goulston&storrs

Daniel R. Avery

Director

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Dan Avery is a senior corporate and M&A attorney counseling companies across a wide variety of industries in their strategic transactions and operational matters. During his tenure at the firm, Dan has overseen the acquisition or disposition of more than 100 different businesses located throughout the world. In his M&A practice, Dan represents both buyers and sellers, private equity and strategic parties, domestically and internationally. He also assists operating companies in contracting, financing, employment, IP, governance, and general legal matters.

Dan is nationally known as a leading expert on M&A deal terms. He was for many years a member of the Publishing Committee for the American Bar Association's private company M&A Deal Point Studies, which are the most influential and established market studies in this area. Dan is also the creator and author of a 25-article series published by Bloomberg Law which looks at market trends in M&A deal points. These articles are relied upon by M&A professionals, including lawyers, accountants, and investment bankers, as well as for academic and legal training purposes. The articles can be accessed on our What's Market blog by **clicking here**. Dan regularly speaks and writes on other M&A and corporate law developments and topics.

Dan is resident in the firm's DC and Boston offices but has a national and international practice.

Accolades

- Lawdragon 500 Dealmakers in America, 2022, 2024-2025
- 2021 - 2023 *JD Supra Readers' Choice Award* (for thought leadership on mergers and acquisitions, based on top 10 international readership rankings)
- Martindale Hubbell Peer Review Rated AV Preeminent ™
- Massachusetts Super Lawyer, 2004, 2008 - 2016, 2019 - 2020

Admissions

- Massachusetts
- District of Columbia

- Virginia

Education

- University of Massachusetts at Amherst (B.A., 1985)
- Boston University School of Law (J.D., 1988)

Representative Matters

Major Restaurant Franchisee Product Rollout to Supermarkets

Representation of major restaurant franchisees in connection with the rollout of K-Cups and other products to supermarkets. Also negotiated a groundbreaking collaborative franchisee profit sharing program for the overall brand.

Audax Private Equity Sale of Chesapeake IRB

Representation of Audax Private Equity in connection with the sale of Chesapeake IRB to Linden Capital Partners.

Private Equity Acquisition and Disposition Transactions

Representation of a private equity firm in connection with acquisition and disposition transactions relating to real estate-related assets throughout the United States. Counsel includes drafting and reviewing purchase agreements and their underlying property leases so that the client may assess investments for purchasing portfolios.

Alternative Energy Projects

Handled the structuring, negotiation and financing of alternative energy projects located in retail shopping centers and on military installations across the United States.

Hotel Management Company Leveraged Investment Transaction

Representation of a hotel management company in connection with a leveraged investment transaction. Representation included negotiation of the Purchase Agreement and related disclosure schedules; executive employment agreements; Phantom Unit Grant Agreements for senior employees; consents of multiple third parties, and amendments to the loan documents; the spin-off of various assets not being acquired; the Senior Secured Credit Facility and various organizational documents.

Taj Boston Hotel Acquisition

Representation of a joint venture in connection with the acquisition of 100% of the membership interests in the owner of the Taj Boston Hotel and subsequent conveyance to a wholly-owned subsidiary of the joint venture.

Foreign Retailer North America Expansion

Representation of a wide range of foreign retailers in connection with their expansion into North America.

Private Equity Acquisition and Dispositions
Representation of private equity firm in multiple acquisitions and dispositions, and of their portfolio companies in general corporate matters.

Boston Culinary Group Merger with Centerplate
Representation of Boston Culinary Group, a leading provider of food and beverage concessions services, in its merger with Centerplate, Inc., a Kohlberg & Co., portfolio company.

Restaurant Chain Acquisitions
Representation for various restaurant chain acquisitions.

Audax Group Acquisition
We represented Audax Group, a leading private equity firm, and its portfolio company AI Fire, LLC, in the sale of the company to Snow Phipps Group, LLC.

Sale of Romanow Container to SupplyOne, Inc.
Represented Romanow Container, a leading independent corrugated and protective packaging supplier, in its sale to SupplyOne, Inc., a portfolio company of Wellspring Capital Management.

Representation of Northern Light Group In $23 Million Growth Investment
Representation of Northern Light Group in $23 Million growth investment by LoneTree Capital, a New York-based growth capital firm.

The investment will enable Northern Light to scale more rapidly, offering the capital and resources needed to fuel ongoing product innovation and strengthen its support for enterprise customers across the globe.