



Ian G. Henry

Partner
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Ian focuses his practice on commercial and corporate representation. With a particular emphasis on commercial finance, real estate, and property development, his practice involves the representation of lenders in different phases of the loan process, developers in each stage of operations, and business owners in large and small transactions. He offers a thorough understanding of accounting and finance, enabling him to better serve and counsel clients in a variety of commercial and corporate matters.

Services

- Litigation
- Corporate & Transactional
- Commercial Finance
- Mercantile Title Agency, Inc.

Education

- West Virginia University College of Law (J.D., 2014)
 - West Virginia Law Review, Volume 116, Executive Board
- West Virginia University (B.S., 2011)
 - Business Administration

Bar Admissions

- West Virginia

Court Admissions

- U.S. District Court for the Southern District of West Virginia

Distinctions

- West Virginia *Rising Stars*[®]
 - Business/Corporate (2021)

- *Best Lawyers*®
 - "Ones to Watch" in Charleston for Commercial Litigation; Corporate Law; Project Finance Law (2021-2024)

Experience

Acquisition of More than 100 Convenience Stores in 10 States

We served as lead counsel in our client's acquisition of assets valued at more than \$150 million in three concurrent transactions. The assets included more than 100 operating convenience stores in 10 states, along with extensive inventory and contractual rights. We were involved in most aspects of the transactions, including contract negotiation, due diligence, financing, and closing.

Acquisition of Coal Mining Operation Assets

We served as transaction counsel to Coronado Coal II LLC in an approximately \$174 million transaction involving the acquisition of the coal mining operation assets of Cliffs Logan County Coal, LLC from Cliffs Natural Resources, Inc. The assets involved in the transaction were active underground and surface mines with metallurgical and thermal reserves, preparation and loading facilities and related infrastructure. We advised the client at each step of the transaction, including the initial offer and proposed letter of intent, due diligence, negotiating the purchase agreement, transition services agreement, permit operating agreement and certain third party agreements and efficiently executing the closing of the sale. The transaction, was the firm's fourth coal asset acquisition for this client and the entities associated with it since 2012.

Handled the complex financing of a \$32 million multi-family project

We served as counsel to developer EAB DMM LLC, who was seeking permanent financing for the development of a 241-unit multifamily project valued at approximately \$32 million. We advised the client at every step of the transaction, including securing a non-recourse real estate loan coupled with a mezzanine loan in the total loan amount of \$27.2. Our role included not only handling the loan process, but also advising the client on numerous organizational changes that were necessary to meet the mezzanine loan requirements, including the creation of new companies and accounting for the organizational structure. We further handled title matters and issuance of title insurance for the project. Our efforts enabled the client to efficiently secure the permanent financing needed for the project.