



## Mark E. Golman

Director

Mark E. Golman helps clients achieve their strategic objectives and reduce risk in the areas of corporate law, finance and bankruptcy. Mark represents clients in the purchase and sale of businesses and assets, including purchases out of bankruptcy proceedings, financings and contract negotiations.

### Contact

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#### Dallas

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#### Oklahoma City

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### Practice Areas

- Bankruptcy and Restructuring
- Business Law
- Mergers and Acquisitions
- Securities and Private Equity

### Education

- The University of Texas School of Law (J.D., 1986)
- The University of Texas (B.A., 1983, with honors, Plan II)

### Admissions

- 1986, Texas
- 1987, U.S. District/Bankruptcy Court, Northern District of Texas
- 2000, U.S. District/Bankruptcy Court, Southern District of Texas

### Biography

Mark Golman helps clients achieve their strategic objectives and reduce risk in the areas of corporate law, finance and bankruptcy. Mark represents clients in the purchase and sale of businesses and assets, including purchases out of bankruptcy proceedings, financings, the negotiation of distribution agreements, and other contract negotiations.

He has represented a manufacturer in acquisitions which transformed the company into a national market leader and assisted entrepreneurs in selling their businesses for tens of millions of dollars. Mark negotiates asset acquisition and combination agreements for professional services firms, including law firms. He also advises creditors in bankruptcy cases and has worked with publicly-traded and privately-held companies in out-of-court workouts.

Mark counsels clients in the development and implementation of policies affecting corporate business practices. He tried numerous bench and several jury trials to judgment earlier in his career, and uses that experience when counseling clients on risk-related matters.

### Professional Organizations

- ALFA International (Chair of Oil, Gas, Energy Working Group, 2012-2015 and 2017-2018; Co-chair of Corporate Transactions Working Group, 2017-2018; Board of Directors, 2011-2014)
- Dallas Chapter of Financial Executives International, Manufacturing & Distribution Special Interest Group (Steering Committee, 2015-2018)
- Corporate Counsel Women of Color – Mentor (2022)
- Dallas Bar Association STEER Program – Mentor (2022-present)
- The Mentor Network – Mentor (2020 – present)

### Experience

- **Transactions**
  - Represented a wholesale supply chain services company in the sale of a niche distribution subsidiary to a competitor.
  - Represented product manufacturer in the drafting of a national distribution agreement with the manufacturer of a complimentary product line.
  - Amended and restated a Supply Chain and Distribution Services Agreement

- between a wholesale supply chain services company and a major retailer.
- Represented a consulting services company in its sale to a national firm.
- Negotiated acquisitions of services and manufacturing companies for an aerospace and defense client.
- Negotiated performance assurance provisions of a long-term Renewable Energy Purchase Agreement, and the related letters of credit and guarantee providing performance assurance.
- Represented client in negotiating Agreements for the Purchase and Sale of California Carbon Allowances and California Carbon Offsets.
- Represented owners of a 100+ year old scrap metal recycling business in the sale of its operating assets while obtaining a release from the state of responsibility for on-site environmental liabilities.
- Represented entrepreneur owners of oilfield chemical company operating in Texas and New Mexico in the sale of substantially all operating assets and real estate to a Toronto Stock Exchange listed company.
- Negotiated acquisition of regional competitor by a national company engaged in the manufacture and distribution of safety products.
- Represented New England based manufacturer in the acquisition of the operating assets of a Texas based competitor.
- Represented building materials manufacturer in an acquisition designed to expand product offering.
- Represented multinational food products company in the disposition of a North American brand.
- Represented multinational manufacturer in the sale of its thermoplastic hoses and tubing business in the U.S. and Europe.
- Represented building materials manufacturer in the acquisition of multiple facility, competing businesses.
- Represented building materials manufacturer in the sale of division.
- Represented publicly traded oil field supply company in acquiring the assets of four strategic suppliers and a fifth company.
- Negotiated successful combinations for Texas based law firm with other Texas law firms and Texas based and international practice groups.
- Represented natural gas compression provider in the sale of compression units in the United States and abroad.
- Negotiated sale of a multiple facility building products distribution business.
- Negotiated long-term supply agreements for national businesses.
- Represented manufacturer in negotiating a multimillion-dollar product development agreement.
- Represented manufacturer in negotiation and implementation of its receivables securitization program.
- Represented manufacturing business in negotiation of its treasury services and cash management agreements.
- Negotiated multimillion-dollar credit facilities to fund a facility expansion.
- Represented entity in negotiating a \$75 million line of credit.
- Negotiated equipment and vehicle leasing agreements for manufacturers and mining operators.
- Negotiated third party service agreements for manufacturing and technology clients.
- **Counseling**
  - Developed policies and form manuals for corporate credit departments.
  - Prepared form terms and conditions of purchase and of sale for manufacturing companies.
  - Counseled client on development of records retention policy.
  - Consulted with clients regarding, and drafted, product warranties.
- **Bankruptcy and Workouts**
  - Represented clients in negotiating and documenting workout agreements with customers with mid-five digit to low seven digit past due account balances.
  - Represented exploration and production company in the bankruptcies of multiple oilfield service and other companies.
  - Represented clients purchasing the operating assets of bankrupt companies through "363" sales.
  - Negotiated critical vendor agreement for client resulting in the collection of \$2.6 million of unsecured pre-bankruptcy debt from a major customer shortly after its bankruptcy filing.
  - Obtained pre-answer dismissal of \$1.5 million bankruptcy preference claim with no payment by client.
  - Settled \$650,000 preference claim for \$20,000.

- Represented manufacturing client in out-of-court workout of a multimillion-dollar delinquent unsecured account. Client recovery exceeded 65% of account while other unsecured creditors received no recovery.

### **Recognition**

- Martindale-Hubbell AV<sup>®</sup> Preeminent<sup>™</sup>
- Nate Fishbach Service Award, ALFA International (2013)
- Best Lawyers<sup>®</sup>: Corporate Law (2022-present)
- Best Lawyers<sup>®</sup>: Bankruptcy and Creditor Debtor Rights/Insolvency and Reorganization Law (2013-present)