

Winters & Waite, LLC

Experienced Commercial Lawyers
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JAMES R. WAITE, ESQ

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Licensed in:

Texas
Colorado

Practice Areas:

Corporate Law
Mergers & Acquisitions
Aviation
Real Estate
Commercial and Consumer Lending
Equipment Rental and Leasing
Commercial and Consumer Transactions
Contract Negotiation and Drafting
Software Licensing
Copyright and Trademark

Education:

M.B.A.	Northwestern University Kellogg School of Mgmt.
J.D.	St. Mary's University
BBA-Finance	Univ. of Texas at San Antonio

In 15 years of practice, Mr. Waite has served as both in-house and outside counsel for large and small companies in a wide variety of industries, including high-tech, aerospace, construction, food & beverage, and equipment rental/leasing.

Having negotiated and documented thousands of transactions, from vendor agreements to financing transactions to sales of entire companies (see list of [representative transactions](#)), Mr. Waite has a well-developed understanding of not only the intricacies of the legal documents used to memorialize a transaction, but also the nuances involved in negotiating effectively and taking the deal from a raw idea through closing.

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Representative Deal List

Following is a list of representative deals on which Mr. Waite has worked over the past 15 years, both within the United States and abroad.

Description of Transaction:	Location	Represented:	Approximate Value:
Setup and Oversight of Lending Program for Citigroup in Texas – including Ordering and Reporting processes, Website, Encumbrance, Survey and Tax Reviews, Additional Documentation Required to Close Transactions, and Closing Processes	Texas	Lender	Involves hundreds of transactions ranging in size from \$50,000 to \$2,000,000.
Sale of Multi-state Equipment Rental and Retail Operation	Colorado	Seller	\$120 million
Purchase of U.S. Cargo Airline	Ohio	Buyer	\$45 million
Sale of Multi-state Equipment Rental and Retail Operation	London, UK	Seller	\$70 million
Sale of Canadian Cargo Airline	Toronto, Canada	Seller	\$15.4 million
Purchase of Manufacturing Co.	Colorado	Buyer	\$12.5 million
Purchase of U.S. Cargo Airline	Florida	Buyer	\$11.5 million
Purchase of 10-store retail operation	California	Buyer	\$10.5 million
Purchase of 3-store retail operation	Virginia	Buyer	\$10 million
Purchase of 5-store retail operation	California	Buyer	\$9 million
Purchase of 5-store retail operation	Arkansas	Buyer	\$5.5 million
Sale of U.S. Passenger and Cargo Airline	Kentucky	Seller	\$5.36 million
Purchase of 4-store retail operation	New Mexico	Buyer	\$5.2 million
Purchase of 5-store retail operation	Michigan	Buyer	\$4.6 million
Purchase of 5-store retail operation	Virginia	Buyer	\$4.5 million
Purchase of 4-store retail operation	Colorado	Buyer	\$4 million
Purchase of 2-store retail operation	Tennessee	Buyer	\$3.9 million
Purchase of 2-store retail operation	Colorado	Buyer	\$2.5 million
Purchase of 4-store retail operation	Texas	Buyer	\$1.8 million
Purchase of 2-store retail operation	Idaho	Buyer	\$2.2 million
Purchase of 1-store retail operation	Colorado	Buyer	\$2.05 million
Purchase of Ski Rental and Retail Store	Colorado	Buyer	\$1.4 million
Purchase of 1-store retail operation	Colorado	Buyer	\$1.2 million
Purchase of 5-store retail operation	Oklahoma	Buyer	\$.95 million
Purchase of 1-store retail operation	Colorado	Buyer	\$.9 million
Purchase of 1-store retail operation	Colorado	Buyer	\$.5 million
Sale of 9 Retail Operations	California	Seller	\$6.2 million
Sale of 14 Retail Operations	Colorado	Seller	\$5.25 million
Sale of 8 Retail Operations and One parcel of Commercial Real Estate	Florida	Seller	\$3.25 million
Purchase of Tire Disposal Facility	Colorado	Buyer	\$2.5 million

