



DUSTIN J. VRABEL

MANAGING PARTNER

Office: 330.491.5238

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CANTON

4277 Munson Street NW Canton,
OH 44718

PRACTICE AREAS

- Business
 - Mergers & Acquisitions
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EDUCATION

- Brooklyn Law School (J.D., 2007)
 - Miami University (B.S., 2004)
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ADMISSIONS

- Ohio
- U.S. District Court, Northern District of Ohio

OVERVIEW

Dustin J. Vrabel advises clients on mergers, acquisitions, sale transactions, equity and debt financings, and other complex transactions. He has led multiple teams in connection with complex acquisitions, divestitures, and financings ranging from several million to more than \$300 million across a broad spectrum of industries, including transportation and logistics, manufacturing, food, construction, health care, oil and gas, and services industries. Dustin has significant experience working with strategic and financial buyers and sellers, closely-held and family businesses, and private equity firms and their portfolio companies, which enables him to anticipate issues and guide transactions to closing.

He also serves as outside general counsel to several middle-market private companies and provides general corporate and business counseling with respect to corporate governance, sale and distribution agreements, succession planning and other contract matters.

Dustin is a member of the firm's Executive Committee and a member of the Business Law Practice Group. A summary of Dustin's recent representative transactions is listed under the experience tab.

AWARDS & HONORS

- *The Best Lawyers in America*[®]
- *The Legal 500's Elite City Focus – Ohio Corporate and M&A –Tier 1*
- Crain's Cleveland Notable M&A Dealmakers
- Ohio Super Lawyers

PROFESSIONAL & CIVIC INVOLVEMENT

- Brookside Country Club, Vice Chairman, Board of Governors
- Saint Michael the Archangel Catholic Church, Member
- Leadership Stark County

Past Affiliations

- Central Catholic High School, Board of Directors
- Habitat for Humanity of Stark and Carroll Counties, Board of Directors
- Boy Scouts of America, Buckeye Council, Executive Board



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EXPERIENCE

His recent representative transactions include:

- Represented a leading national transportation company in multiple U.S. and cross-border stock transactions for purchase prices ranging between \$10 million to over \$225 million.
- Represented a manufacturing company in merger with portfolio company of global alternative asset manager for ~\$140 million.
- Represented a national manufacturing company in connection with their syndicated credit facility in excess of ~\$300 million.
- Represented closely-held manufacturing company in connection with competitive auction process and sale to private equity firm for ~\$35 million.
- Represented a leading national transportation company in a carve-out acquisition from a publicly-traded company for in excess of \$55 million.
- Represented a leading national transportation company in a carve-out acquisition from a publicly-traded company for in excess of ~\$18 million.
- Represented a leading national transportation company in reverse subsidiary merger for ~\$37 million.
- Represented a national manufacturing company in asset acquisition of new plant for ~\$12 million.
- Represented a critical access hospital in connection with their acquisition and membership substitution by a leading regional health system.
- Represented a community hospital in connection with their affiliation with a national health system.
- Represented a veterinary hospital in sale for ~\$16 million to private equity firm, with simultaneous rollover investment.
- Represented a services company in a carve-out sale of its residential heating oil and commercial fuels business division in a competitive auction process.
- Represented leading convenience store and gasoline chain business in multiple acquisitions of convenience store and gasoline chains, national QSR franchises, and commercial real estate for continued expansion.
- Represented food manufacturing company in acquisition of new business line for ~\$15 million.
- Represented a manufacturer in sale of business to strategic buyer for ~\$10 million.
- Represented a storage and distribution services company in sale of assets to strategic buyer for ~\$15 million in competitive auction process.



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- Represented a manufacturing company in asset sale to private equity firm for ~\$9 million.
- Represented a closely-held manufacturing company in strategic merger with competitor.

MEDIA

Presentations:

- Speaker: "Essential Legal Issues when Transferring Your Business," Ohio Employee Ownership Center (2010)
- Speaker: "Introduction to Employee Stock Ownership Plans," Ohio Employee Ownership Center (2008)
- Speaker: "LLC, LLP and Partnership Liability Issues," Lorman Education Seminar (2008)
- Speaker: "Business and Regulatory Issues," Tri-County Restaurant Association (2007)

Publications:

- ["Selling a business in the current high-deal volume environment,"](#) *Crain's Cleveland Business* (2024)
- ["Deal Prep: Tips for selling a business in an evolving M&A environment,"](#) *Smart Business* (March 2023)
- ["Purchase price adjustments in M&A: Avoiding costly mistakes,"](#) *Crain's Cleveland Business* (August 16, 2018)
- "Back to Basics: Avoiding Fraud and Abuse," *MD News* (2011)
- "One Bite at a Time: PPACA's Immediate Impact on Physicians," *MD News* (2010)
- "Paying for Reform- Physicians Must be More Vigilant than Ever When Submitting Claims," *MD News* (2010)
- "Proposed Identity Theft Rules Have Physicians Seeing Red," *MD News* (2009)
- "Anti-Markup Rules Take Aim at Reducing Sticker Shock for Purchased Diagnostic Services," *MD News* (2009)
- "Stimulus Incentives: Look Before You Leap," *MD News* (2009)