



My practice is built around solving problems and advancing deals. I'm committed to getting transactions across the finish line.

overview

Dan Ford is a seasoned transactional attorney in leveraged finance and general commercial lending, with a reputation for getting the deals done.

The combined depth and breadth of Dan's experience make him a natural go-to for clients seeking to structure a wide variety of domestic and cross-border financing transactions, including acquisition financings and dividend recapitalizations across a wide range of industries, whether structured as cash-flow, asset-based or a unitranche facility. He has additional experience with restructuring and workout transactions, including DIP financings and exit financings.

Dan also regularly represents lenders and borrowers in the specialty finance arena. He has assisted providers of small business loans and merchant cash advances with respect to their warehouse facilities, and lenders to specialty finance companies across a variety of asset classes.

Dan's clients appreciate that, in addition to him, they can count on receiving the benefit of a strong and collaborative team.

experience

Leveraged Finance:

- The joint lead arrangers and administrative agent in connection with a \$400 million senior secured credit facility utilized to finance the acquisition of a market-leading provider of environmental services and specialty sulfur-based products by affiliates of a private equity firm.
- The sole lead arranger and administrative agent in connection with a \$90 million asset-based senior secured credit facility utilized, in part, to finance the acquisition of a market-leading provider of grain storage and seed processing solutions, as well as feeding, watering, climate management and control systems for worldwide protein production by affiliates of a private equity firm.
- The sole lead arranger in connection with a \$350 million senior secured multi-currency credit facility utilized to finance the go-private acquisition of a leading mining products and services company by affiliates of a private equity firm.

Daniel

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Partner

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MY SERVICES

Corporate Finance & Securities
Commercial Finance & Banking

EDUCATION

Case Western School of Law, J.D., *magna cum laude*, 2000

Order of the Coif

Law Review

Washington University in St. Louis, A.B., Major:
Psychology; Minor: History, *with honors*, 1996

ADMISSIONS

New York

- The sole arrangers in connection with a \$110 million senior secured credit facility utilized to refinance existing indebtedness of a leading trailer manufacturer and fund a dividend recapitalization (subsequently upsized by \$230 million to support additional dividends to the sponsor).
- A commercial bank in connection with a \$60 million asset-based revolving credit facility to a specialty food manufacturer that is a portfolio company of a leading private equity firm, which was utilized, in part, to refinance existing indebtedness. Assisted the client with the workout and exit from the facility.
- The joint lead arrangers in connection with a \$175 million asset-based revolving credit facility utilized to provide the working capital needs of an aluminum rolled products plant owned by affiliates of a private equity firm. Facility subsequently increased to \$400 million.
- The sole lead arranger in connection with a \$200 million asset-based revolving credit facility (including a \$15.0 million FILO tranche) utilized in part, to refinance the existing indebtedness a specialty tire manufacturer that is a portfolio company of a leading private equity firm.
- The sole lead arranger in connection with a \$71.0 million senior secured credit facility that was utilized to finance add-on acquisitions by an additives engineering and manufacturing company that is a portfolio company of a leading private equity firm.
- The sole lead arranger in connection with a \$100 million asset-based revolving credit facility utilized, in part, to finance the purchase of a leading maritime services business by affiliates of a private equity firm.
- The joint lead arrangers in connection with a \$140 million senior secured credit facility to a leading manufacturer of steel joists and decks, that was utilized, in part, to fund a dividend recapitalization. Facility subsequently increased to \$500 million to fund additional dividends to the Sponsor and ongoing working capital needs.
- The sole lead arranger in connection with a \$225 million senior secured credit facility to a leading provider of high-pressure pumps that was utilized, in part, to fund a dividend recapitalization and refinance existing indebtedness.
- The sole lead arranger in connection with a \$190 million asset-based revolving credit and term loan facility utilized to facilitate the exit of a leading Great Lakes dry bulk shipping company from bankruptcy in connection with the acquisition of the company by a private equity firm. Subsequently represented the sole lead arranger in connection with a \$370 million first lien credit facility utilized to finance the combination with another Great Lakes dry-bulks shipping company (creating the largest dry bulk shipping company operating on the Great Lakes) and refinance existing indebtedness.
- The sole lead arranger in connection with a \$200 million asset-based revolving credit facility provided to finance the combination of two leading kitchen and bath cabinet manufacturers owned by a leading private equity firm and a sovereign wealth fund.
- The sole lead arranger in connection with a \$175 million asset-based revolving credit facility and \$100 million first lien term loan facility utilized by affiliates of a leading private equity firm to acquire a LED and traditional lighting solutions business. Subsequently represented the sole lead arranger in connection with a \$375 million first lien senior secured credit facility that was utilized, in part, to refinance existing indebtedness and acquire a competitor.
- The sole lead arranger in connection with a \$26.7 million senior secured credit facility utilized by affiliates of a private equity firm to acquire an engineering services firm.
- The sole lead arranger in connection with a \$45.2 million senior secured credit facility utilized by affiliates of a private equity firm to acquire a cosmetics products manufacturer.
- The sole lead arranger in connection with a \$125 million cross-border (U.S., Canada and Australia) multi-currency asset-based revolving credit facility that was utilized by the affiliates of a private equity firm to acquire a leading producer of grinding media. Subsequently represented the sole lead arranger in a refinancing

