwest Missouri, managed her own firm where she provided outside general counsel services to a variety of companies.

Industries

Manufacturing
Technology
Transportation

Services

Aviation
Commercial Contracting
Corporate
Mergers & Acquisitions
Securities & Corporate Governance

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Experience

M&A

- Regularly represents a worldwide container distributor in its add-on acquisitions.
- Represents a major insurance and financial institution in its add-on acquisitions.
- Represented client in the acquisition of an ambulance manufacturing and service company.
- Represented sell-side group in the disposition of a payroll services company.
- Represented founder of a retail company in a recapitalization of the business.
- Represented seller of a recruiting and professional services firm.
- Represented founder and software creator in the license and future sale of software products.
- Represented two separate founders of insurance agencies in the sale of their businesses.
- Represented glass manufacturer in the sale of his business.
- Represented group of physical therapists in the sale of their therapy clinics to private equity group.
- Represented architects in the sale of their design company.
- Represented building material supplier in the disposition of his business.
- Represented successful start-up internet company in its sale to New York private equity group.
- Managed deal team that advised West Star Aviation in acquisition of FAA Part 145 repair station.
- Represented seller of chemical distribution company in sale of its business to strategic acquirer.
- Co-managed deal team that orchestrated the acquisition of bottles and plastics distributor for approximately $150 million.
- Represented seller in the disposition of its oil and gas products distribution business.

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Experience

- Represented seller in the sale of a truck and tractor dealership.
- Represented client in the acquisition of a restaurant and bar business.
- Represented seller in the disposition of her health and wellness business.
- Represented seller in the disposition of an automotive repair shop.
- Advised property maintenance, preservation, and services company in the sale of the business.
- Represented moving and logistics company in the disposition of the business.
- Advised seller of multi-state metal refinishing company in sale of business.
- Represented not-for-profit client in sale of its camp management software to private equity group.
- Advised group of veterinarians in sale of their practice to private equity group.
- Co-managed deal team that advised publicly traded company on purchase of elevator manufacturing company.
- Represented purchaser in acquisition of restoration company.
- Represented two executives and minority equity holders throughout sale of their employer to private equity group.
- Managed deal team that orchestrated acquisition of telecommunications company by DISH Network Corporation at purchase price of approximately $1.4 billion.

OTHER DEALS

- Negotiated on behalf of American Airlines in complex transaction involving acquisition of 47 Boeing 787 aircraft, deferral of delivery of 40 Boeing 737 MAX aircraft, cancellation of previous order for 22 Airbus aircraft, and comprehensive long-term engine maintenance agreement.
- Represented AMC Theatres in investment in virtual reality technology.

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Experience

- Represented manufacturing company in internal corporate restructuring and refinancing in advance of implementing employee stock ownership plan.
- Represents major commercial airline in transactions with various ecommerce distribution platforms for the sale of cargo products and capacity.
- Regularly advising private equity groups on various matters relating to their portfolio companies.

COMMERCIAL CONTRACTING

- Regularly creating form contracts for several clients across wide variety of industries.
- Representing client American Airlines in its private charter contract negotiations with Major League Baseball and National Football League teams, collegiate sports teams and others.
- Representing client American Airlines in its negotiations for both its air service and cargo agreements.
- Regularly represents major commercial airline in its temperature controlled container lease negotiations.
- Represented major commercial airline in negotiations with a third-party service provider to provide first and last mile door to door animal transportation services for domestic animals flying on the airline.
- Advised another Fortune 100 client in divesture of certain business assets and lines for approximately $100 million.
- Counseled national provider of information technology and data center services in its customer agreement negotiations.
- Negotiated and documented essential supply agreements with eight top movie studios, including Universal, Paramount and Lionsgate.

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Experience

CORPORATE RESTRUCTURING

- Managed internal corporate restructuring of several Anheuser-Busch companies.
- Managed internal restructuring of company's intercompany agreements for client Casey's General Stores Inc.
- Regularly represents clients in internal restructurings for a variety of reasons, including to maximize tax efficiencies, bring on new investors, and incentivize key employees.
- Represented client in the redomiciling of an entity from the Isle of Jersey to the United States (Delaware).

JOINT VENTURE

- Advised real property design services firm in new joint venture.
- Represented publicly traded real estate development company in negotiations involving four multi-million dollar joint ventures involving single-family real estate developments outsourcing.
- Represented publicly traded client in a multi-million dollar long-term contract outsourcing its IT functions to a third party.

CRISIS MANAGEMENT

- Key member of the firm's CARES Act resource team, advising clients on how to access COVID-19-driven CARES Act programs, including EIDL and PPP loans, the Main Street Lending Program and tax credits.

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Recognition

- *The Best Lawyers in America®*
  - Corporate Law, 2025-2027
- *The Legal 500 United States*
  - Transport: Aviation and air travel: finance, Recommended lawyer, 2025 and 2026

Education

- J.D., Washington University in St. Louis School of Law
- B.S., Missouri State University
  - Political Science

Admissions

- Missouri
- Illinois

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