

Adam W. Smith

SHAREHOLDER

he / him / his

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Adam Smith's unique perspective of working with community banks and local entrepreneur borrowers in the Midwest coupled with frequent representation of lead left agents on sophisticated national and international financings of all types works in favor of existing clients. His experience gives clients confidence that their interests, both fiscal and legal, will be properly represented regardless of the complexity of the transaction.

Adam understands that lenders and borrowers need to know that their counsel has the experience to help them make the best possible decisions in an increasingly complex financial landscape – but with an appreciation of the efficiency and cost awareness that smaller businesses and transactions require. Adam uses his particular knowledge of secured lending in representing a broad range of commercial lenders and borrowers in asset-based loans, cash flow financings, capital restructures, acquisitions, and second lien loans of all sizes. Adam has worked on middle market and larger transactions in health care, representing pharmaceutical companies and hospital groups in general finance matters, as well as representing regional lenders in acquisition financing for doctors and dentists practices.

Health Care. One focus of Adam's health care lending practice is representing regional banks financing senior living facilities in several states and he is familiar with the intricacies of collateral consisting of Medicare and Medicaid receivables in various borrower structures.

Insurance Premium Finance. Adam leads a team that represents a national bank in its industry-leading insurance premium finance practice, working with underwriters, internal legal, insurance carriers and brokers to develop customized documents and procedures for facilitating various structures of IPF transactions across the country.

Opinion Practice. As a member of the firm's opinion committee and the ABA Business Law Section's Legal Opinions group, Adam keeps up with current opinion practice in order to offer flexible, efficient and timely assistance in nearly any transaction requiring capable local counsel in the various jurisdictions where Polsinelli practices, including New York and Delaware.

Syndication Review. Adam has more than twenty years of reviewing large market syndicated transactions on an alternative fee basis for passive syndicate lenders. His experience allows him to advise sophisticated lenders as well as middle-market participants who may be unfamiliar with the latest market trends that affect legal

Capabilities

- Health Care Finance
- Commercial Lending
- Distressed Health Care
- Finance
- Private Credit & Direct Lending

documentation.

Education

- University of Iowa (J.D., 1999)
 - Student Writer, Iowa Law Review
- Graceland College (B.A., *cum laude*, 1996)

Bar Admissions

- Kansas, 2000
- Missouri, 1999

Memberships

- American Bar Association
 - Business Law Section
 - UCC and Commercial Financial Services Committees
- The Missouri Bar

Matters

- Represented lead agent in \$235 million syndication secured by multiple furniture retail outlets over several states.
- Closed \$200 million facility for lead left agent in syndicated ABL transaction with a borrowing base consisting of more than 75 gas stations. Worked with franchise fuel supplier to negotiate intercreditor agreements for multi-tiered collateral priority.
- Documented and closed \$195 million mortgage and revolving loans for regional operator of more than 20 senior living facilities. Advised on healthcare finance issues and HUD transitions as lead agent counsel in syndication.
- As primary counsel for a national bank's insurance premium finance practice that has grown from a sub-specialty of the private wealth group, to a standalone bank division closing more than a billion dollars of loans as an industry leader in customized finance transactions as part of a diversified estate strategy.