

People



## Sergey N. Kotelnikov

Partner, Corporate

Miami

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Sergey Kotelnikov's practice encompasses a wide range of complex commercial transactions with a focus on mergers and acquisitions, leveraged buyouts, joint ventures, and recapitalizations. He regularly represents private equity firms and their portfolio companies in both buy and sell side transactions and all of the ancillary corporate matters, including negotiation of commercial contracts and add-on acquisitions. Sergey has represented clients from a broad spectrum of industries, including healthcare, automotive, wholesale grocery distribution, correctional facilities, veterinary services, information and telecommunication services, and banking.

Prior to joining Akerman, Sergey practiced in the Washington, D.C. office of an international law firm, where his practice focused on cross-border mergers and acquisitions.

### Notable Work

**Eclipse Fitness Group:** Advised The Beekman Group in its strategic investment in Eclipse Fitness Group, a Planet Fitness franchisee with 20 clubs across certain Georgia and Florida markets.

**FCDG Management:** Represented The Beekman Group in the acquisition of a controlling stake in FCDG Management, a leading multi-specialty dental service organization with 11 practices offering general dentistry, orthodontics, endodontics, periodontics, and oral surgery services in the Greater Madison, Wisconsin market.

**OpenRoad Lending:** Advised Clarion Capital Partners in its strategic investment in OpenRoad Lending, an online direct-to-consumer auto finance company.

**Illume Fertility:** Represented The Fertility Partners in its strategic investment in Illume Fertility, a medical services organization providing administrative services to fertility practices in Connecticut and New York.

### Areas of Experience

Corporate  
Corporate Governance  
Venture Capital and Emerging Growth Companies  
M&A and Private Equity  
Financial Services

### Education

J.D., University of Miami School of Law, 2008, magna cum laude, Law Review  
B.A., Hope College, Economics and Management, 2005, summa cum laude

### Admissions

#### Bars

Florida  
New York  
District of Columbia

### Languages

Russian

### Related Content

Akerman Represents The Beekman Group in Sale of Riccobene Associates Family Dentistry  
November 26, 2024

Akerman Represents Fort Point Capital in Acquisition of NewBold Corporation  
August 19, 2024

*The Legal 500* Ranks Akerman Among Top National Firms  
June 14, 2024

**Ink Cups:** Advised MPE Partners in the acquisition of a controlling stake in Ink Cups, a designer and supplier of direct-to-shape digital printers, pad and tagless printing equipment, parts, service, and consumable supplies.

**Allergy & ENT:** Represented The Beekman Group in its acquisition of Allergy & ENT, the largest multi-specialty allergy, immunology, asthma, audiology, and ear, nose, and throat group in the Houston area.

**iDeal Aluminum:** Advised MPE Partners in its strategic investment in iDeal Aluminum, designer and manufacturer of premium aluminum fences, gates, railings, and other related outdoor products for residential and commercial applications.

**Associated Grocers of Florida:** Represented South Florida leading customer-owned wholesale grocer in a \$190 million sale to Supervalu, Inc.

**US Med:** Represented H.I.G. Capital in the recapitalization and subsequent sale of US Med, a direct-to-consumer mail-order diabetic supplies company.

**Condado Tacos:** Represented The Beekman Group in its strategic investment in Condado Tacos, an award-winning taco concept specializing in “build-your-own” tacos, tequilas and margaritas that operates company-owned restaurants across the Midwest.

**Garmat USA:** Advised MPE Partners in the acquisition of Garmat USA, designer and manufacturer of highly engineered paint booths, finishing solutions, and related accessories for the automotive collision repair and industrial end markets.

**Another Broken Egg:** Represented The Beekman Group in a strategic investment in Another Broken Egg of America, an operator and franchisor of over 60 casual daytime dining restaurants.

**ILiAD Biotechnologies, LLC:** Represented ILiAD Biotechnologies, LLC, a clinical stage biotechnology company focused on the prevention and treatment of disease caused by Bordetella Pertussis, in multiple rounds of equity and convertible debt investments.

## Published Work and Lectures

- Centre Europeen de Cooperation Juidique, Speaker, “The U.S. M&A Process,” November 14, 2019

## Affiliations

- American Bar Association, Member

## Honors and Distinctions

- *The Legal 500*, 2024, Recommended for Mergers, Acquisitions, and Buyouts: M&A National Middle Market
- *Daily Business Review*, 2016, Named One of the “Top Dealmakers of the Year,” Corporate