

Megan Gess

Partner

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Southern California – 714.800.1427



Megan structures and negotiates mergers, acquisitions, and private equity transactions—turning complex deals across food & beverage, technology, life sciences, and beyond into signed, closed outcomes for her clients.

From billion-dollar public company acquisitions to founder-led winery sales, Megan advises buyers, sellers, and investors on the full arc of a transaction—structuring the deal, negotiating the terms, and working through the details that determine whether a deal actually gets done.

Megan's mergers and acquisitions work spans a wide range of industries, including retail and consumer products, technology, healthcare and life sciences, real estate, financial services, and food and beverage. That cross-sector depth matters in practice: clients benefit from her ability to recognize patterns across deal types and industries, and to apply what she has learned in one context to solve problems in another. Whether she is advising a publicly traded company on a strategic acquisition, a private equity fund on a leveraged buyout, or a closely held business on a sale to a financial or strategic buyer, Megan focuses on what her clients are actually trying to accomplish and structures her advice accordingly.

Megan's private equity experience includes representing both funds and portfolio companies across investment, add-on acquisition, and disposition transactions. On the public company side, she has advised clients on acquisitions of publicly held targets, including all-cash tender offers and large-scale strategic combinations. She is equally comfortable advising founder-owned businesses, having represented regional food and beverage brands, specialty retailers, and technology companies in transactions where the stakes are personal as well as financial.

Select Experience

- Represented Booker Vineyard & Winery in a minority investment by Constellation

Education

- Loyola Law School (J.D., 2001)
 - *cum laude*
 - Order of the Coif
- University of California, Davis (B.A., Political Science & Government)
 - *cum laude*

Bar Admissions

- California

Brands (NYSE: STZ and STZ.B) and in a subsequent sale of the remaining ownership of Booker to Constellation.*

- Represented Denner Vineyards, a producer of critically acclaimed wines from California's Central Coast, in the sale of its business to E. & J. Gallo Winery.*
- Represented Mother's Market & Kitchen, a regional chain of natural and organic health food stores, in its sale to Mill Road Capital.*
- Represented Fresh Innovations, a leading processor of fresh sliced apples and other packaged fruits, in its sale to Arable Capital Partners.*