
Areas Of Practice

Business Organizations & Operations

Norman Hanson DeTroy provides clients with a wide range of timely, cost-effective legal services that support their day-to-day operational requirements and their major business strategies and decisions. By thoroughly understanding a client's business goals and appetite for risk, we offer expert, practical advice to guide and inform the decision-making process. Above all, we are committed to serving as a trusted resource and a strategic partner for our corporate, commercial, and financial clients.

Formation of New Businesses/Registered Agent for Foreign Businesses

We can help you choose and form the best type of entity based on your investment, financing, operational, risk, tax, and other considerations. Whether it is forming a corporation, a limited liability company, or another entity suited to your needs, we will guide you every step of the way. Recognizing that "one size does not fit all" and that no entity can offer 100% protection for its owners, we take the time to make sure you understand both the advantages and the limitations of each type of entity and the operational factors necessary to preserve the maximum degree of protection from liability.

If you are an out of state business that is expanding into Maine, we can assist you by acting as your registered agent and providing counsel on Maine's laws specifically relevant to your operations.

Purchases and Sales of Existing Businesses

More often than not, the smart business move is to acquire a going concern instead of forming a start-up. By the same token, the sale of a business may be part of a long standing exit plan, a retirement strategy, or an estate planning reality. Regardless of whether you are selling or buying a business or transacting a stock or an asset sale, we can guide you through each phase of the sale and acquisition process, including performing appropriate due diligence, obtaining necessary regulatory approvals, and giving timely tax advice.

By learning about your goals and concerns, we can help structure a transaction to find the right balance between protecting your interests, managing your risks, and preserving your value in the transaction.

General Business Counsel

Because managing growth effectively can be a business's greatest challenge, we take the time to get to know our clients and their companies. We provide effective day-to-day operational and business advice that is based on years of experience and that reflects the realities of your affairs. We take pride in getting to know our clients well. Many have come to view us as their "outside" in-house counsel. We can answer questions on a variety of issues

facing today's businesses, such as licenses and supply contracts, distribution and non-disclosure agreements, and employment law and labor-management relations. We also assist our clients in interpreting pending legislation that impacts their operations, testifying on their behalf before the Maine Legislature, and drafting legislation and amendments to ensure that their voices are heard in the legislative process.

Expansions, Debt and Equity Financing

When it is time to grow your business, whether by buying or leasing a new location, by building an addition to an existing facility, or by gaining the necessary capital through debt financing or an equity investment, our expertise will help you achieve your goals quickly and cost-effectively. Our experience means that we focus on the issues that matter, not the ones that do not, and in that way we avoid wasting your time and money or potentially jeopardizing a deal.

Crisis Management

When a crisis is breaking, formulating a strategy and taking control early and decisively are critical. Factual scenarios can change quickly and our experience proves that staying flexible is important. Regardless of the issue, our attorneys will work with you and appropriate experts to control the negative consequences of a crisis and to find creative solutions to any challenge you may face.

Reorganization and Financial Restructuring

Despite the best of intentions and efforts, not every venture goes according to plan. In difficult situations, our clients know they can turn to us for practical advice. We provide an objective analysis and review your options on how to reorganize and restructure debts and assets without resorting to liquidation or bankruptcy whenever feasible. Once a strategy has been set, we negotiate aggressively with your lenders and vendors, but sensitively with key customers, in order to put you back in the best position possible.

Practice Attorneys

Darya I. Zappia
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