Mikail O. Clark

Senior Associate

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Services

Business & Finance

Mergers & Acquisitions

Securities

Industries

Financial Services

Mikail Clark specializes in mid-market mergers and acquisitions. He represents private equity firms with platform and add-on acquisitions, corporate recapitalizations and reorganizations, LBOs, growth equity investments, mezzanine financings, joint ventures, and licensing arrangements in manufacturing, financial services, technology, retail and consumer goods, and many other industries. He represents strategic buyers and sellers in all aspects of the deal life cycle, including negotiating the terms of LOIs, purchase agreements, and related post-closing arrangements (e.g., employment and contractor agreements, earnouts, and other contingent consideration, etc.). Mikail also represents emerging companies, founders, venture capital firms, and investors in early-stage financings. In addition, he assists clients with negotiating the terms of entity governance agreements and commercial contracts, providing pragmatic and efficient business and legal solutions.

Prior to joining the firm, Mikail was a corporate associate at a mid-size Charlotte firm where he specialized in sell-side M&A, commercial contract negotiation, and corporate governance. He also advised clients on private placement and tax matters. Previously, Mikail was an associate at a regional full-service law where he represented lenders and borrowers in various financial transactions and structures, including secured commercial credit facilities, acquisition financings, and asset-based lending.

Mikail was recognized as one of the "Best Lawyers: Ones to Watch" in 2026 and the five years immediately preceding for Corporate Law and again in 2027 for both Corporate Law and Mergers and Acquisitions Law by *The Best Lawyers in America*®. He was named one of *Business North Carolina* magazine's "Young Guns (Best Under 40)" in 2024.

Mikail is proficient in Spanish.

Experience

Represented water infrastructure provider in $19.5 million acquisition of water system maintenance provider.

Represented private equity firm in an over $15 million acquisition of intravenous liquids provider.

Represented Japanese entertainment company in $29 million acquisition of claw machine company.

Represented Chicago-based insurance broker in $39 million sale of its business to financial services provider.

Represented Maryland-based regional bank in $1.6 billion merger with Virginia-based publicly-traded bank.

Represented nationwide retail office supply distributor in $8.5 million acquisition of Texas-based commercial office supply distributor.

Represented identity management provider in $6 million Series A financing.

Represented licensor of popular juice brand in licensing of the brand and sale of equity to a Mexican-based beverage distributor.

Represented global electrical components manufacturer in the $5 million divestiture of a subsidiary to global supplier of electrical contacts and precious metal alloys.

Represented minor league baseball team its $25 million sale to sports ownership and management company.

Represented construction equipment rental company in the $35.5 million sale of its business to a private equity firm.

Represented employee compensation data provider in $20 million acquisition of a provider of SaaS-based compensation planning solution.

Represented hemp fiber manufacturer in a $2 million convertible note offering.

Represented Winston-Salem-based private equity company in $11 million acquisition of a concrete pavers company and related seller and mezzanine financings.

Represented Charlotte-based tax research company in a $1 million Series A financing.

Represented California-based venture capital firm in a $10 million Series A financing in a logistics technology start-up.

Represented a private equity company in multi-million dollar platform and add-on acquisitions of Houston-based HVAC companies.

Represented a global manufacturing and engineering company in a $39 million growth equity investment in it by an Atlanta-based private equity firm.

Represented media company in the $100.5 million sale of a controlling stake of the company to a private equity firm.

Represented a NC-based project planning company in the $12.5 million sale of its business to a global clinical research organization.

Represented an agricultural start-up in the financing of an $80 million state-of-the-art hydroponics greenhouse and matters related to the construction, ownership, and operation of the greenhouse.

Represented a publicly-traded bedding products company in a $10 million SAFE and Warrant investment in a restorative sleep technology company.

Represented a California-based venture capital firm in $10 million investment in and joint venture with a technology startup in furtherance of the rollout of proprietary technology in Africa.

Represented a publicly-traded timber company's affiliate in the $70 million acquisition of large regional lumber company.

Represented a regional lumber company in the $12 million sale of its business and real estate to large Midwest building materials company.

*Represented a national healthcare clinic system in the $121 million sale of its business to a leading national healthcare system.

*Represented a regional manufacturer and distributor of beverage equipment in its business's $32.5 million sale to a publicly traded cooking and industrial process equipment company.

*Represented a leading software provider in the payment systems industry in the over $35 million sale of its business to a private equity firm.

*Represented a state economic development authority in the purchase of $54.5 million of the assets of an international manufacturer and distributor of consumer goods.

*Represented a non-profit foundation in the construction, funding, and favorable tax treatment of a $45 million state-of-the-art aquatic and track facility.

*Represented a state economic development authority in the sale of $25 million of its assets to an international manufacturer of insulation products.

*Represented a public corporation in obtaining two easements, a lease, and clarifying reserved property rights in connection with a $3 million grant from the U.S. Department of Agriculture for the construction and operation of a cellular tower to improve broadband access for over 3,600 households, businesses and community facilities in rural West Virginia.

*Represented a regional technology-enabled corporate wellness provider in the $2 million sale of its business and assets to a leading international supplier of e-commerce software and on-demand services to the insurance, financial, and healthcare industries.

*Represented a regional full-service medical center in the sale of its business and assets to a super-regional hospital system based in the Mid-Atlantic and the Midwest. Drafted the purchase agreement and assisted in the

due diligence process.

*Represented clients in the dissolution of certain multimillion dollar trusts and the formation of a limited liability company with the assets formerly owned by the trusts.

*Represented a private timberland investment manager with a portfolio of over 700,000 acres of forestland and rural real estate in the purchase of 24 acres of timberland from certain private individual sellers. Acted as sole associate, responsible for drafting the purchase and sale agreement, conducting title research, and assisting in the due diligence process.

*Represented a Mid-Atlantic-based grocery chain with certain licensing, permitting, easement, and real estate development issues in connection with the construction of a grocery store and 151,000 square foot shopping center.

*Represented a natural gas owner in granting an easement to a natural gas developer for the development of certain natural gas wells.

*Experience gained by attorney prior to joining Kilpatrick

Education

Washington and Lee University School of Law J.D. (2017) *Burks Legal Scholar*

Liberty University M.B.A., Accounting and Finance (2014) *Sigma Beta Delta International Honor Society for Business*

Liberty University B.S. (2012) International Business and Business Marketing, Minor in Spanish, *Dean's List*, *Chancellor's List*

Admissions

North Carolina (2019)

South Carolina (2018)

West Virginia (2017)

Court Admissions

U.S. District Court for the Eastern District of West Virginia

U.S. District Court for the Western District of West Virginia

Professional & Community Activities

Mensa, Member

Intertel, Member

North Carolina State Bar Association, Member

Union County Chamber of Commerce
Board of Directors

Public Policy Committee

South Carolina Bar, Member

West Virginia Bar Association, Member

Union County NC Chamber of Commerce
Board of Directors (2021-Present)
Public Policy Committee, Member

Insights

News Releases

Kilpatrick Attorneys Recognized in 2027 Edition of Best Lawyers: Ones to Watch® in America

August 20, 2026

Perspectives

7 Key Takeaways | Corporate Transactions: Deal Structuring, Governance Documents, and the Impact of AI

December 1, 2025

Perspectives

Meet the Next Generation of Dealmakers | Mikail Clark

October 29, 2025

Events

In-House Counsel Summit

September 25, 2025

Perspectives

8 Key Takeaways | Navigating Operating Agreements: Material Terms and Best Practices

July 8, 2025