



Gian (John) Brown

Partner

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With over 20 years of experience – several outside of a law firm environment – counseling clients of different sizes and maturity across a diversity of industries, Gian (John) Brown brings a personal touch to corporate and transactional needs.

His activity spans the entire business lifecycle, including start-up formation and early- and mid-stage financing, commercial contracts and the structuring of strategic agreements, and navigation of exit events such as acquisitions (for buyers) and divestitures (for sellers).

For M&A matters, Gian's advice regularly addresses assessment, valuation, negotiation, due diligence, and integration/disentanglement.

Prior to joining Holland & Hart, Gian worked in the corporate departments of two international law firms, where he handled mergers and acquisitions, divestitures, strategic investments, joint ventures, and venture capital matters. For several years, he was also in-house counsel and a member of the corporate development team at a publicly-traded Fortune 300 Federal government contractor, expanding his role to deep involvement in acquisitions, divestitures, corporate venture capital, and management of intellectual property assets.

PRACTICES

Corporate
Emerging Growth
Venture Capital and Private Equity
Mergers and Acquisitions
Securities and Capital Markets
Government Contracts

EDUCATION

Fordham University School of Law, J.D.,
1994
cum laude
Order of the Coif
Notes and Articles Editor, *Fordham Law Review*
New York University, B.A., 1988

BAR ADMISSIONS

Nevada
New York

EXPERIENCE

Business, Corporate, and Finance Experience

Gian has nearly 20 years of experience counseling clients on a wide range of business transactions, including:

- Entry formation and startups
- Early- and mid-stage financing
- Commercial contracts
- Structuring of strategic agreements
- Mergers and acquisitions
- Public offerings
- Private placements
- Securities laws compliance

Emerging Growth and Venture Capital Experience

Gian has extensive experience assisting emerging growth and venture capital clients with drafting and negotiating a variety of contracts and

transactions, including:

- Vendor and supplier agreements
- Licensing and sale of intellectual property assets
- Strategic alliances
- Joint ventures

CLIENT RESULTS

Business, Corporate, and Finance Experience

Represented acquirer in first-time acquisition of prominent Las Vegas-based commercial general contractor.

Represented early stage technology company in sale to publicly-traded acquirer.

Represented Fortune 500 client in first-time acquisition of services business.

Represented early stage Las Vegas-based technology company in \$10 million private placement to private equity investor.

Represented early stage robotics company in \$2 million private placement to venture capital investor.

Represented government contractor in acquisition of space technology company.

Represented seller of services business in distressed sale of assets.

PUBLICATIONS

"Five Steps to Take Before Raising Capital for Startup," *Las Vegas Business Press*, August 16, 2015

SPEAKING ENGAGEMENTS

"Know Your Rights: Small Business Issues During COVID-19," Co-presenter, *Legal Aid Center of Southern Nevada*, Virtual Town Hall, May 13, 2020

"Protecting Your Business - Part II: What every business owner needs to know when preparing a contract or lease," *Legal Aid Center of Southern Nevada*, May 19, 2016

RECOGNITION

- *Chambers USA: America's Leading Lawyers for Business*, Corporate/Commercial, 2017-2020
- *The Best Lawyers in America*®, Mergers and Acquisitions Law, 2018-2020
- Leadership Las Vegas, Class of 2017
- *Nevada Business Magazine*, Nevada Legal Elite, 2019

- Legal Aid Center of Southern Nevada, 100 Pro Bono Hours Club, 2019

PROFESSIONAL AND CIVIC AFFILIATIONS

- American Bar Association, Member