



Zack R. Andrews

Shareholder

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OVERVIEW

Zack Andrews is a shareholder with Bean, Kinney & Korman, practicing in the areas of corporate law, mergers and acquisitions, government contracting, real estate transactions, and commercial finance.

Zack helps various types of business entities and nonprofit organizations in all stages of the business entity life cycle, from initial formation to owner exit. He works closely with boards of directors, LLC management, and other executives in structuring corporate governance, raising capital, and drafting and negotiating commercial agreements. Zack often serves as outside general counsel to his clients as they grow, providing advice and legal support on employment, government contracting, and regulatory compliance issues. His acumen for draftsmanship and ability to resolve issues within a transaction add value to his clients looking to build, grow, and sell their businesses.

Zack's primary practice focus is leading merger, acquisition and disposition transactions for both buyers and sellers of businesses within a variety of industries, most commonly those specializing in federal government contracting (GovCon), construction, industrial and skilled trades, information technology, professional services, and health care. He is recognized as a Certified Mergers & Acquisitions Advisor by AM&AA.

In his real estate practice, Zack also represents owners, purchasers, developers, REITs, and property managers in various commercial real estate transactions. He regularly drafts and negotiates office, retail, industrial, and shopping center leases for both landlords and tenants, oversees complex acquisitions and dispositions of real estate, and prepares commercial agreements for the construction and development of real property. He also represents both borrowers and lending institutions in closing real estate and asset-based financing transactions.

Prior to joining the firm, Zack worked in the corporate legal departments of both a managed behavioral health care company and a university-based hospital network.

EXPERIENCE

MERGERS & ACQUISITIONS/CORPORATE

- Represented Productive Programming Inc. in its Transaction with Crest Rock Partners.

- Represented [Keystone Custom Homes](#) in its Strategic Partnership with Southern Development Homes.
- Represented [Mid-Atlantic Power Specialists](#) in its sale to Wacona Capital.
- Represented [CMI Management](#) in its sale to Dexterra Group.
- Represented [Washington Business Dynamics](#) in its sale to CNI Government.
- Represented private equity group in \$15 million leveraged acquisition of federal government contractor with over 1,000 employees.
- Represented [Highlight Technologies, Inc.](#) in sale to a newly-formed Employee Stock Ownership Plan.
- Represented [Farm Market iD](#), a leading data company serving the agricultural business market, in its sale to DTN, LLC.
- Lead deal counsel to [Cavalier Healthcare Services](#) in the sale of its home health business to LHC Group, Inc., a publicly-traded national provider of in-home healthcare services.
- Represented regional residential services contractor in \$30 million stock sale.
- Advised software solutions firm in \$5.5 million stock sale, with equity rollover.
- Represented dental practitioner in \$2 million sale of dental practice assets, with securitized seller financing and commercial lease of dental office to purchaser.
- Advised various business owners in documenting corporate shareholder and LLC operating agreements, equity capital raises, and phantom equity and similar incentive compensation plans.
- Counseled regional nonprofit in strategic merger with another nonprofit organization and formation of new governance structure.

REAL ESTATE/COMMERCIAL LENDING

- Represented shopping center developer in lease of development sites to multiple national restaurant tenants.
- Provided lead counsel to various retail and office building owners and prospective tenants in commercial leasing negotiations.
- Lead negotiations on behalf of multiple landowners for 100+ acre solar farm leases.
- Represented purchaser in acquisition of \$5M property with closing conditions for rezoning and redevelopment plan.
- Represented borrower in closing and later modification of \$70 million credit facility from national banking association.
- Counseled various lending institutions in closing commercial real estate acquisition and refinance loans and asset-based credit facilities.

BAR & COURT ADMISSIONS

- District of Columbia, 2019
- Maryland, 2018
- Virginia, 2017
- U.S. District Court for the Eastern District of Virginia
- U.S. Bankruptcy Court for the Eastern District of Virginia
- U.S. District Court for the District of Maryland

EDUCATION

- The George Washington University Law School, J.D. 2017, *with honors*
- Towson University, B.S., 2014, *magna cum laude*

AWARDS & AFFILIATIONS

Awards

- Arlington Magazine, Top Attorney – Business Corporate, 2023-2025
- Virginia Super Lawyers, Rising Star in Business/Corporate, 2022 – 2026
- Washington, D.C. Super Lawyers, Rising Star in Business/Corporate, 2022 – 2026
- Best Lawyers in America: Ones to Watch in Banking and Finance Law, 2022-2026, Corporate Law, 2026

Professional Affiliations

- Certified Mergers & Acquisitions Advisor (CM&AA) – The Alliance of M&A Advisors
- Association for Corporate Growth
- Maryland State Bar Association
- Anne Arundel Bar Association
- Virginia State Bar Association