



Laurie Huotari

Partner

Minneapolis

D 612.632.3522

laurie.huotari@lathropgpm.com

Laurie Huotari is a seasoned corporate attorney with a distinguished track record in mergers & acquisitions, corporate law and financing transactions. Throughout the course of her 20+ year practice, Laurie has represented a diverse clientele, from Fortune 500 companies and global leaders to startups and non-profit organizations.

Laurie serves as co-chair of the Lathrop GPM M&A deal team, advising clients through every stage of buy- and sell-side mergers and acquisitions, as well as corporate reorganizations. Her work includes deal structuring, navigating complex negotiations, and ensuring regulatory compliance. Known for her thoughtful approach, Laurie listens closely to her clients' concerns to help them assess potential risks and unlock opportunities.

In addition to her M&A practice, Laurie is a trusted advisor on corporate governance, guiding companies to operate efficiently while meeting their legal obligations. She also assists clients on a wide range of matters, including debt and equity financings, commercial transactions, joint ventures, and strategic alliances. Entrepreneurs turn to Laurie for advice on entity selection and startup strategy.

While Laurie has a broad range of local and national clients, she primarily concentrates her practice in the agribusiness, food, energy and life sciences industries.

Areas of Focus

Services

[Corporate & Business](#)

[Corporate Governance](#)

[Joint Ventures & Strategic Alliances](#)

[Mergers & Acquisitions](#)

Sectors

[Health Care](#)

[Life Sciences](#)

[Energy](#)

[Agribusiness & Food](#)

[Health Care Transactions](#)

[Technology](#)

Experience

Mergers & Acquisitions

Agribusiness & Food

- Representation of a globally recognized grain-based distillery specializing in food grade alcohols in its sale to privately owned family investment company.
- Representation of the country's largest farmer-owned organic cooperative.
- Representation of nationwide and regional agribusiness cooperatives with general business matters.
- Representation of a food and agribusiness processing company on copacking and tolling agreements.
- Representation of a nonprofit in the negotiation of beverage and food sponsorship agreements.
- Representation of the majority shareholder of a worldwide insecticide and crop protection manufacturer in the sale of stock to a Japanese corporation.

Health Care / Medical Device

- Representation of an online proctoring company in its acquisition of a national nurse credentialing company.
- Representation of a Fortune 500 medical technology company in private equity financing arrangements with various medical device start-up entities throughout the United States.
- Representation of an assisted living and home care training company in the sale of equity interests to a leading technology-based personal learning company.
- Representation of a national health care and fitness company in the acquisition of an international online race results company.
- Representation of a Global 500 consulting company in the negotiation of master services agreements with health care providers.
- Representation of a Florida-based holding company in the acquisition of three Midwestern home health care agencies from a national network of human services providers.
- Representation of a national health care and fitness company in the acquisition of a California-based race management company.
- Representation of a Fortune 50 health insurance company in the acquisition of an East Coast health insurance company.
- Representation of a subsidiary of a Fortune 50 health insurance company in the acquisition of a prominent public policy research group from a global biopharmaceutical company.
- Representation of a North Carolina-based spinal products company in a merger with a major orthopedic company.
- Development of an in-store health care clinic model for a Fortune 50 retail company.

- Representation of various privately held medical device start-up companies in private equity financings.
- Representation of various OUS medical device companies in the formation of U.S. subsidiaries.

Energy

- Representation of a public company in its acquisition of approximately 300 solar projects and 1650 residential solar projects.
- Representation of a national oil company in a trademark ownership dispute.
- Representation of a public renewable energy company in the sale of a California hydropower plant to a multinational conglomerate.

Manufacturing / Retail

- Representation of a global aircraft engine manufacturer in its acquisition of various national and international manufacturing companies.
- Representation of a Minnesota technology company in the acquisition of a printed circuit board manufacturer.
- Representation of a national archery manufacturing company in a stock sale to a national manufacturing company.
- Representation of a closely held archery and crossbow company in its reorganization.
- Representation of a family-owned auto body company in the sale of assets to a national auto body company.
- Representation of a privately held Minnesota-based office furniture company in the redemption of membership interests held by a 50% owner.
- Representation of a privately held furniture company in a shareholder crosspurchase transaction.

Nonprofit

- Representation of an angel investing network company focused on increasing funding for diverse and women owned businesses to an East Coast nonprofit.
- Representation of 501(c)(6) organizations with sports and entertainment marketing events within the Twin Cities.

Professional Services

- Representation of a founding shareholder in the redemption of membership interests in an international marketing company.
- Representation of a national technology company in its formation of a DISC corporation.
- Negotiated and settled a shareholder dispute on behalf of a national counseling services company.
- Representation of a large Minneapolis-based publishing company in the sale of assets to an international information services company.

Financings and Loan Transactions

- Representation of various developers in RNG construction and permanent loan financing transactions for new and upgraded systems that generate biogas by anaerobic digestion and reduce methane emissions.

- Representation of various technology clients, as borrowers, in loan and security agreement transactions with their respective lenders, which had various tranches of financing.
 - Representation of a circuit company, as borrower and buyer, in negotiating a loan and security agreement to fund the acquisition of an Arizona-based manufacturing company.
 - Representation of a clean ethanol company, as borrower, in a credit agreement with a lender for construction purposes.
 - Representation of a global medical technology company, as lender, on loan and security agreements provided to various technology companies.
 - Representation of an international industrial mineral company, as borrower, in a credit agreement with its lender.
 - Supervision of a team performing diligence for a rating agency review for a solar bank loan transaction.
 - Negotiation of 60 guaranties and 20 letters of credit in a solar acquisition transaction.
 - Representation of a life sciences technology company in a loan agreement with the Minnesota Department of Employment and Economic Development.
 - Representation of various clients in REPO financing structures and the unwinding of the same.
 - Representation of various technology companies in convertible loan transactions with investors.
 - Local counsel to various clients involved in bank loan transactions.
-

Credentials

Education

- William Mitchell College of Law, J.D., 2001, cum laude
 - *William Mitchell Law Review*, Editor
- College of Saint Benedict and Saint John's University, B.A., 1993

Bar Admissions

- Minnesota
- Wisconsin

Recognition

- *Twin Cities Business*, "Notable Women in Law," 2023
- "Andrew Guy Pro Bono Award," 2023

- "Coach of the Year," 2019
- *Minnesota Super Lawyers*, "Rising Star," 2010

Community Involvement

- University of Minnesota Business Law Clinic, Volunteer Supervising Attorney, 2023 - present
- LegalCORPS Business Law Clinic, Volunteer Attorney, 2022 - present
- Mitchell Hamline Connect, Volunteer, 2023 - present
- Minnetonka Baseball Association, Volunteer Attorney, 2011 - 2020
- Minnetonka Basketball Association, Volunteer Attorney, 2017
- Children's Law Center, Volunteer Attorney, 2001 - 2011