

James Lawrence

Associate

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Phoenix – 602.735.2654



James is a corporate and deal attorney with extensive experience structuring, negotiating, and closing private acquisitions, divestitures, recapitalizations, and other strategic transactions for founders, family-owned businesses, strategic buyers, and private equity sponsors.

James focuses on mergers and acquisitions, with a significant part of his practice involving family-owned and founder-led businesses. He has particular experience in construction, contracting, and the skilled trades, including plumbing, HVAC, electrical, paving, general contracting, and infrastructure services. He also works with companies in healthcare, manufacturing, technology, retail, and business services.

Much of James's work involves owners who have spent years building a business and are now considering a sale, bringing on an investor, or planning for the next stage of growth. He regularly represents sellers in transactions with private equity firms and strategic buyers, and represents strategic and private equity buyers in add-on acquisitions. In closely held businesses, he understands that the economics are only one part of the transaction. Ownership transition, employees, family dynamics, rollover equity, future involvement in the business, and post-closing arrangements often shape both the structure of the deal and the negotiations around it.

James works with clients throughout the life cycle of a transaction, including deal structuring, pre-sale reorganizations, rollover and management equity, seller financing, acquisition financing, and post-closing governance arrangements. Outside of M&A, he advises on joint ventures, corporate restructurings, debt and equity financings, private securities offerings, and commercial agreements. He also has experience managing cross-border transactions and coordinating deal teams across multiple jurisdictions.

Select Experience

- Represented KUIU, a leading performance hunting apparel and gear company, in its

Education

- Arizona State University - Sandra Day O'Connor College of Law (J.D., 2019)
– *summa cum laude*
- University of Nevada, Reno (B.S., Economics, 2016)

Bar Admissions

- Arizona

approximately \$800 million sale of a controlling equity interest to a private equity buyer.

- Represented a Midwestern manufacturer and distributor of animal health and nutrition products in an approximately \$60 million asset sale to a foreign private equity buyer.
- Represented an AI venture-building and technology company focused on physical industries in an approximately \$150 million sale of a controlling equity interest to a private equity buyer.
- Represented a private equity backed energy distribution company providing heating oil, propane, and related HVAC services in an approximately \$40 million asset sale of its New York operations to a strategic buyer.

Accolades

- *Southwest Super Lawyers*®, "Rising Stars," 2025-2026