

# Snell & Wilmer

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## M. Lawrence Brown

Partner | Phoenix

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### Main Bio

Lawrence Brown is a transactional lawyer who represents clients throughout the country in a broad range of finance, real estate and business transactions. He advises clients in connection with their credit facilities, financing arrangements, acquisitions, sales, joint ventures, operations and development projects. Those clients include banks, institutional lenders and investors, real estate developers, land owners and a wide variety of other businesses ranging from Fortune 200 companies to small privately-owned businesses.

### Representative Real Estate Experience

- Representation of developer in contested purchase of property out of a bankruptcy proceeding, developing 90,000 sf healthcare facility, and sale of the building
- Representation of the buyer and capital partner with respect to the acquisition of nine medical office buildings located in three states in a transaction involving the creation of a \$100 million joint venture
- Representation of P3 in structuring, developing and leasing of multi-phased Scottsdale mixed-use project
- Representation of buyer of Arizona mining operation and mining rights on BLM land
- Representation of seller of Scottsdale resort
- Representation of owner group in restructuring portfolio of 90+ franchised restaurants
- Representation of developer in ground leasing large Phoenix in-fill parcel from the Arizona State Land Department and development of the same
- Representation of buyer, developer and ultimately seller of 430,000 sf office project in Tempe
- Representation of buyer and developer of downtown Phoenix assemblage
- Representation of capital partner in series of hotel development projects
- Representation of different developer of hotel properties in national development program

### Representative Finance Experience

- Representation of lending syndicates in multiple homebuilder credit facilities exceeding \$250 million each
- Representation of buyer in financing acquisition of major sports franchise
- Representation of auto retailer in connection with inventory, warehouse, and securitization facilities
- Representation of foreign financial institution in financing construction of \$100 million cement plant
- Representation of national bank in financing the acquisition of a resort and five-star restaurant
- Representation of regional bank in financing airport administration facilities

- Representation of utility in perm financing of power plant
- Representation of borrower in connection with revolving credit facility for development of hotel properties
- Representation of institutional investor in financing acquisition of healthcare property portfolio
- Representation of developer in \$50 million financing of student housing project
- Representation of energy services company with respect to its asset-backed \$100 million credit facility

### **Representative Business Experience**

- Representation of capital partner in the establishment of multiple \$100 million real estate development joint ventures
- Representation of sponsor/development/minority interest partner in a transaction involving the establishment of a \$30 million joint venture
- Representation of purchaser of 100+ employee private company
- Representation of company in contested buy-out of co-founder's interest
- Representation of primary investor in joint venture to acquire over 3,000 acres of raw land
- Representation of USAID contractor with agency contracting issues in former Soviet republics
- Representation of foreign investor in joint venture acquiring and developing real estate project
- Representation of agribusiness owner in \$45 million sale to Fortune 200 company
- Representation of Arizona business from formation to growth to ultimate sale

### **Education**

- Georgetown University Law Center (J.D., 1998)
  - Primary Editor, The Tax Lawyer
- American Graduate School of International Management (M.B.A., 1993)
- University of Oklahoma (B.A., 1992)

### **Professional Memberships & Activities**

- American Bar Association
- Arizona State Bar Association
- Maricopa Bar Association
- East Valley Partnership

### **Representative Presentations & Publications**

- "[P3 101-Is Your Local Legal Team Ready to Help on a P3 Project?](#)," Co-Author, JD Supra (March 26, 2014)
- "Cayman Islands Corporation Engaged in U.S. Trade or Business: Inverworld v. Commissioner," 50 Tax Law 659
- Regularly conducts in-house seminars for clients and attorneys regarding real estate and finance matters
- Regularly speaks at schools ranging from grade schools through graduate schools on legal topics and

access to credit markets

## **Community Involvement**

- Mountain Park Community Church, Board Member and Kids Leader
- YMCA/AYSO Soccer and Baseball Coach
- Phoenix Committee on Foreign Relations, Past Development Committee
- American Heart Association, Past Heart Walk Committee
- Volunteer Lawyers Program

## **Other Professional Experience**

- Commonwealth of Independent States Contracts, Burson-Marsteller, Financial Administrator, Washington, DC
- Ruesch International, Currency Trader, Washington, DC

## **Bar Admissions**

- Arizona

## **Court Admissions**

- Supreme Court of Arizona