

Terrance W. Moore

"Success naturally follows when you know the rules and are willing to work like crazy for a result."

Terry has 29 years of experience representing businesses and individuals in Minnesota and North Dakota in a wide variety of legal matters. His unique background and experience in the areas of law and business provide Terry the tools to fix all types of disruptive business problems, from workouts to litigation to transactions.

Every day, Terry deploys his negotiation and strategic thinking skills as a fixer, advisor, and litigator for closely held businesses and individual owners. He serves as outside General Counsel for clients in a variety of industries. Terry negotiates and litigates critical matters involving business disruption problems of all kinds including bank workouts, partner conflicts, and contract fights. His experience and willingness to take cases to trial often motivates the other side to make a reasonable settlement. He can also help businesses with critical financing, transactions, and real estate matters as well as more routine business documents like leases, sales agreements, and employment contracts.

Terry advises business clients in a variety of sectors, with concentrations in oilfield services, media, sports, health care, and real estate, drawing on his industry experience and negotiation skills, as well as his background as an entrepreneur.

A sampling of Terry's successful projects demonstrates his skills:

- Led negotiations between a Major League Baseball team and several radio stations, resulting in the most lucrative radio rights contract in Minnesota sports at that time
- Successfully defended client against claims of former partner against \$12 million of personal assets of client
- Ensured survival of client company facing large operational loss by consulting on operational strategies, financing and defending multiple lawsuits
- Helped a screenwriter/director, obtain bridge financing, and navigate complex legal requirements, resulting in the production of an award-winning independent film
- Has defended businesses at trial and on appeal, resulting in favorable results (most of the time)
- Represented a minority business owner who had his business ownership seized by his former partners, resulting in a negotiated settlement in excess of \$600,000 for client
- Represented a managing partner of a limited partnership in the wake of the Bernie Madoff scandal, resulting in a series of lawsuits and agreements that ultimately returned all of the client's assets
- Exercised a client's shareholder's rights and negotiated a sale of a business in favor of his clients in excess of \$1.3 million
- Assisted a trade group in forming a business alliance to lobby and defeat a proposed special tax to fund a professional sports stadium
- Worked through a series of lawsuits and agreements enabling business to survive after obtaining an 80% discount on an operating loan, and collection of fees owed company
- Negotiated a \$2 million settlement for two partners, who together owned 50% of a partnership involved in real estate development and had been frozen out by their

partners

"Throughout my career I have helped clients achieve their objectives by negotiating effectively on their behalf," says Terry. "It's the key to transforming desired outcomes into tangible results."

Terry is licensed to practice in Minnesota and North Dakota.