

Frank A. Segall | Partner

Corporate

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photo coming soon

CO-CHAIR, BOSTON OFFICE CO-CHAIR, CANNABIS PRACTICE

With a strong background in finance and business operations, Frank A. Segall negotiates complex business deals, including mergers, acquisitions, sales, syndications, loans, restructuring, and equity investments. He works as outside general counsel to businesses throughout the world and has vast experience in a broad base of sectors, such as manufacturing, technology, transportation, and retail. In 2022, he was named a “Cannabis MVP of the Year” by *Law360* and a “Go To Business Transaction Lawyer” by *Massachusetts Lawyers Weekly*.

Frank is nationally renowned for his pioneering work with the cannabis industry—he was one of the first prominent corporate lawyers to enter the cannabis industry in 2012. From there he co-founded and led one of the first major cannabis business practices at a corporate law firm and has been at the forefront ever since. Over the years, Frank has developed a national practice for this fast-growing industry, assisting with such matters as business formation and corporate structuring, capital raising, and mergers and acquisitions.

For example, Frank led the sale a leading cannabis retailer to a cannabis enterprise that resulted in the largest and most vertically integrated cannabis platform in the state of California. He also led the formation and launch of a first-of-its-kind consumer service, a digital credit and loyalty-enabled payments solution in the state of Massachusetts. Finally, under his leadership, his prior firm represented a provider of advanced cultivation and extraction solutions in the cannabis industry in its acquisition of two of the leading brands that provide equipment and solutions for extraction, post-processing, and testing for the cannabis and hemp industry. This

representation was possible due to Frank's deep experience in the industry.

Frank's colleagues describe him as "the ultimate networker" who creates business opportunities for anyone who comes into his sphere of influence and friendship. Intensely loyal and deal-smart, Frank knows how to open doors, make connections, and get things done.

Outside The Firm

Alongside his family, Frank has fundraised \$1.5 million for the Crohn's & Colitis Foundation and was honored with the 2021 Modell Award for his dedication to the furthering of the organization's mission.

Select Engagements

M&A Transactions

- Mergers, acquisitions, and sales of a variety of companies and commercial assets with transactions ranging from several million dollars to over \$500 million.
- A \$500 million acquisition of international distribution company.
- A \$285 million acquisition of 500-unit franchise company.
- A \$185 million sale of consumer products company.
- A \$150 million roll up of several distribution companies in 36 months.
- A \$100 million sale of specialty chemicals company.
- A \$100 million sale of distribution company.
- An \$80 million merger of several professional firms.
- A \$50 million sale of plastic injection molding company.
- A \$60 million acquisition of finance company.
- A \$45 million sale of plastics molding company.
- A \$20 million simultaneous roll up of three data storage companies.
- A \$20 million sale of Massachusetts high tech company.
- A \$20 million sale of distribution company.
- A \$20 million sale of parking solutions company.
- A \$10 million sale of chemical distribution company.
- A \$10 million leveraged buy-out of asset management company.

Cannabis

- Represented client in bridge financing and business combination with two companies to create a new entity, one of the largest leading California cannabis companies.
- A \$50 million acquisition of equipment and extraction solutions companies.
- A nine-million-dollar acquisition of cannabis extraction equipment company.
- Represented numerous clients in capital raises and debt financings to fund acquisitions and development of vertically integrated cannabis operations.
- Represented numerous clients in acquisition of cannabis retail, cultivation,

and product manufacturing operators.

- Represented lender in obtaining the first receivership of a cannabis operator in Massachusetts.

Financings

- Representing borrowers and lenders in billions of dollars of asset-based, commercial, and real estate financings and restructurings throughout the United States and internationally.
- Structured \$200 million credit facility for a major lending institution.
- Structured \$150 million syndicated financing credit facility for a major lending institution secured by multiple properties throughout the United States.
- Secured and structured \$150 million warehouse line for lending facility and raised three million dollars in equity.
- Secured and structured \$70 million revolving line of credit facility for acquisition of company out of bankruptcy.
- Secured and structured \$40 million financing for regional restaurant chain with more than 100 ground lease and fee locations.
- Secured and structured \$25 million acquisition financing for a troubled manufacturer.
- Structured \$25 million financing secured by patent litigation.

Real Estate

- Development, acquisition, financing, sale, and leasing of one-million-square-foot office complex and millions of square feet of office, industrial, and residential complexes.
- Distressed structured deals.
- Represent a variety of lenders and companies in restructurings, workouts, bankruptcy liquidations, and recovery matters.
- Represented client in the acquisition and financing of four brand companies in approximately 120 days through a combination of assumption of debt, new financings, and Article IX strategies.
- Secured \$20 million of senior and junior debt to refinance client from its current lender avoiding protracted workout and assisted in restructure and sale of manufacturing business.
- Secured buyer and structured liquidating sale of manufacturer to maximize recovery to shareholders.
- Structured repurchase of company by founder within 12 months after his sale to buyer, including arranging for secured debt lender to remain in transaction.
- Secured senior debt, mezzanine debt, and equity for manufacturer in bankruptcy and assisted in its recovery from bankruptcy.
- Structured investment and acquisition of majority control in distressed manufacturing company and restructured debt.

Admissions

- Massachusetts
- U.S. District Court for the District of Massachusetts

Memberships

- Massachusetts Bar Association
- Boston Bar Association

Education

- Brandeis University, BA, cum laude
- Columbia University School of Law, JD

Recognitions

- 2024, 500 Leading Dealmakers, listed in *Lawdragon*
- 2022, “Cannabis MVPs of the Year,” listed by *Law360*
- 2022, “Go To Business Transaction Lawyers” listed in *Massachusetts Lawyers Weekly*
- 2021, Modell Award, by Crohn’s & Colitis Foundation
- 2018, “New England Trailblazer” listed in *The American Lawyer*
- 2018, “Cannabis Trailblazer,” by the *National Law Journal*
- Massachusetts *Super Lawyers*