# Brett A. Hubler

Partner

Charlotte

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Private equity firms, along with public and private companies, rely on Brett for their most important mergers and acquisitions, joint ventures, and other investment transactions, as well as their fund formation matters. He advises clients across a broad range of industries, including tech, manufacturing, energy, real estate, and infrastructure.

## OVERVIEW

Brett focuses his practice on mergers and acquisitions, joint ventures, and other investment transactions, as well as private equity fund formations. He regularly represents private equity funds and public and private companies in their most important matters.

Brett has extensive experience advising clients across a broad range of industries, including fintech, health tech, industrials, energy, real estate, and infrastructure.

Before joining the firm, Brett served as staff attorney and research director to South Carolina State Senator George E. “Chip” Campsen, who is chair of the South Carolina Senate Fish, Game & Forestry Committee and represents most of the South Carolina coast, from Bulls Bay to Port Royal Sound.

## REPRESENTATIVE MATTERS

### Mergers and Acquisitions

- Represented Blankfactor, an IT services consulting firm specialized in payments, banking, and capital markets, in its sale to Globant (NYSE: GLOB), a technology services company.
- Represented Certara, Inc. (NASDAQ: CERT) in its acquisition of Formedix, a provider of clinical metadata repository and clinical trial automation software, for an amount not disclosed.
- Represented Certara, Inc. (NASDAQ: CERT) in the sale of its regulatory writing and medical writing business to Veristat, a contract research organization and consultancy.
- Represented Repay Holdings Corporation (NASDAQ: RPAY) in its acquisition of BillingTree.
- Represented Repay Holdings Corporation (NASDAQ: RPAY) in its acquisition of Payix.
- Represented Meridian Waste in its acquisition of Evergreen Environmental Partners and Arrow Disposal Services.
- Represented Domtar Corporation in its acquisition of Iconex Paper’s point of sale receipts business in North

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America.

- Represented Domtar Corporation in its acquisition of Appvion's thermal point of sale paper business.
- Represented Domtar Corporation in its acquisition of direct-to-consumer supplier Home Delivery Incontinent Supplies.
- >Represented Domtar in its sale of EAM Corporation, a specialty manufacturer of absorbent materials, to Saothair Capital Partners.
- Represented Kloeckner Metals Corporation in its acquisition of Industrial Manufacturing Services.
- Represented a private company in its acquisition of a market-leading software provider for patient contact management and workflow optimization in the CPAP resupply market.
- Represented a private company in its acquisition of a cloud-based, mobile applications business for the home medical equipment, transportation, and field service industries.
- Represented a cloud-based health care technology company in its acquisition of a leading digital health solutions provider for the home-based care industry.
- Represented Quarterra Multifamily, a premier multifamily real estate development and operating firm, in its REIT portfolio sale of multifamily assets to KKR.
- Represented a leading self-storage developer in the sale of its portfolio of assets to and recapitalization by an international private equity investor.
- Represented a leading medical office developer in the sale of its portfolio of assets to and recapitalization by an institutional investor.
- Represented a private equity-backed provider of critical, tech-enabled field and professional services, engaged by North America's leading utilities, in its sale to another private equity sponsor.
- Represented a leading provider of infrastructure repair products and services in its exclusive license and purchase of all of the assets of a developer and manufacturer of robotic devices used to install pipe lining materials.
- Represented a public company in its acquisition of multiple construction equipment leasing businesses.
- Represented a private equity-backed, international franchisor of automotive service centers in its sale to another private equity sponsor.

**Joint Venture and Investment Transactions**

- Represented a vertically integrated multifamily real estate developer and operator, with operations throughout the southeastern United States, in an investment in its real estate operating company by a private equity firm and the related programmatic platform for future development projects, with total commitments of an amount not disclosed.
- Represented a private equity sponsor in its role as lead investor in the creation of a joint venture consortium for the acquisition and construction of rural broadband assets in the continental U.S.
- Represented a nonbank lender in the creation of multiple joint ventures to originate, underwrite, process, fund, broker, market and sell mortgage loans.
- Represented a private equity sponsor in its role as lead investor in the creation of multiple joint ventures among private equity and strategic consortiums, for the construction of midstream pipelines transporting natural gas and natural gas liquids from the Delaware and Midland Basins to fractionators on the Texas Gulf Coast.
- Represented a domestic pension fund in the creation of a joint venture with an institutional real estate investor, for the acquisition and development of two office campus properties located in Silicon Valley.
- Represented a foreign government in the creation of a joint venture with a private institutional investor, for the acquisition of a public company's east coast headquarters in midtown Manhattan.
- Represented an investment advisory firm in multiple preferred equity investments for the construction of office, retail, and multifamily developments.
- Represented an international hospitality brand in a preferred equity investment by a leading global credit fund.