Sale of 5 Retail Operations	Arkansas	Seller	\$.5 million
Purchase of Strip Center Mall	Utah	Buyer	\$2.35 million
Purchase of 465 Acre Game Ranch	Texas	Buyer	\$.46 million
Purchase of 63 Acres of Airport Real Estate	Texas	Buyer	\$1 million
Purchase of Retail Building	Colorado	Buyer	\$.3 million
19 Commercial Real Estate Leases (single client)	Colorado	Lessor	\$.7 million
Lease of Real Property and Construction of Manufacturing Plant	Colorado	Lessee	\$.6 million
Purchase of 2 Commercial Condominiums	Colorado	Buyer	\$.4 million
Purchase of Commercial Building	Colorado	Buyer	\$.8 million
Researched titles and closed residential transactions – not counted; presumably several hundred	Texas	Title Co. / Lender	\$100K to \$1million

FINANCING AND AVIATION-RELATED TRANSACTIONS

<u>Description of Transaction:</u>	<u>Location</u>	<u>Represented:</u>	<u>Approximate Value:</u>
Lease of 1 A300-200 Aircraft	New York / Toronto	Buyer/Lessee	\$20 million
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Lease of 1 A300-200 Aircraft	New York / Toronto	Buyer/Lessee	\$20 million
Lease of 1 A300-200 Aircraft	New York / Toronto	Buyer/Lessee	\$20 million
Lease of 1 A300-200 Aircraft	France / Toronto	Buyer/Lessee	\$30 million
Lease of 2 A300-600 Aircraft	France / Toronto	Buyer/Lessee	\$30 million
Interchange of 2 A300 Aircraft	Toronto / Mexico City	Seller/Lessor	\$40 million
Lease of 6 B737 Aircraft	Georgia	Seller/Lessor	\$90 million
Lease of 1 B757 Aircraft	Georgia	Seller/Lessor	\$45 million
Lease of 1 B747 Aircraft	Colorado	Seller/Lessor	\$60 million
Lease of 1 B767 Aircraft	Colorado	Seller/Lessor	\$70 million
Lease of 2 B737 Aircraft	Dallas	Seller/Lessor	\$9 million
Lease of 2 B737 Aircraft	Hong Kong	Seller/Lessor	\$17 million
Lease of 1 B737 Aircraft	Seattle	Seller/Lessor	\$7.5 million
Engine Refurbishment Agreement – MTU	Hannover, Germany	Buyer	\$12.5 million
Aircraft Maintenance Agreement – Air France	Toulouse, France	Buyer	\$8 million
Aircraft C-Check Agreement – BAE	Bristol, England	Buyer	\$2 million
Engine Maintenance Agreement – Israeli Aircraft Industries	Israel	Buyer	\$3.8 million
Aircraft Maintenance Agreement – Dee Howard	San Antonio, Texas	Buyer	\$.5 million
Aircraft A-Check Maintenance Agreement – Timco	Greensboro, North Carolina	Buyer	\$2 million
Agreement for Purchase of 6 CF6-50C2 Aircraft Engines – Air Canada	Toronto, Canada	Buyer	\$9.5 million
Agreement for Provision of Financing – Royal Bank of Canada	Toronto, Canada	Borrower	\$2 million
Agreement for Provision of Financing – Royal Bank of Canada	Toronto, Canada	Borrower	\$1.5 million
Aircraft Charter Agreement – Emery Air Freight	Dayton, Ohio	Lessor	\$37.58 million

Aircraft Charter Agreement – Emery Air Freight	Dayton, Ohio	Lessor	\$7.6 million
Aircraft Charter Agreement – Cargojet of Canada	Toronto, Canada	Lessor	\$5.443 million
Aircraft Interchange Agreement – Aero Union of Mexico	Mexico City	Lessor	\$16.68 million
Fleet Lease (Automobiles) – GE Capital	Chicago	Lessee	\$.8 million
Fleet Lease (Automobiles) – Ford Motor Credit	Detroit	Lessee	\$1.2 million
Loan Workout – Multiple secured Commercial Properties	St. Louis, Denver, Dayton	Borrower	\$4 million
Provision of Financing for Purchase of Corporate Real Estate	Vail, CO	Lender	\$1.2 million