

Alan I. Shanaman

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Mr. Shanaman represents a myriad of clients in complex and sophisticated business and financial transactions, including debt recapitalization, working closely with investment bankers and private equity funds. Mr. Shanaman's clients include entrepreneurs, manufacturers, commercial real estate developers in multi-million dollar projects, commercial construction general contractors and subcontractors with annual revenues exceeding \$75 million. He assists his clients with their administrative and employment matters, conducts annual meetings, and facilitates corporate finance structuring and restructuring, working closely with investment bankers, senior and mezzanine lenders, as well as private equity investment firms. Mr. Shanaman also keeps deeply involved in reviewing and analyzing many of his clients' financial statements and tax returns, providing advice and recommendations to help improve financial performance. Mr. Shanaman provides general advice for labor matters, litigation, strategic business planning, succession planning, dispute resolution and all related business legal matters, including mergers and acquisitions. His responsibilities often involve working closely with company accountants for year-end tax planning and preparation of company financial statements.

Mr. Shanaman plans and develops various startup companies, including the choice of entity, negotiation and preparation of organizational documents for corporations, limited liability companies, and general and limited partnerships, drafting and negotiating shareholder and buy-sell/cross-purchase agreements, operating agreements, and general and limited partnership

agreements. While representing companies, Mr. Shanaman has also been called upon to prepare and negotiate employment, executive compensation, severance, sales representative, manufacturing, distribution, construction, subcontractor, stock redemptions, letters of intent, sale of assets, stock sale, marketing and management, confidentiality and non-compete agreements. As part of a particular company's financial needs, Mr. Shanaman will prepare, review, and negotiate all commercial instruments including loan agreements, promissory notes, revolving credit notes, lines of credit and guaranty agreements, security agreements, and UCC compliance.

An area of specialty in Mr. Shanaman's practice involves representing clients in all aspects of commercial sales and purchases for real estate transactions with some portfolios valued in excess of \$10,000,000. Mr. Shanaman has extensive experience in preparing and negotiating all documentation in connection with real estate matters including sale and purchase agreements (coordinating due diligence investigation), financing, title commitments, deeds, mortgages, land contracts, closing statements, escrow agreements, abandonment/vacation actions, easements and commercial leases (retail and industrial). In addition, Mr. Shanaman represents his clients in real estate property tax assessment appeals at the Board of Review and Michigan Tax Tribunal.

Mr. Shanaman is a member of the State Bar of Michigan and its Real Property, Business Law and Taxation sections and the American Bar Association. He is also admitted to practice in the Federal District Courts in the State of Michigan, as well as Federal Tax Court.

Mr. Shanaman received his Bachelor of Arts degree, majoring in Social Science from Michigan State University in 1977; his Juris Doctorate degree from Thomas M. Cooley Law School in 1980; and his Master of Laws degree in Taxation from Wayne State University Law School in 1987.