



SpencerFane®

## Andrew J. Ostapko

Partner

### Contact

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## Overview

**Andrew Ostapko brings clients a solutions-oriented approach to all aspects of mergers and acquisitions, equity capital markets, and joint ventures, assessing risks, rewards, and legal responsibilities critical to efficient and effective transactions that align with overall business objectives.**

Andrew is known for taking a pragmatic approach to structuring, negotiating, and consummating complex corporate and commercial deals. His practice includes advising on middle market mergers, acquisitions and dispositions, venture capital fundraising, and a multitude of other private securities offerings. He has significant experience with entity formation and structuring, including real estate and commercial joint venture agreements.

Andrew also counsels private and public companies in a broad range of general corporate and commercial matters that help clients manage all aspects of day-to-day operations.

Serving as a valued partner with clients, Andrew first works to understand the full depth of a business operation and then works to tailor legal services to the unique circumstances. This includes a concentrated focus on combining business sense with the measured urgency often needed to take advantage of opportunities for growth, expansion, or profit.

## Education

- Southern Methodist University School of Law, 2012 (J.D.), *magna cum laude*
- Missouri State University, 2007 (B.S.), *cum laude*

## Bar Admissions

- Missouri
- Kansas
- Texas

## Distinctions

- *Best Lawyers in America, Ones to Watch, 2023–2024*

## Memberships

- State Bar of Texas
- Dallas Bar Association

## Related Experience

- Represented owner in the sale of an architectural components manufacturer to a strategic buyer
- Represented a sponsor in the acquisition of a Midwest industrial lubricants manufacturer and in subsequent strategic add-on transactions.
- Represented a sponsor in the acquisition of an architectural components manufacturer and in subsequent strategic add-on transactions.
- Represented owner of a regional flooring products manufacturer in a sale of the company to an ESOP.
- Represented owners of a leading U.S. manufacturer of industrial food processing equipment in a sale to a private equity firm.
- Represented owners of an online health care staffing management platform in a private-equity backed transaction resulting in a change of control.
- Represented a medical device manufacturer in a sale to a private equity firm for a purchase price in excess of \$50 million.
- Represented a quick-service franchisee in the leveraged buyout of dozens of restaurants.
- Represented an insurance company in the strategic acquisition of its business for a purchase price in excess of \$400 million.
- Represented a regional fast food franchisee in the sale of dozens of restaurants to a private equity firm for a purchase price in excess of \$100 million.
- Represented a sponsor in the acquisition of an industrial chemicals company and in subsequent strategic add-on transactions.
- Represented a sponsor in the acquisition of a louver and HVAC parts manufacturer and in subsequent strategic add-on transactions.
- Represented a fiber optics installation company in a sale to a private equity firm.
- Represented a national property management company in a merger with a national competitor.
- Represented an internet-based oil and gas internet auction and sealed bid transaction service in the sale of its business to a private equity firm.
- Represented a regional medical imaging company in the strategic acquisition of its business by a national competitor for a purchase price in excess of \$100 million.
- Represented a regional grocery store chain and distributor regarding the sale of a minority ownership interest to a foreign purchaser.
- Represented multiple industrial gas suppliers regarding the strategic acquisition of their businesses.
- Represented a towing logistics company regarding the strategic acquisition of its business.
- Represented a national insurance claim adjuster regarding a venture capitalist investment.
- Represented tenant in negotiation of a joint venture agreement for the development of a logistics facility located in Kansas City.
- Represented a sponsor in negotiation of a joint venture agreement for the acquisition of a logistics facility located in Indiana.

- Represented an urban infill developer in negotiation of a joint venture agreement for the acquisition and development of a mixed-use condominium project.
- Represented an urban infill developer in negotiation of joint venture agreements for the acquisition and development of a \$1 billion portfolio of residential and mixed-use projects.
- Represented a sponsor in negotiation of a joint venture agreement for the acquisition and development of a \$1.27 billion master development of a suburban community.
- Represented a sponsor in negotiation of a joint venture agreement for the acquisition and expansion of a data center located in Oregon.
- Represented a sponsor in negotiation of joint venture agreements for the acquisition and development of data centers located in Pennsylvania and Ohio.
- Represented a sponsor in negotiation of a joint venture agreement for the acquisition of a data center located in Georgia.
- Represented lead investor in Series A fundraising round for a SaaS training and analytics company.
- Represented lead investor in Series A and Series B fundraising rounds for online streaming service.
- Represented a commercial real estate investment fund and a private REIT regarding the private placement of \$75 million in the U.S., Canada, and the United Kingdom.
- Represented a commercial real estate investment fund and a private REIT regarding the private placement of \$100 million in the U.S., Canada, Australia, the United Kingdom, and South Africa.
- Represented a private REIT regarding the placement of \$125 million to assemble a portfolio of hotels.
- Represented a commercial real estate investment fund and two private REITs regarding the private placement of \$100 million in the U.S., Canada, Australia, the United Kingdom, Switzerland, and Gibraltar.
- Represented a private equity fund regarding the private placement of \$40 million to develop multifamily real estate.
- Represented public company in corporate reorganization involving mergers and conversions of various subsidiaries.
- Represented several private middle market retail and manufacturing companies regarding a variety of commercial contracts with vendors, customers, and consultants.
- Represented a national developer of multifamily real estate regarding a corporate restructuring of ownership in, and governance of, several private equity funds.
- Represented a publicly traded U.S. airline regarding a variety of commercial contracts with vendors and strategic partners.