



MICHAEL N. MERCURIO
 Principal, Tysons Corner

PRACTICE AREAS

- Business Formation and Governance
- Business Law and Transactions
- Business Transactions
- Emerging Companies and Growth
- Franchise Law
- Government Contracting
- Healthcare Law
- Mergers and Acquisitions
- Nonprofit Entities
- Real Estate Law and Transactions

PRACTICE FOCUS

Michael ("Mike") N. Mercurio serves as outside general counsel to clients on matters related to corporate and business law, commercial transactions, government contracting, health care, franchising, construction services and real estate. As a strategic partner to firm clients, Mike regularly counsels entrepreneurs, closely held enterprises and family operations on all aspects of business and commerce including formation and structure; ownership; management and control; financing and capital; expansion and acquisition; sale and transfer; and contraction and dissolution. Mike is well versed in the various issues and challenges companies of all sizes and industries face in the business life cycle including start-up, maturation and end stage considerations.

Mergers & Acquisitions: A core specialty practice for Mike is mergers and acquisitions, both from the sell side and buy side perspectives. He regularly sells businesses with enterprise values of a few million dollars to hundreds of millions of dollars. Further, he routinely assists buyers with bolt on transactions, industry roll-ups and strategic acquisitions including many transactions with private equity.

Mike specializes in facilitating deals of all sizes and complexities, catering to clients on both the buy and sell side across diverse locations. He has designed, negotiated and documented numerous corporate transactions and business combinations involving hundreds of millions of dollar value for the acquisition (and disposition of) assets classes of all types, as well as equity interests. Mike's M&A practice is generally industry and geography agnostic, however, a representative sample of certain industries that Mike has deep experience includes government contracting, commercial technology, cyber security, defense, healthcare, construction services, professional services, recycling and waste management, franchising and restaurant and food services. With a commitment to inclusivity, he handles deals of any magnitude, adjusting his team composition to best serve the unique demands of each transaction.

Lastly, Mike specializes in ownership planning, helping business owners prepare and optimally transition their businesses to third parties, management or family.

Mike has repeatedly been listed in Smart CEO's Best Lawyers, which recognizes the top business attorneys, based on a readers' poll. He also has received several national and international awards relating to his M&A practice.

RECOGNITIONS

- Best Lawyer, Best Lawyers in America, 2024

"Entrepreneurial business is the economic engine that drives this great country forward. My clients are in the center of this dynamic force. I advise my clients on the good, the bad and the ugly issues, situations and circumstances associated with their growth and opportunities. And my clients let me know their tolerance for risk, disruption and zigzag. My counsel takes a collaborative approach - a give and take discussion - on the practicalities of business and the intersection of law."

— Michael N. Mercurio

EDUCATION

- Washington College of Law, The American University, J.D.
- School of International Service, The American University, M.A.
- University of Scranton, B.S.

AWARDS

ADMISSIONS

- Maryland
- Virginia
- District of Columbia
- United States Supreme Court