

Callie Sullins Whatley

Partner

Birmingham, AL
(205) 458-5441
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Callie Whatley is an experienced transactional attorney focusing on mergers and acquisitions, business formation and capital needs for both start-ups and more established companies. She also regularly advises clients on day to day corporate matters that come up in her clients' respective businesses and enjoys helping companies along the full arc of their growth and development from start-up to exit.

Callie serves as the Vice-Chair of the firm's Corporate & Tax Practice Group. She has extensive experience in mergers and acquisitions in a variety of industries, including manufacturing, solar, service providers and consumer focused industries such as restaurants and health clubs. She represents clients in a broad variety of deal sizes, ranging from less than \$1,000,000 to in excess of \$500,000,000, with most experience coming in representing lower and middle market companies. Additionally, she regularly represents solar developers in acquiring, financing and developing solar projects in various stages of development, and she has significant experience representing private equity companies in the acquisition and sale of portfolio companies.

Callie is an active member of the community, and is a past board member of the Junior League of Birmingham and a member of the board of Smile-A-Mile. She serves as a member of the firm's Opinions Committee and Charitable Contributions Committee.

Experience

- Represented an automobile parts supplier in a \$110M acquisition of a manufacturing facility in Alabama.
- Represented a fund in the original financing and equity investment, and subsequent restructuring and sale of a \$120M loan facility and equity investment in the entertainment industry.

PARALEGAL/ASSISTANT

Paralegal

Ellen Prescott
(205) 458-5115
eprescott@burr.com

Legal Practice Assistant

Carol Hazel
(205) 458-5363
hazel@burr.com

CAPABILITIES

Alternative & Renewable Energy

Business Formation

Automotive

Succession Planning

Commercial Contracts

Manufacturing

Corporate Law

Mergers & Acquisitions

Restaurant Services

Private Equity & Venture Capital

International Law & Tax

Real Estate

Franchise & Distribution

PPP and CARES Act Audit,
Investigations, & Defense

EDUCATION

J.D., University of Alabama School of
Law

summa cum laude

B.A., University of Virginia

Callie Sullins Whatley

- Represented client in \$37,000,000 acquisition of landfill and waste hauling business.
- Represented client in multi-million dollar sale of two financial advisory services businesses.
- Represented venture investor in multi-million acquisition of early growth stage fin-tech business.
- Represented client in multi-million acquisition of e-commerce apparel business and related proprietary technology.
- Represented client in multi-million acquisition of a highly technical composite manufacturing company.
- Represented a client in a \$12M acquisition of a steel fabrication business in Alabama.
- Represented a client in \$4M debt financing, refinancing of that debt, and preferred equity raise of \$1.5M.
- Represented a solar developer in the potential portfolio sale of over 40 renewable energy projects in several states.
- Represented a client in an \$8M preferred equity raise.
- Represented a client in a \$250M merger involving a company that owned several hundred thousand acres of timberland in several Southeastern states.
- In connection with an over \$300M acquisition of a restaurant franchisee, represented an investment fund in organizing and structuring the capital investment with the other investors.
- Represented a solar project developer in a \$12M sale/leaseback financing of a photo-voltaic solar facility.
- Represented a client in a \$36M sale of its restaurant business.
- Represented creditors of an international coal and energy company to acquire assets of debtor out of bankruptcy.
- Represented first lien creditor of a ship repair business in connection with the acquisition of debtor's assets out of bankruptcy.
- Represented ship and oil rig repair business in connection with a \$25,000,000 sale of assets.
- Represented food distribution company in connection with a \$36,000,000 sale of all of its assets.
- Represented renewable energy company in connection with the sale of over 30 development stage projects in the United States.
- Represented real estate developer in connection with a \$55,000,000 sale of a medical office building.

LICENSED IN

Alabama

Callie Sullins Whatley

- Regularly negotiate terms and conditions of sale for manufacturing clients.

Honors & Recognition

- Listed in *The Best Lawyers in America*®, Corporate Law since 2021, Business Organization since 2023, Mergers and Acquisitions Law since 2024
- Named, *Chambers USA*, "Up & Coming" in Corporate/Commercial (2021-2023)
- *Alabama Super Lawyers* "Rising Star," Business/Corporate (2011-2013)
- *Birmingham Business Journal's* "Rising Star" Lawyer (2016)

News

- Best Lawyers® 2024 Honors 242 Burr Attorneys, Including 17 "Lawyers of the Year"
Firm News, 08.17.2023
- 61 Burr & Forman Attorneys Ranked in 2023 Chambers USA
Firm News, 06.01.2023
- 63 Burr & Forman Attorneys Ranked in 2022 Chambers USA
Firm News, 06.03.2022
- Women's Podcast Series: Episode 2 "Managing Stress & Anxiety"
Firm News, 09.18.2020
- Callie Whatley Named One of *Birmingham Business Journal's* Rising Stars Lawyers of 2016
Firm News, 10.10.2016

Articles

- What You Need to Know About the Corporate Transparency Act
Article, 12.27.2023
- FinCEN Issues Proposed Beneficial Ownership Reporting Rules to the Corporate Transparency Act
Articles / Publications, 01.18.2022
- Economic Effect of COVID-19 Shutdowns and Paycheck Protection Program Relief
Articles / Publications, 08.25.2020
- Paycheck Protection Program: Where Are We Now?
Articles / Publications, 05.06.2020
- U.S. Senate Approves Additional Funding for Small Business Relief
Articles / Publications, 04.22.2020

Civic Activities

- Junior League of Birmingham
- Canterbury United Methodist Church

Callie Sullins Whatley

Professional Activities

- Alabama State Bar
- Birmingham Bar Association
- American Bar Association
- Birmingham Venture Club