

## Andrew J. Capalbo

Partner

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Andrew's deep involvement in high-stakes transactions, including his work on strategic acquisitions and sales, makes him a go-to advisor for private equity firms and corporate clients in complex deals.

### OVERVIEW

Andrew represents middle-market private equity firms and corporate clients in a variety of transactional matters, including leveraged buyouts and strategic mergers and acquisitions. He also provides general corporate counseling, acting as outside counsel for portfolio companies, advising on corporate governance, employment, and incentive equity matters.

Andrew has extensive experience handling complex transactions and delivers tailored solutions that drive growth and maximize value. He guides clients through acquisitions, sales, and recapitalizations across diverse industries, such as health care, telecommunications, oil and gas, and consumer goods.

### REPRESENTATIVE MATTERS

- Advised Nautic Partners, LLC, in several transactions, including the:
  - Acquisition of Spartech LLC from Arsenal Capital Partners.
  - Sale of its portfolio company Healthcare Payment Specialists, a leader in helping health care providers optimize Medicare reimbursement, to TransUnion Healthcare Holdings, Inc., a subsidiary of TransUnion (NYSE: TRU).
  - Sale of its portfolio company Community Medical Group, a leading at-risk primary care provider serving more than 70,000 Medicaid, Medicare Advantage, and Health Insurance Marketplace program patients in Miami-Dade County, Florida, to Centene Corporation (NYSE: CNC).
  - Formation of Healthy Eyes Advantage through the acquisition of four distinct businesses that collectively provide purchasing services and management support to more than 10,000 optometrists, ophthalmologists, and opticians, creating the largest alliance of eye care professionals in the country.
- Advised Hastings Equity Partners in several transactions, including the:
  - Acquisition of GridSource, a leading utility contractor specializing in infrastructure solutions for the telecom and gas industries.
  - Acquisition of GridSource, a leading utility contractor specializing in infrastructure solutions for the telecom and gas industries.
  - Acquisition of WiseConnect, a leading provider of mission-critical end-to-end solutions for the nation's largest

telecom companies.

- Recapitalization of Imperative Chemical Partners, Inc.
- Sale of a majority ownership interest in its portfolio company Specialty Welding and Turnaround Services, LLC, to ORIX Capital Partners.
- Series of acquisitions that together formed Coyote Industrial Holdings, a leading provider of safety equipment rentals, safety product sales, high-angle and confined space rescue services, and in-plant communication services to the industrial, refining, petrochemical, automotive, agricultural, steel, and power generation industries.
- Advised RFE Investment Partners in several transactions, including the:
  - Acquisition of Sales Empowerment Group, a sales and marketing execution firm providing services to drive its clients' sales growth.
  - Formation of LaunchPad Home Group through the acquisition of several home inspection and other real property service businesses.
  - Acquisition of CongruityHR, a professional employer organization providing HR, compliance, payroll, tax administration, employee benefits, and workers' compensation and safety services to small and medium-sized businesses.
  - Formation of Friendly Home Services Group through the acquisition of several HVAC, plumbing, drainage, sewer, and electrical service businesses.
  - Acquisition of ZRG Partners, a global retained executive search company.
  - Acquisition and formation of EnsembleIQ, a business intelligence service provider for retailers, consumer goods manufacturers, technology vendors, marketing agencies, and retail service providers.
- Advised NextEra Energy Partners LP in its announced acquisition of Meade Pipeline Co LLC, and its interest in the Central Penn Line, in a transaction valued at approximately \$1.37 billion.
- Advised Mandarinfish Holding Corp., a purchaser entity backed by family and office sponsors, in the acquisition of Professional Association of Diving Instructors (PADI) from Providence Equity Partners.

## AWARDS

- *The Best Lawyers in America®*, Corporate Law (2023-2026), Leveraged Buyouts and Private Equity Law (2023-2026)
- ACG Houston, Deal of the Year (2023)
- ACG Houston, E&P Upstream Deal of the Year (2023)

## TOP AREAS OF FOCUS

- Corporate
- Corporate Governance
- Mergers + Acquisitions
- Private Equity

## EDUCATION AND CERTIFICATIONS

### EDUCATION

- Boston University School of Law, J.D., *cum laude*, 2006
- Brown University, B.A., 2003

### BAR ADMISSIONS

- Rhode Island

- Massachusetts