Brody C. Richter

Partner

Madison, Wisconsin

608-252-9376

bcr@dewittllp.com

Service Areas:

- Business
- Construction
- Real Estate, Land Use & Construction

Education:

- J.D., University of Wisconsin Law School (Member of the Moot Court Board)
- B.S., Ohio University

Admissions:

- Wisconsin

Brody Richter advises business owners and companies on significant transactions and the legal issues that arise as their businesses grow and evolve. His practice focuses primarily on mergers and acquisitions—particularly assisting founders and owners in the sale of closely held businesses—and serving as outside general counsel to companies across a wide range of sizes and industries.

As outside general counsel, Brody takes the time to understand how a client's business operates, where it is headed, and the practical considerations behind its decisions. He advises on contracts, corporate matters, financing, private securities offerings, transactional commercial real estate, and other legal needs that arise. His outside general counsel clients range from closely held and emerging businesses to larger, established companies across a variety of industries.

In his M&A practice, Brody represents buyers and sellers and has extensive experience with founder-led businesses. He understands the significance of selling a business founders have spent years building and helps clients navigate the process from start to finish. Brody makes complex transactions more manageable by breaking them down into clear steps, translating legal terminology, and helping clients understand what is happening and what comes next. Brody has advised clients on sales and acquisitions ranging in value from several million to over one hundred million dollars.

Whether advising on an acquisition, negotiating a contract, or helping address an unexpected business issue, Brody approaches legal questions with the client's broader business objectives in mind. He values long-term relationships and strives to be someone clients can call not only with legal questions but also for practical guidance on issues affecting their business.

Affiliations

- Executive Committee Member - DeWitt LLP
- Pre-Law Mentor – Ohio University Center for Law, Justice & Culture
- Fellow – Wisconsin Law Foundation
- Former Board Member – Community Around the Children's Hospital
- Former Board Member – Tri4Schools Inc.
- Former Emerging Leadership Board Member – University of Wisconsin Carbone Cancer Center
- Former Member – Sun Prairie Plan Commission

Awards & Recognitions

- 40 Under 40, In Business Magazine, 2019
- In Business Madison's Professional of the Week, February 2013
- Wisconsin Rising Star® (Business/Corporate Law) – 2009, 2019
- Law in Action Merit Scholar – University of Wisconsin Law School

Notable Representations

- Assisted the founder of a family of companies specializing in fluid power distribution, custom fabrication, assembly, and vendor-managed inventory solutions in securing a majority investment from an outside investor. Brody guided the client through the transaction from start to finish, including navigating key relationships with OEMs and ensuring the continued operation of more than 15 facilities across the United States.
- Following a decade-long representation of a client in the automotive industry, including advising on strategic acquisitions across the country, Brody represented the client in bringing on an outside minority investor. The investment provided additional capital to support the client's continued growth and expansion within the industry.
- Represented the real estate developer for the world headquarters of Duluth Trading Company. Assisted client in the acquisition of the development sites and negotiation of agreements with the local municipality regarding both land use and TIF financing. Brody also negotiated the terms of the non-recourse financing utilized for the funding of the development, along with negotiation of the underlying credit-tenant lease.
- Led the representation of a health-tech client through two rounds of equity financing while also serving as outside general counsel, regularly negotiating master service agreements and advising on the structure of strategic relationships and other transactions.
- Assisted client with the negotiation of a commercial lease agreement, construction contract, and financing package for the construction of a unique entertainment venue in Madison, Wisconsin. Following completion of the initial transaction, assisted client with a private capital raise utilizing Regulation D to offset costs of construction.
- He has assisted numerous clients in the recent past with successful private securities offerings under Regulation D. In all such deals, he prepared disclosure documents, ensured compliance with notice requirements at the state and federal levels, and assisted with corporate governance issues associated with the offerings.

Service Area Subspecialties

- Business
  - Commercial Real Estate
  - Franchise, Product Distribution & Licensing
  - Private Securities
  - Mergers & Acquisitions
  - Licensing