

## James N. Zell, PARTNER

Jim is a partner in ZEK's transactional banking, corporate and real estate group. Jim's practice concentrates on bank financing, including asset-based lending, acquisition and real estate financing, commercial and trade finance (including secured and unsecured facilities) and law firm financing. He has extensive experience in representing creditors in structuring, and documenting remedial finance issues involving corporate, commercial and real estate matters. Jim also regularly advises the firm's hotel and hospitality clients and also works on matters involving dealer financing, intellectual property finance and bank regulatory issues.

Jim's recent experience includes transactions involving the financing of the acquisition of a leading provider of turn-key executive officers and office space services. Jim has assisted the firm's clients financing over thirty retail motor fuel facilities and motor fuel supply agreements; multiple tranche credit facilities to a retail electricity and natural gas utility; loan and letter of credit facilities to an office cleaning company; and working capital loans to a wine merchant secured by wine futures. In addition, Jim was seconded to a bank client where he supervised its consumer compliance department during the bank's merger.

Jim believes in a collaborative approach to working through a transaction from start to a successful conclusion, while at the same time fiercely protecting his clients' interests.

Jim is a member of the Association of the Bar of the City of New York. While out of the office, Jim enjoys spending time with his wife and sons in Brooklyn and occasional weekends hiking and skiing in the Berkshire Mountains.

