

**MARK G.
WENDAUR IV**
Counsel, Philadelphia**PRACTICE AREAS**

- Business Law and Transactions
- Environmental and Sustainability
- Land Use and Eminent Domain
- Real Estate Law and Transactions

PROFESSIONAL AFFILIATIONS

- Philly Startup Leaders, Board Advisor

PRACTICE FOCUS

Mark Wendaur is counsel in the firm’s Business Law & Transactions practice group. He maintains a broad corporate transactional practice servicing both domestic and foreign companies of all sizes. He advises clients on commercial agreements, mergers and acquisitions, strategic corporate restructuring, financing, and corporate governance matters.

In addition to his corporate practice, Mark represents clients in domestic and foreign transactions involving commercial real estate and energy (both renewable and nonrenewable). His work in these areas includes acquisitions, sales, land use and zoning, financing, leasing, development, and joint ventures. He is also known for his curative title and certified title opinion work often required when undertaking new energy development projects.

Mark regularly provides strategic business counseling to help his clients achieve their long-term commercial goals. He does so by engaging in a holistic analysis of the business processes, objectives, industry, and the stakeholders involved.

Prior to joining Offit Kurman, Mark owned and operated a small law firm representing small businesses, real estate developers, and government entities in transactional and litigation matters. He also worked at a regional Philadelphia-based law firm where he handled general corporate transactions. Before earning his J.D., Mark spent nearly a decade gaining extensive knowledge of the energy development industry by working with some of the largest shale gas developers in the country.

Mark obtained his J.D. from Widener School of Law and his bachelor’s degree from Allegheny College.

REPRESENTATIVE MATTERS

Business Transactions

- Equity sale of international consumer goods retailer to public company: \$360 million
- Equity sale of a majority interest in mechanical/ commercial contractor to private equity firm: \$160 million
- Financing transaction for hospitality company: \$50 million
- Equity sale of shipping and packaging company to private equity firm: \$32 million
- Equity sale of shipping and packaging company to private equity firm: \$24+ million
- Equity purchase of international pet supply and marketing company by public company: \$24+ million
- Financing transaction for specialty materials company: \$20 million
- Equity sale of regional wealth management firm to national wealth advisor: \$11.5+ million
- Asset purchase and financing of luxury appliance distributor: \$9+ Million
- Equity purchase of specialty education and marketing company by public company: \$8.5+ million
- Equity sale of a partial interest in registered investment advisor to public company: \$2 million
- Equity purchase of national leadership consulting firm: \$2+ million
- Equity purchase of optometrist practice

Real Estate Transactions

- Purchase of Sheraton Hotel: \$16 million
- Purchase of Courtyard Marriott Hotel: \$10+ million
- Purchase of Holiday Inn Hotel: \$7.3+ million
- Purchase of Hampton Inn Hotel: \$7+ million
- Purchase of Comfort Inn Hotel: \$6.7 million
- Purchase of Fairfield Inn Hotel: \$5.6+ million
- Purchase of Residence Inn Hotel: \$5.1+ million
- Purchase of Courtyard Marriott Hotel: \$5+ million
- Purchase of Residence Inn Hotel: \$4.3+ million
- Sale of Commercial Real Estate in Center City Philadelphia: \$4 Million
- Purchase of Springhill Suites Hotel: \$3.65 million
- Purchase of \$3.1 million Costa Rica investment property

- Represented Investors in development of a luxury vacation resort in Zanzibar, Tanzania
- Sale of 2,400+ acres of oil and gas assets (including producing wells)

Zoning and Land Development

- Secured eighteen zoning variances to develop a 7-Eleven convenience store and adjacent bus station
- Secured a special exception before the Philadelphia Zoning Board of Adjustment for restaurant use
- Served as solicitor to a zoning hearing board reviewing applications for variances and special exceptions related to the expansion of nonconforming uses (marijuana dispensary), new construction of medical buildings, and construction of digital billboards
- Served as solicitor to a planning commission reviewing applications to subdivide and develop real estate, including the development of a major mixed-use development
- Secured a special exception on behalf of an international solar developer allowing for the construction of a 6MW solar facility on approx. 30 acres

SPEAKING ENGAGEMENTS & PRESENTATIONS

- “Choosing a Business Structure,” Presenter, *National Business Institute*, Nov. 2018

RECOGNITIONS

- Rising Star, Super Lawyers

EDUCATION

- Widener School of Law, J.D.
- Allegheny College, B.A.

ADMISSIONS

- Pennsylvania
- U.S. District Court for the Middle District of Pennsylvania