



## FRANCIS J. BAALMANN OF COUNSEL

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### PROFILE

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Francis Baalman, a business attorney, represents companies in the Midwest and across the country in matters involving supply chain management, mergers and acquisitions (M&A), and general business and corporate law. He regularly works with large public and private corporations as well as closely held businesses, and has served as lead counsel on several multimillion-dollar deals. Francis, who joined Foulston Siefkin in 2008, is also the firm's supply chain practice group leader.

Based in Wichita, Francis devotes a significant portion of his practice to helping clients understand the complex legal issues involved in purchasing and supply chain management, particularly those that impact the manufacturing and distribution sectors. He brings extensive experience in warranty issues, pricing disputes, regulatory compliance, product liability and recalls, intellectual property protection, and global logistics. He reviews, negotiates, and manages contracts; applies his M&A knowledge to vet supply chain contract provisions; prepares confidentiality agreements; and provides seasoned counsel in face-to-face negotiations on high-value deals. Francis' business savvy allows him to propose creative solutions that address both parties' concerns so that important transactions move forward with expediency and efficiency. His ongoing representation as lead supply chain counsel for several national companies includes advising on various corporate matters and executing numerous contracts valued in the hundreds of millions.

With a goal of helping his M&A clients maximize value and minimize risk, Francis leads both buyers and sellers through all phases of critical business transactions, including structuring and financing acquisitions, divestitures, and mergers; drafting agreements; performing due diligence; reviewing contracts; and guiding clients through the closing process. Additionally, Francis represents third parties who seek investment opportunities in companies. For a variety of clients, including venture capital and private equity firms, Francis has successfully handled several multimillion-dollar purchases, sales, joint ventures, and transactions across the country.

Drawing on his experience as a business owner and successful entrepreneur, Francis brings a practical, results-focused legal perspective to the table that is valued by clients from a broad cross-section of industries. An entrepreneurial-minded attorney, he guides both start-ups and established companies with entity formation, buy/sell agreements, and many other corporate matters. He is frequently praised for his hard work, timely and thoughtful counsel, and commitment to treat every matter as if it were his own.

# FOULSTON

## ATTORNEYS AT LAW

While Francis has many high-profile clients, he welcomes M&A work of any scale and offers alternative fee arrangements and flat-fee billing to match his clients' requirements.

### Education

- University of Kansas (J.D., 2007)  
Order of the Coif; Kansas Law Review; CALI Award in the following courses: Property 1, Business Associations 1, Business Associations 2, Torts, Contracts 1, Estates & Trusts, Civil Procedure 1, Professional Responsibility, Pensions and Employee Benefits, Constitutional Law, Agricultural Law, and Federal Tax Procedure
- Newman University (BS in Accounting, 2005)

### Admissions

- U.S. District Court for the District of Kansas (2008)
- Kansas (2008)

## PRACTICE AREAS

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- Mergers & Acquisitions
- Supply Chain Management
- Private Equity & Venture Capital
- Business & Corporate Law
- Startup/Entrepreneurship

## INDUSTRIES

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- Aviation & Aerospace
- Manufacturing

## COMMUNITY INVOLVEMENT

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- Wichita Regional Chamber of Commerce, Leadership Wichita Class of 2018
- Wichita Business Journal, Kansas Leadership Center Emerging Leader, 2016
- Wichita Business Journal, 40 Under 40 Business Leader, 2015
- Holy Family Special Needs Foundation, Board member
- Kansas Chapter of the Lupus Foundation, Volunteer and past Board member

## RELEVANT EXPERIENCE

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- Represented aerospace manufacturer as lead counsel in connection with multimillion dollar sale of certain operations to aircraft supplier and negotiation of hundred million dollar supply agreements.

# FOULSTON

## ATTORNEYS AT LAW

- Represented privately held investment firm as lead counsel in connection with private equity placements and several acquisitions in aerospace manufacturing, retail, and commercial real estate sectors.
- Represented aerospace manufacturer as lead counsel in connection with multimillion dollar purchase of Tier II aircraft supplier.
- Represented leading manufacturer of specialized towing products and automotive accessories in connection with several multimillion dollar acquisitions.
- Represented aerospace manufacturer as lead counsel in connection with multimillion dollar purchase of aircraft facility and manufacturing assets.
- Represented national online retailer and distributor as lead counsel in connection with multimillion purchase of online retailer and distributor.
- Represented privately held investment firm in connection with joint venture transaction in oil and gas services sector.
- Represented national privately held insurance brokerage company as lead counsel in multimillion dollar purchase of Midwest insurance brokerage company.
- Represented software company as lead counsel in connection with multimillion dollar purchase of software company.
- Represented national manufacturing company in connection with several multimillion dollar purchase and sale transactions.
- Represented regional Caterpillar dealer as lead counsel in connection with several multimillion dollar acquisitions.
- Represented national retailer as lead counsel in connection with several purchase and sale transactions.
- Represented bank as lead counsel in connection with merger transaction.
- Represented Tier II aircraft supplier in connection with purchase of aerospace division held by publically traded company.
- Represented technology company as lead counsel in connection with sale of its assets to another technology company.
- Represented seller as lead counsel in connection with sale of motel operations division.
- Represented buyer as lead counsel in connection with purchase of shares in retail and service company.
- Represented semiconductor test and evaluation services company as lead counsel in connection with multimillion dollar purchase of technology company.
- Represented private company in several \$50,000,000 refinancing transactions.
- Represented public company in reverse unit split transactions.
- Represented British company in multimillion dollar stock sale transaction.

## PROFESSIONAL MEMBERSHIPS, AFFILIATIONS, AND HONORS

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- Robert E. Edmonds Prize 2006-2007 recipient
- Identified by Chambers USA as a recognized practitioner in Corporate/M&A Law, 2018-2019
- Wichita Bar Association

## PRESENTATIONS

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### 2021

- The Relationship Between Supply Chain Disputes & COVID-19, Institute of Supply Chain - Wichita

## PUBLICATIONS

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### 2010

- ERISA Annual Update  
-Kansas Employment Section 2009

### 2007

- An Arbitration Anomaly: Less Specificity, Please  
-Kansas Employment Law Letter
- Up Squeeze-out Merger Creek without a Paddle: Life in Kansas after Welch v. Via Christi Health Partners, Inc.  
-Kansas Law Review

## ISSUE ALERTS

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### 2020

- Coronavirus: Essential Services
- Coronavirus: COVID-19 and Your Contractual Obligations

### 2019

- Revising Your Contracts to Incorporate Incoterms® 2020