

People



## Nathan N. Balint

Partner, Corporate  
M&A and Private Equity

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Nate Balint represents private equity funds, strategic acquirers, and entrepreneurs on the purchase and sale sides of merger, acquisition, and leveraged buyout transactions, including associated equity and debt arrangements. His experience spans several key sectors, including technology, media & telecommunications, restaurants & retail, business services, industrial services, consumer products, education, and energy. Related to his M&A practice, Nate also handles general corporate and governance matters, often on behalf of private equity-backed businesses.

Prior to joining Akerman, Nate was a partner in the New York office of an international law firm, where his practice focused on mergers and acquisitions and private equity representations.

### Notable Work

**Business Services M&A:** Represent U.S.-based, private equity-backed provider of IT services and products in its ongoing worldwide M&A activities, as well as its other legal needs. Acquired businesses have operations throughout the U.S., as well as Australia, New Zealand, the United Kingdom, and Asia.

**Waste Management Acquisition:** Represented private equity fund client in its acquisition of a majority interest in a founder-owned solid waste services business located in the Southeastern United States.

**Recycling Company M&A:** Represented private equity fund client in its platform acquisition of a leading provider of metal recycling services, as well as subsequent add-on acquisitions, spin-offs, portfolio company matters, and disposition of the platform business to a publicly-traded acquiror.

**Fitness Club Franchisee Sale:** Represented entrepreneurs and investor group in the sale of a controlling interest in their 31-location Planet Fitness franchisee business to TSG Consumer Partners.

### Areas of Experience

M&A and Private Equity  
Corporate  
Financial Services

### Education

J.D., New York University School of Law, 1999  
B.A., University of Rochester, Economics/Political  
Science, 1996, *magna cum laude*

### Admissions

#### Bars

Florida  
New York

### Related Content

*Chambers USA* Ranks Akerman Among the Nation's  
Best Law Firms in 2024  
June 06, 2024

Record Number of Akerman Lawyers Named to *The  
Best Lawyers in America* 2024 Guide  
August 22, 2023

Akerman Once Again Ranked Among the Best in the  
United States by *Chambers USA*  
June 06, 2023

**Waste Management Acquisition:** Represented private equity fund client in its acquisition of the solid waste subsidiaries of publicly-traded Meridian Waste Solutions, Inc. (MRDN). The acquired entities comprise MRDN's integrated, non-hazardous solid waste services business, primarily operating in Missouri and Virginia. Publicly announced deal value was approximately \$90 million.

**Merger of Equals and Recapitalization:** Represented private equity fund client in a merger of equals by its portfolio company, a payment services provider, with a business led and controlled by a successful entrepreneur, as well as a subsequent debt recapitalization which valued the combined business at more than \$400 million.

**Retail Chain Acquisition:** Represented private equity fund client in its acquisition of a home décor retail chain with stores located throughout the United States.

**Supermarket Acquisitions and Sales:** Represented private equity-backed supermarket business in several acquisitions and dispositions of supermarket locations and related assets.

**Private Equity Fund Add-On Acquisition:** Represented private equity fund portfolio company in its significant add-on acquisition of the energy and water conservation products division of a competitor.

**Aviation Manufacturer Acquisition:** Represented private equity fund client in its acquisition of a controlling interest in a jet engine MRO from the founder of the business.

**Restaurant Chain Disposition:** Represented private equity fund client in its sale of Johnny Rockets Restaurant Group to Sun Capital Partners.

**Consumer Products Company Acquisition:** Represented private equity fund client in its acquisition of a water filtration consumer products business from the founders.

**Logistics and E-Commerce Business Disposition:** Represented the founder and controlling shareholder in the sale of a controlling interest in a logistics and e-commerce business to a consortium of private equity groups.

**International Education Company Transaction:** Represented an Australian operating company in the education, software, and professional development business in the sale of its U.S.-based professional development operations to Weld North, an investment company which operates in partnership with KKR.

**Industrial Manufacturing Acquisition:** Represented one of the two private equity funds which jointly completed the approximately \$90 million co-control acquisition of an industrial manufacturing division of a publicly-traded company.

