



## Philip R. Koutnik

**PARTNER**

MILWAUKEE, WI

PHONE: 414.978.5310

EMAIL: PHILIP.KOUTNIK@HUSCHBLACKWELL.COM

### OVERVIEW

Phil appreciates the value of long-term relationships and takes time to understand clients' businesses and goals. In doing so, he consistently becomes not only a legal advisor but also a business partner.

Although Phil's practice focuses on mergers, acquisitions and related business transactions, he often takes on the role of general counsel, offering strategic guidance on day-to-day business issues. In addition to M&A work, Phil regularly advises clients on debt and equity capital transactions, recapitalizations, alternative financing arrangements, early stage and growth capital transactions, general corporate matters and commercial contract negotiations. He also advises clients on cross-border transactions, using a network of global professionals with whom he has developed strong working relationships.

*"Phil Koutnik and his broad-based team understand our business intimately, from regulatory compliance all the way down to our corporate voice and philosophy. Phil takes representation beyond credentials, demonstrating commitment and unwavering fortitude, culminating in our ability to make informed decisions."*

— Dan Wycklendt, Executive Vice President, FirstPathway Partners LLC

### Industry

Financial Services & Capital Markets

### Services

Capital Markets

Corporate

Mergers & Acquisitions

Private Equity

## HUSCH BLACKWELL

Phil counsels closely held businesses, private equity funds, public and private companies, family offices, holding companies, entrepreneurs, angel and venture capital groups, strategic purchasers, and banks and non-bank lenders. Earlier in his career, Phil also developed significant experience representing dentists and physicians in all forms of corporate and transactional matters, including mergers and acquisitions, joint ventures and hospital affiliation transactions. Phil continues to represent clients in this space today.

Phil is a member of the firm's Executive Board.

### Featured Experience

#### **Family-Owned Business Sold to Publicly Traded Company**

When the husband-and-wife founders and owners of the Angelic Bakehouse, a premium bakery with national distribution, sought to sell their company, they turned to Phil and the team at Husch Blackwell, based on the firm's strong reputation in merger and acquisition deals. The team became involved in the initial offer stage; negotiated the term sheet and letter of intent; navigated complex corporate, real estate and tax issues; and structured the transaction in a way that ultimately achieved a great result for both the seller and buyer.

### Experience

- Represented a private equity firm in its acquisition of a powersport engine and vehicle solutions manufacturer.
- Represented OmniMax International, a portfolio company of SVP Global, in the divestiture of its Shade business.
- Represented OmniMax International, a portfolio company of SVP Global, in the divestiture of its Fabral business.
- Represented OmniMax International, a portfolio company of SVP Global, in its acquisition of Verde Industries, Inc.
- Represented Bryant Products, Inc. in its sale to CW Industrial Partners.
- Represented Woodsage LLC in its sale to Milton Street Capital.
- Represented Paric Corporation in multiple transactions, including its recent acquisitions of Interior Investments, LLC and Intereum.

## Experience

- Represented Hultafors Group North America, a subsidiary of Hultafors Group AB, in its strategic acquisition of Martinez Tool Co.
- Represented Associated Banc Corp in connection with the sale of its subsidiary, Associated Benefits Risk Consulting, to USI Insurance Services.
- Represented Associated Banc Corp in its acquisition of an insurance brokerage and consultancy firm.
- Represent a private equity firm in various equity capital and M&A transactional matters.
- Represented J.F. Brennan Co., Inc. in multiple transactions, including its recent acquisition of the dredging and dewatering division of Infrastructure Alternatives, Inc.
- Represented a Wisconsin-based family office and its portfolio companies on day-to-day legal matters and M&A activity.
- Represented Phoenix Products, a portfolio company of JMC Capital Partners, in various strategic growth acquisitions.
- Represented Angelic Bakehouse in its sale to Lancaster Colony Corporation (NASDAQ: LANC).
- Represented a U.K.-based technology solutions provider in a strategic acquisition of a publicly traded company with operations in the United States and United Kingdom.
- Represented Riverside Foods, a third-generation manufacturer, in its sale to a strategic purchaser.
- Represented a group of shareholders of a large privately held company in connection with the reorganization of the company and its affiliates.
- Represented a strategic purchaser in navigating an auction bid process and closing a merger transaction valued in excess of \$250 million.

## Experience

- Represented a non-bank lender and private equity fund company in several mezzanine debt and equity transactions, including in connection with the BMO Tower development in Milwaukee, Wisconsin, and luxury hotel developments in California.
- Represented German-based equipment manufacturer in long-term global supply contract with Fortune 100 company.
- Represented dozens of medical and dental professionals in corporate and transactional matters.

## Recognition

- *The Legal 500 United States*
  - M&A: middle-market (sub-\$500 million), Recommended attorney, 2024
- Thomson Reuters Stand-out Lawyer, 2023 and 2024
- *Chambers USA*, Corporate/M&A, 2022-2024; Up & Coming, 2020 and 2021
- *Milwaukee Business Journal*, 40 Under 40, 2018
- *The Best Lawyers in America*®, Corporate Law, 2018-2024; Mergers and Acquisitions Law, 2019-2024; Business Organizations (including LLCs and Partnerships), 2024
- *Wisconsin Super Lawyers*, Rising Star, 2013-2018

## Education

- J.D., Marquette University Law School
  - *cum laude*
  - *Marquette Law Review*, Associate Editor
- B.A., Marquette University
  - *magna cum laude*

## Admissions

- Wisconsin

## Community Leadership

- Milwaukee Metropolitan Association of Commerce (MMAC), Director
- Public Policy Forum, Board of Trustees, Former Member
- National Kidney Foundation of Wisconsin, Board of Directors, Former Member
- Early Music Now, Board of Directors, Former Member
- Children's Hospital of Wisconsin Guardianship Clinic
- Emerging Companies, Pro Bono Contributor



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