



## ANDREW H. SEGALL

### PARTNER

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#### SERVICES

Corporate  
Corporate Governance  
General Corporate  
Fund Formation  
Mergers and Acquisitions  
Real Estate Services  
Real Estate Finance  
REITs  
Resources, Access and  
Mentoring Program (RAMP)  
Opportunity Zones and  
Qualified Opportunity Funds

#### INDUSTRIES

Craft Brewery, Craft Distillery  
and Winery Services  
Hospitality  
Food, Beverage and  
Agribusiness  
Food  
Beverage  
Agribusiness  
Real Estate

Andy Segall concentrates his practice on the representation of clients in a variety of corporate and real estate matters, including mergers, acquisitions and dispositions of foreign and domestic concerns; real estate acquisitions and dispositions, development and leasing; financing transactions; corporate formation and governance; commercial contract negotiation and drafting; securities reporting and compliance, and employment agreements.

#### **Mergers and Acquisitions, Financings and General Corporate Matters**

Andy advises publicly and privately held companies in connection with major transactions, corporate governance issues, securities transactions, equity and debt financings, joint ventures and corporate restructurings. He has also represented private companies in mergers and acquisitions, venture capital investments and financing transactions. In addition, he works with sellers of closely-held companies in the sale of their companies to strategic investors or private equity buyers.

#### **Real Estate**

Andy has represented private real estate developers and investors as well as publicly traded REITs in purchases and sales of unimproved land, apartment buildings, commercial warehouses, office buildings, shopping centers and restaurants. He has also handled other aspects of commercial real estate matters such as structuring of transactions, joint venture formations (e.g., partnerships, limited liability companies and business trusts), real estate financing, forward and reverse 1031 exchanges and associated business matters.

#### **Securities**

Andy's experience includes the representation of issuers and underwriters in public offerings and private placements of debt and equity securities. He has represented clients in connection with offerings of common stock, preferred stock, trust preferred securities, shelf registrations of debt and equity instruments and the related offerings from such shelf registrations. He has also assisted in offerings of tax-exempt bonds, registered exchange offers and offers pursuant to Rule 144A and Regulation D.

Additionally, he has provided advice on '34 Act securities compliance through the preparation and review of current, quarterly and annual reports, as well as proxy

materials for special and annual meetings and Section 16 reports.

### **Prior Experience**

Before joining Saul Ewing Arnstein & Lehr, Andy was an Assistant General Counsel of Corporate Office Properties Trust (OFC) in Columbia, Maryland. He also has worked as an associate in Baltimore, Maryland, for DLA Piper LLP (US) and Venable LLP, as well as Troutman Sanders LLP in Atlanta, Georgia.

## **HONORS**

Named to *The Daily Record's* Very Important Professionals (VIP) List, 2013

## **EDUCATION**

J.D., *with honors*, University of Maryland School of Law, 2000

- William Cunningham Award

M.B.A., University of Baltimore Merrick School of Business, 2000

B.B.A., Emory University, 1996

- Dean's List

## **BAR ADMISSION**

District of Columbia

Georgia

Maryland

## **FIRM INVOLVEMENT**

Co-Chair, Corporate

Career Development Committee