

# EDWARD J. WILLIG

## DIRECTOR CO-CHAIR, BUSINESS & CORPORATE



Ed Willig offers comprehensive legal representation to businesses of all sizes. With a proven understanding of the financial and operational concerns of his clients, Ed provides strategic counsel for navigating and negotiating significant transactions. Working in tandem with business owners and top-level

management, he assists in the formulation of long-term strategies that enhance fiscal stability and business growth.

Ed routinely consults on the formation of new businesses, contracts and issues relating to emerging companies. He also has substantial experience in mergers and acquisitions and state and federal securities law compliance.

### REPRESENTATIVE MATTERS

- › Advised a family-owned import company on day-to-day legal issues as annual sales grew from \$1 million to \$10 million; assisted with sale of business to a strategic buyer, including structuring, negotiating and documenting the sale on behalf of the family.
- › Facilitated a complex \$18.6 million financing for a regional transportation company, including structuring and documenting the combination of a term loan and revolving line of credit provided by an affiliate of a major U.S. bank with a term loan and equity investment by affiliates of a San Francisco-based merchant bank.
- › Structured the merger of two health care institutions, each with numerous subdivisions and combined annual revenue of \$500 million. The transaction required the identification and resolution of potentially problematic areas, including compliance with bond covenants, ERISA, labor agreements, antitrust and state government approval processes.
- › Represented a Bay Area-based venture capital fund with investments in its portfolio companies, including final negotiation and documentation of legal due diligence investigations of the portfolio companies.

### PROFESSIONAL ORGANIZATIONS

- › State Bar of California, Business Law Section

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#### KEY AREAS

Business formation  
M&A transactions  
Debt and equity financings  
Buy/sell agreements  
State and federal securities law compliance

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#### PRACTICE AREA

Business & Corporate

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#### ACADEMIC CREDENTIALS

J.D., University of California, Berkeley  
(Boalt Hall)

A.B., with Distinction, Stanford  
University

#### **CIVIC AND CHARITABLE**

- › Hillsborough School Foundation | Former President
- › Shelter Network of San Mateo County | Former Chair

#### **RECENT SPEAKING ENGAGEMENTS**

- › Co-Presenter, Recent Trends in Start-Up Financing, Carr McClellan Corporate & Business Briefing Series (2012), September 12, 2012
- › Co-Presenter, You Have a Great Idea for a Start-Up, Now What?, Carr McClellan Corporate & Business Briefing Series (2011), October 13, 2011

#### **HONORS AND AWARDS**

- › AV® Preeminent™