

Hugh F. Sharber

Member

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Hugh Sharber practices business law with an emphasis on mergers and acquisitions, securities transactions and other general business and commercial matters. He has advised both strategic and private equity purchasers and sellers in business transactions in the healthcare, consumer products, restaurant and financial services industries, among others. He has also advised numerous clients on securities offerings, including public offerings and private placements of securities. Mr. Sharber counsels business owners, boards and senior management on legal aspects of transactions, management and key personnel transitions, as well as strategic and financing alternatives, among other things.

BAR ADMISSIONS

- Tennessee

ACCOLADES

- *The Best Lawyers in America®* - Corporate Law; Mergers & Acquisitions Law, since 2005
- *Best Lawyers®* "Lawyer of the Year" - Corporate Law, 2024
- *Best Lawyers®* "Lawyer of the Year" - Corporate Law, 2018
- *Best Lawyers®* "Lawyer of the Year" - Corporate Law, 2012
- Chambers USA: America's Leading Lawyers for Business - Top ranked Corporate/Mergers & Acquisitions lawyer in Tennessee, since 2011; Leader in Corporate/Mergers & Acquisitions field (2017 edition)
- Mid-South Super Lawyers - Mergers & Acquisitions, 2022
- Chattanooga Bar Foundation – Fellow

MEMBERSHIPS

- American Bar Association
- Chattanooga Bar Association
- Tennessee Bar Association

COMMUNITY

- Chattanooga Community Development Financial Institution, Board of Directors - Member
- Chattanooga Opportunity Fund, Advisory Board - Member
- Chattanooga Rotary Club - Member
- City of Chattanooga Access to Capital Task Force - Member



PRACTICE AREAS

Mergers & Acquisitions and Private Equity
Securities
Healthcare Transactional
Corporate Finance
Corporate
Healthcare
General Counsel Services

EDUCATION

- J.D., *with Honors*, The University of Tennessee College of Law, 1984
 - Assistant Editor, Tennessee Law Review
- B.A., *magna cum laude*, The University of the South, 1980
 - Phi Beta Kappa

- St. Paul's Episcopal Church – Chancellor; Former Senior Warden
- The University of the South, Tonya Public Affairs Internship Advisory Board - Member; Board of Trustees - Former Member; Greek Alumni Council - Member; Names and Places Committee - Member
- Episcopal Endowment Corporation - Member of Board of Directors and Secretary
- Chattanooga Golf and Country Club - Member of Board of Directors and Secretary

EXPERIENCE

Acquisitions and Sales of Businesses

- Purchase of a business engaged in the marketing and sale of dietary supplements for a diversified consumer products company in a \$32 million transaction.
- Sale of a wholesale manufacturer of commercial modular buildings in the south and central United States to a private equity purchaser in a \$68 million transaction.
- Represent a private equity purchaser in an investment in a provider of prepaid digital payment solutions and a follow-on acquisition of a separate company in the same industry.
- Purchase of a manufacturer of tubular metal products with operations in the U.S. and Mexico in a \$18 million transaction.
- Sale of a multi-generational, iconic tourist attraction located on Lookout Mountain to a fifth-generation family owner.
- Acquisition of a 342-room hotel and a 110-room hotel, both located in Chattanooga, Tennessee, with total transaction values in excess of \$45 million.
- Represented the seller in an asset sale of 23 Burger King restaurants.
- Represented an investor in a company pursuing FDA approval for a breakthrough medical device.
- Sale of a windows and door manufacturing and supply with operations in the western United States to an industry purchaser with a transaction value of approximately \$93 million.
- Acquisitions of assets of two separate fiber products companies in order to increase packaging options and custom products for an industry client.
- Sale of a flat-rolled metals toll processor and transportation and logistics supply chain business for the automobile industry to a publicly-held strategic purchaser in a \$45 million transaction.
- Purchase of the western division of a national windows and door manufacturer for a private equity investor at a transaction value of approximately \$10 million.
- In separate transactions, the sale of six skilled nursing homes located in three different states; the sale of three skilled nursing homes located in North Carolina; the sale leaseback of two skilled nursing homes in Tennessee; and the sale of a skilled nursing home facility in Maryland.
- Purchases of a frozen meat-free product line from a national food company and assets of production facility for a development stage meat-free food company.
- Sale of a regional urgent care business with nine locations to an industry purchaser for a transaction value of approximately \$10 million.
- Represented a manufacturer of seamless metal bellows in an add-on acquisition and in the later sale of the entire business to a private equity-supported industry purchaser for a transaction value of approximately \$25 million.
- Represent a newly-formed consumer products company in the acquisition of license rights to a macadamia nut skin care lotion from an international company and the acquisition of a portfolio of branded consumer products.

- Represent a private equity investor in the acquisition of a flat rolled metals toll processor and transportation and logistics supply chain business for the automobile industry, together with related credit agreements and a sale/leaseback of real property in a transaction of approximately \$35 million.
- Represent a consumer products company in the various transactions involving the purchase or sale of branded consumer product lines.

Securities Transactions

- Represent a real estate development firm in two separate private placements of limited partnership units to provide capital to support multi-location project developments for a national neighborhood grocery store concept.
- Represent a consumer products company in a private placement of limited partnership units with proceeds to be used for the acquisition of a portfolio of branded consumer products.
- Represent a seller of energy efficient and renewable products and services in its organization and initial capital raise.
- Represent investors in separate transactions involving the investment in limited partnerships formed to provide mezzanine debt and development capital for real estate projects.
- Offering of \$18.5 million for a SBIC specializing in mezzanine loans in the healthcare industry and an offering of \$30 million for a SBIC specializing in senior mortgage loans and revolving lines of credit in the healthcare industry.

