

Bobby Guy



Member

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PRACTICE AREAS

Accounts Receivable Financing
Bankruptcy and Restructuring
Corporate/Business
Health Law

Healthcare Facility Mergers,
Acquisitions and Joint Ventures

Healthcare Financing

Long Term Care Facilities

Mergers and Acquisitions

Real Estate Development for
Healthcare Facilities

INDUSTRIES

Food & Beverage

Healthcare

Manufacturing

CLERKSHIPS

Law Clerk, Honorable Julia S.
Gibbons, Chief Judge of the
Federal District Court for the
Western District of Tennessee at
Memphis (currently on the Sixth
Circuit Court of Appeals),
1994-1995

Bobby is a deal lawyer who specializes in fixing, buying, and selling companies in special situations. His passion is helping companies return from the red to the black so they can thrive, and helping buyers acquire distressed opportunities in time to preserve existing jobs and value. He is the author of "Distress to Success: A Survival Handbook for Struggling Companies and Buyers of Distressed Opportunities" (FreneticMarket Press, 2011). He is a member at Frost Brown Todd based in the firm's Nashville office, and commutes to engagements across the country.

Bobby's work includes both transactions such as acquisitions, sales, refinancings, restructurings, and equity raises and dispute resolution such as in court restructurings and Chapter 11. He is recognized in *The Best Lawyers in America*[®] (Woodward White, Inc.) and *Mid South Super Lawyers*[®], and is the recipient of the 2010 "Turnaround of the Year" Award from the Atlanta Turnaround Management Association for his work in the restructuring and sale of Cosmolab, Inc.

While his experience spans many industries, he spends much of his time focused on healthcare. He recently led the successful restructuring of more than \$200 million in debt for a private equity backed senior living company on the west coast, preventing default and allowing the company time to carry out strategic asset sales to return to profitability. He also recently represented the buyer in the multi million dollar acquisition of a struggling 100 bed suburban hospital in Texas, and represented the non profit owner in a multi million dollar sale of a 250 unit continuing care retirement facility located in the southwest. **In 2010, he acted as lead borrower's counsel in the Chapter 11 filing of an FDA-regulated cosmetics manufacturer in Delaware, the epicenter of much of the Chapter 11 activity in the US**, and acted as borrower's counsel in the Chapter 11 proceedings of health provider Sumner Regional Health

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EDUCATION

Vanderbilt University Law School,
J.D., 1994

Order of the Coif

First Place in Vanderbilt Mock Trial
Competition, 1993

Elliott E. Cheatham Scholar at
Vanderbilt University

Associate Editor, *Vanderbilt Law
Review*, 1992-94

Whittier College, B.A., 1991,
Economics, *summa cum laude*

Presidential Scholar

Systems. He is the former co chair of the American Bankruptcy Institute's Health Care Committee, and a lead editor in the ABI's ***Healthcare Insolvency Manual*** (3d edition).

Outside of healthcare, Bobby has represented manufacturer Dippin' Dots, Inc. as lead counsel in its Chapter 11 proceedings and its sale to a private equity buyer, as well as representing private equity funds in the acquisitions of Santa Fe Cattle Company Restaurants and Nationwide Beverage Bottling Company, among others. In the bankruptcy proceedings of Kmart Corp., he represented the largest unsecured creditors holding more than \$1.4 billion in bond debt, and in the bankruptcy of auto industry manufacturer Imagepoint, he represented the Official Committee of Unsecured Creditors.

Bobby is trained as a professional negotiator. He is also a frequent speaker and author on distressed investing and healthcare related topics. He has appeared on Fox News, and has been published in *The Deal*, *HealthLeaders*, *The Distressed Debt Report*, *The Journal of Corporate Renewal*, *Mergers & Acquisitions*, and *HFM*, among other publications. He is board certified in Business Bankruptcy Law by the American Board of Certification.

Prior to joining Frost Brown Todd, Bobby was a partner at Waller Lansden Dortch & Davis. Additionally, he was a Law Clerk to the Honorable Julia S. Gibbons, Chief Judge of the Federal District Court for the Western District of Tennessee at Memphis (currently on the Sixth Circuit Court of Appeals) from 1994 to 1995.

Aside from being a lawyer, Bobby owns his own music publishing company and has worked as a songwriter and studio guitarist. He is a member of the American Society of Composers, Authors, and Publishers (ASCAP).

Highlights & Recognitions

AV® Rated, *Martindale Hubbell®*, Highest level of "ethical standards and professional ability"

The Best Lawyers in America® 2009 2014

Selected for inclusion in *Mid South Super Lawyers®* since 2007

Board Certified in Business Bankruptcy by the American Board of Certification

Bobby Guy

Selected for inclusion in Who's Who in American Law, Who's Who in America, and Who's Who in International Business

Memberships & Affiliations

American Bankruptcy Institute Health Care Committee, Co Chair

American Bankruptcy Institute Journal, Contributing Author

Turnaround Management Association, Member

Leadership Healthcare, Member

ADVANCE for Long Term Care Management, Former Editorial Advisory Board Member

Trust Indentures and Indenture Trustees Subcommittee (ABA), Past Membership Chair

Mid South Commercial Law Institute, Past Board Member

Nashville Bar Association, Fellow

FBT Publications

October 25, 2013

Municipal Ills Create Health Care Investment Opportunities

Journal of Corporate Renewal

February 15, 2013

Healthcare rule caps prescription drug profit

The Hill

February 8, 2013

How To Win As A Medicare Advantage Plan Under The 2014 Medical Loss Ratio Rule

American Health Lawyers Weekly

April 13, 2012

Dippin' Dots Sale and Related Documents

Legal Update

April 2012

Lender Remedies: Reading Between the Lines

The Journal of Corporate Review

January 24, 2012

Has LaSalle Decision Delayed Economic Recovery? Dearth of Chapter 11s Slows Capital Reallocation

Turnaround Management Association

August 20, 2010

How Pro's Play Loan to Own Game: Pricing and Buying Distressed Debt