**Telecommunications Going Private Acquisition:** Represented private equity fund client, which was the largest investor in a consortium of private equity funds completing a \$780 million going-private acquisition of a provider of telecommunications hardware and software solutions.

**Supply Chain Provider Merger:** Represented a multistate cooperative in a merger to form a single national cooperative, which

serves as the exclusive supply chain provider for all Dunkin' Donuts restaurants in the continental United States.

**Online Learning Company Merger:** Represented majority stockholder in the \$100 million+ merger of a leading online learning services business into a portfolio company of two private equity funds.

**Mexican Restaurant Chain Disposition:** Represented private equity fund client in its \$100 million+ sale of a Mexican restaurant-chain portfolio company to another private equity fund.

**Waste Management Company Divestiture:** Represented publicly traded waste management business in multiple \$35 million+ divestitures of regional business units.

**Television Production Company Acquisition:** Represented private equity fund client in its \$175 million acquisition of a television production company from a consortium of stockholders.

**Energy Company Acquisition:** Represented private equity fund client in its \$40 million+ acquisition of an energy business from the founders of the company.

**Burger King Franchises Acquisition:** Represented private equity fund client in its acquisition of 80+ Burger King franchises from a family-owned restaurant enterprise.

**Convenience Store and Gas Station Chain Acquisition:** Represented private equity fund client in its \$55 million acquisition of convenience store and gas station chain from a publicly-traded Dutch company.

**Medical Software Company Disposition:** Represented private equity fund client in its \$160 million sale of a medical software company to a publicly-traded purchaser.

**Footwear Manufacturer Disposition:** Represented private equity fund client in its \$115 million sale of a designer and manufacturer of running shoes and apparel to a publicly-traded purchaser.

**Online Travel Company Acquisition:** Represented private equity fund client in its \$100 million acquisition of an online travel company from a British travel company.

**Outdoor Recreation Manufacturer Acquisition:** Represented private equity fund client in its \$290 million acquisition of a fishing equipment and apparel manufacturer and distributor from a private family.

**Food Company Acquisition and Roll Up:** Represented private equity fund client in its \$150 million acquisition and roll up of three separate private label cookie and cracker businesses.

**Entrepreneurs, Shareholders, and Private Equity and Venture Capital Funds:** Represented clients in dozens of merger and acquisition and investment transactions valued between \$5 million and \$35 million.

**Leveraged Buyouts and Co-Investments:** Represented private equity fund client in connection with several leveraged buyout and venture capital co-investments into Florida-based companies in sectors such

as restaurants, biopharmaceuticals, mobile communications, and technology.

## Published Work and Lectures

- fiCFO Orlando Chapter, Panel Moderator, “Corporate Growth: Buy vs Build”
- ACG Orlando, Panelist, “Restaurant Industry & Deal-Making Trends: Central Florida Perspective”
- ACG Florida Capital Connection, Panel Moderator, “M&A, Private Equity and Capital Markets Update”
- Akerman and ACC of Central Florida Legal Roundup: Recent Developments and Practice Applications, Presenter, “M&A Market Overview”
- Akerman M&A Roundtable Series, Panelist, “M&A, Private Equity, and Capital Markets Update”, Orlando and Tampa
- Akerman M&A Roundtable Series, Speaker, “Legal Perspective on the State of the M&A Markets”
- National Business Institute, Lecturer, “Mergers and Acquisitions Nuts and Bolts Seminar”
- ACG Florida M&A Capital Connection, Speaker, “Mergers & Acquisitions and Private Equity Deal Environment”

## Affiliations

- Maitland Art and History Museum, Board Member, 2012-Present; Past Board President and Executive Committee Member
- Association of Corporate Growth, Orlando Chapter, Board Member, Executive Committee, 2010-2016
- Health Workforce New York, Board Member, 2016-2020

## Honors and Distinctions

- *Chambers USA*, 2021-2024, Ranked in North and Central Florida for Corporate/M&A and Private Equity
- *Best Lawyers*, 2015-2025, Listed in Florida for Corporate Law, Mergers and Acquisitions Law, and Venture Capital Law
- *Orlando Business Journal*, 2012, Recognized as one of the “Most Influential Men” in Orlando
- *Orlando Business Journal*, 2010, Recognized as one of the “40 Under 40”