

SCOTT BLICKENSTAFF
REPRESENTATIVE TRANSACTIONS

- Advised public company client in negotiation of business and legal terms and documentation of \$200 million stock purchase of private equity owned operating company.
- Advised client in negotiating and documenting master equipment leasing agreement for national equipment fleet.
- Represented public company client in negotiating and documenting companywide treasury management services agreement with a large national bank.
- Advised public company client in all '34 Act compliance matters and relating financial reporting review and documentation.
- Represented a biometric security technology company in negotiating and documenting hardware sales and software licensing agreements with the U.S. Department of Defense and other state and federal agencies.
- Advised public company client in successful negotiation and documentation of \$125 million stock purchase of operating subsidiary from privately held corporation.
- Successfully negotiated and closed the merger of a privately held technology company client with a U.S. public company, resolving complex legal and business issues to achieve client goals.
- Advised a venture investor in evaluating various medical device and technology company investments. Vetted numerous companies, resulting in the client identifying and pursuing a viable investment opportunity.
- Advised a majority stockholder in the complex restructuring of a \$100 million technology company's common and preferred equity and debt obligations. Achieved client objectives through complex negotiations with company shareholders and lenders.
- Represented a privately held technology investment vehicle in connection with acquisition of a medical device subsidiary and related technology rights from a U.S. public company; successfully negotiated complex deal structure and related terms.
- Represented a California-based multinational medical device and technology company in connection with the sale of a business division and the related renegotiation of various long-term ground leases and building subleases with Stanford University.
- Represented a California regional bank in the restructuring and refinancing of numerous complex real property secured commercial loans.

- Advised a major developer in connection with real estate issues relating to a public-private mixed-used development on land owned by the Port of San Francisco; assisted with structuring issues related to municipal bond and lease financing for the project.
- Advised a California based technology company as primary outside counsel in connection with its corporate formation, technology licensing, equity financings, and operations; achieved client goals in closing more than \$50 million in equity financings, negotiating complex licensing arrangements, and counseling client in all aspects of company operations.
- Successfully represented a multinational technology company in the disposition of a \$40 million business division, structured in the form of a complex technology transfer and related asset sale.
- Managed large attorney and business teams for a multinational energy company client in connection with the successful development, project financing and construction of a \$1 billion South American energy project comprising a natural gas pipeline and related power generation and transportation facilities; served as liaison with local governmental entities in negotiating regulatory approvals and related contracts.
- Successfully represented a Japanese multinational corporation in the development, financing and construction of numerous wind energy projects in the United States and Europe and related operations.
- Negotiated and closed numerous deals for the development, project financing and construction of wind power generation projects in the United States for a U.S.-based energy company; negotiated related power purchase agreements with regulated utilities.
- Led the restructuring of the ownership and management rights for seven related California wind energy projects for a consortium of equity holders in connection with the bankruptcy of a large U.S. wind power developer; achieved a timely and successful restructuring of the projects.
- Negotiated, documented and closed sales of California commercial properties totaling more than \$200 million on behalf of a major U.S. public company.
- Advised an Australian-based lender in connection with the construction and project financing of a large zinc production project in the United States.
- Represented a multinational manufacturing company as lead real estate counsel in connection with the successful restructuring and refinancing of its primary U.S. debt facilities.