transaction that increased the facility to \$220 million (including a \$20 million FILO tranche).

Asset Based Lending (Non-Sponsor):

- The sole lead arranger in connection with \$100 million in the aggregate of asset-based revolving credit facilities to a global technical and engineering recruitment and staffing company.
- The sole lead arranger in connection with a \$120 million asset-based credit facility to an aerospace electronics manufacturer.
- The sole lead arranger in connection with a \$125 million asset-based credit facility to a US/UK designer, manufacturer and distributor of wrapping paper and related products.
- A commercial bank in connection with a \$50 million asset-based credit facility to a global LVT flooring manufacturer.
- A commercial bank in connection with a \$35 million asset-based credit facility to a leading Amazon retailer of towels, bedding and related products.
- A commercial bank in connection with a \$35 million asset-based credit facility to a provider of shoring equipment in connection with an un-levered ESOP transaction.

Specialty Finance:

- A special purpose entity established by an aggregator of merchant cash advances in connection with a \$75 million asset-backed warehouse facility.
- A commercial bank in connection with a \$30 million asset-backed warehouse facility to a special purpose entity that purchases receivables from FIFA registered soccer clubs.
- A leading originator of small business loans and merchant cash advances with respect to a \$120 million asset-backed warehouse facility provided by a commercial bank.
- A fund in connection with a \$100 million asset-backed warehouse facility to special purpose entity established by an originator of small business loans and merchant cash advances.
- A fund in connection with a \$35 million asset-backed warehouse facility to a special purpose entity established by an originator of small business loans and merchant cash advances.
- A forward flow transaction where a fund committed to purchase up to \$50 million of small business loans and merchant cash advances.
- Numerous participation agreements, where a fund agreed to purchase a participation interest in small business loans and merchant cash advances.
- A commercial bank in connection with a \$50 million asset-backed warehouse facility to a special purpose entity established by an originator of consumer leases of HVAC and plumbing systems.

NAV Facilities:

- The sole lead arranger in connection with a \$115 million NAV facility provided to a leading private equity firm.
- The sole lead arranger in connection with a \$250 million NAV facility provided to a leading private equity firm.
- The sole lender in connection with a \$25 million NAV facility provided to a leading private equity firm.

recognitions

- Listed in New York Super Lawyers (by Thomson Reuters), 2015-2023; Rising Stars list, 2013-2014

in my free time

I enjoy spending time with my family and running in Prospect Park. I will also take any opportunity to hike – usually locally, but I did spend a few memorable days several years ago hiking through the Swiss Alps.