

## NANCY A. NORMAN



- *Partner*
- **Corporate, International, Finance**
- BA, University of Texas
- JD, University of Texas School of Law
- LLM in Taxation, New York University School of Law
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Nancy A. Norman is engaged in a corporate, partnership, mergers and acquisitions and financing practice. Ms. Norman has extensive experience in the varied aspects and phases of the life of business, from the formation of the company through financing and capital raising, mergers and acquisitions and sales of all or parts of the business.

### Representative Transactions.

Ms. Norman's experience includes the following:

#### Mergers and Acquisitions.

- Represented a privately-held heavy equipment dealer in its expansion into another substantial territory, in a \$225 million purchase and financing.
- Represented a privately-held heavy equipment dealer in its sale of its gas compression business.
- Represented an automobile parts manufacturing company in its expansion into Mexico to establish a Mexican maquiladora company.
- Represented a specialty veterinarian in the division of the practice and the sale of the division.
- Represented a specialty telecommunications company in a proposed acquisition of a target in the telecommunications business.
- Represented a private equity funds portfolio company in a proposed acquisition of an oilfield supply company.
- Represented an inventor of specialty drilling muds in the sale of his company to Exxon.
- Represented a U.S. automotive parts company in the sale of a minority interest to a substantial foreign investor.
- Represented a food service company in its acquisition of a franchised food service company.

- Represented a Canadian company in its expansion into the United States to sell its products for use in the U.S. oil and gas industry, including specifically for use in the Eagle Ford shale field.
- Represented a San Antonio investor in the acquisition of his interest in a national sports team.
- Represented a San Antonio food manufacturer in its possible sale to a national food manufacturer.

#### Financing Transactions.

- Represented a heavy equipment dealer in bank and other lender financing transactions, both in secured and unsecured borrowings.
- Represented an aviation manufacturing company in the initial establishment of its principal banking credit facility with a large Texas bank lender and in the refinancing of the credit facility with another lender.
- Represented a manufacturer of workingman's tools and supplies in the move of their credit facility from one national bank to another national bank.
- Represented an aviation manufacturing company in the establishment of a manufacturer's finance subsidiary and in structuring the documentation for lending by the finance subsidiary in support of product sales by the manufacturer.

#### Lending by Banks.

- Represented a national bank in lending to a Texas series limited liability company, as to the series member in the aviation business and as to the series member in the real estate business.
- Represented a national bank in the refinancing of a specialized commercial loan secured by a foreign owned vessel.
- Represented a national bank in lending secured by aircraft.

#### Manufacturing and Sales.

- Represented an aviation manufacturing company in the legal documentation for the purchases and sales of aircraft.
- Represented a foreign owned U.S. automotive parts manufacturer, in a merger to simplify its operations.

#### **Other Experience.**

Ms. Norman served on the board of directors and assisted in the founding and organization of a national bank, served on the board of directors of two nursing homes and has invested in and operated commercial real estate. Ms. Norman additionally has served on the Board of Directors of partnerships owning and selling real estate.

Ms. Norman served as Chairman of the International Law Section of the State Bar of Texas and sponsored a program on international oil and gas with George H.W. Bush as the featured speaker.

**Memberships.**

Ms. Norman is a member of the San Antonio Bar Association, the State Bar of Texas, and its Business Law Section, and the American Bar Association and its Business Law Section. She is a member of the San Antonio Downtown Rotary and is a Life Fellow of the Texas Bar Foundation and of the San Antonio Bar Foundation. Ms. Norman is a Member of the Central Texas Chapter of the Association for Corporate Growth.

**Awards.**

Ms. Norman was named a San Antonio “Best Lawyer” by *Scene in S.A.* (2009).

**Admitted.**

- Texas
- New York
- United States Tax Court
- United States District Court for the Southern District of Texas

**Languages.**

Ms. Norman speaks Spanish, having studied at the Universidad de Madrid, in Madrid, Spain.

**Other Professional and Community Involvement.**

- Martindale-Hubbell® AV® Preeminent™ Peer Review Rating
- International Law Section of State Bar of Texas, President, 1986-1987
- Jackson Walker LLP, Partner, 2001-2011
- Gresham Davis Gregory Worthy & Moore, P.C., Partner, 1989-2001
- The Entrepreneurship Institute, San Antonio Chapter, Advisory Board 2005-2007
- Alamo Area Council of Governments, Housing Advisory Committee, 2006-2008
- United Way of San Antonio, Masters Leadership Program, Class VII
- Financial Executive International, former firm’s representative, 2007-2011