- Represented a leading asset management and investment company in multiple preferred equity investments for the construction of senior living facilities.

**Growth Equity and Venture Capital**

- Represented private institutional investors, startups, and growth-stage companies in preferred stock investments and offerings in the ag-tech, health-tech, pharmaceutical, retail, and consumer product fields.
- Represented private institutional investors, startups, and growth-stage companies in various industries with respect to convertible note and SAFE offerings and investments.

**Private Investment Funds**

- Represented private equity sponsors in fund formation and private offerings for closed end private equity funds targeting investments in real estate, health care, and industrial assets.

## AWARDS

- 40 Under 40 Award Winner, *Charlotte Business Journal* (2023)
- *Best Lawyers in America®: Ones to Watch*: Corporate Governance and Compliance Law (2021-2025), Corporate Law (2021-2025), Mergers and Acquisitions Law (2021-2025)
- CALI Excellence Awards – Mergers and Acquisitions; Securities Regulation; and Business Crimes

## TOP AREAS OF FOCUS

- Corporate Governance
- Health Care + Life Sciences
- International
- Investment Funds + Investment Management Services
- Mergers + Acquisitions
- Private Equity

## ALL AREAS OF FOCUS

- Corporate
- Corporate Governance
- Emerging Companies + Venture Capital
- Energy
- Financial Services
- Health Care + Life Sciences
- International
- Investment Funds + Investment Management Services
- Mergers + Acquisitions
- Payments + Financial Technology
- Private Equity
- Real Estate Investment Trusts (REITs)
-

Real Estate Joint Ventures + Investments

- Technology

## PROFESSIONAL/COMMUNITY INVOLVEMENT

- Board member and president elect, Association for Corporate Growth (ACG) – Charlotte Chapter
- Member, 2019 and 2021 Deal Crawl Committees, Association for Corporate Growth
- Member, Turnaround Management Association
- Member, Business Law Section, North Carolina Bar Association

## PROFESSIONAL EXPERIENCE

- Staff attorney and research director, Fish, Game & Forestry Committee, South Carolina Senate, 2012-2014
- Law clerk to the Honorable Paula H. Thomas, South Carolina Court of Appeals, 2011-2012
- Staff attorney, South Carolina Court of Appeals, 2010-2011

## EDUCATION AND CERTIFICATIONS

### EDUCATION

- University of South Carolina Joseph F. Rice School of Law, J.D., *cum laude, Order of Wig and Robe*, 2010, articles editor, *South Carolina Law Review*; member, University of South Carolina School of Law Moot Court Team
- Wake Forest University, B.A., 2007, economics and communication

### BAR ADMISSIONS

- North Carolina
- South Carolina

### CLERKSHIPS

- Hon. Paula H. Thomas, South Carolina Court of Appeals, 2011-2012

## SPEAKING ENGAGEMENTS

- Speaker, "Innovation in M&A and Strategies for Partnership Across the Deal Ecosystem," 2024 ACG Deal Crawl, November 20-21, 2024.
- Speaker, "It's All About the Benjamins: Bridging the Gap in Valuations and Beyond," NCBA Business Law Section Program, February 8-9, 2024.
- Speaker, "2023 in Review: Bridging the Valuation Gap," 2023 ACG Deal Crawl, November 16, 2023.
- Speaker, "Trends in the Capital Stack," 2022 ACG Deal Crawl, November 9-10, 2022.
- Moderator, "M&A Trends and Developments: Managing the Great Compression," 2021 ACG Deal Crawl, November 3, 2021.

## PUBLICATIONS

- Co-author, “Mergers & Acquisitions Laws and Regulations 2026 – USA,” *Global Legal Insights*, August 18, 2026.
- Co-author, “Mergers & Acquisitions,” *Global Legal Insights*, July 5, 2023.

## MEDIA COMMENTARY

- Mentioned, “Rising Stars: Troutman Pepper Makes New M&A Partners,” *The Deal*, January 9, 2023.