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Areas of Practice

Business & Financial
Restructuring

Corporate, Securities &
Finance

Distressed Commercial
Mortgages & Real Estate

Mergers & Acquisitions

Project Finance &
Infrastructure

Education

Loyola University of
Chicago School of Law,
J.D., 1981, Student Articles
Editor, *Loyola University
Law Journal*, Wall Street
Journal Student Award

DePauw University, B.A.,
1975, Phi Beta Kappa,
Alpha Lambda Delta,
Mortar Board

Bar & Court Admissions

Arizona

California

Illinois

New York

Nancy L. White

Nancy L. White is a partner in the Phoenix and Los Angeles offices of Steptoe & Johnson LLP and a member of the Corporate, Securities and Finance and Property practice groups. Her practice emphasizes international and domestic transactions, including mergers and acquisitions, purchases and sales of capital assets and real property, project finance, asset-based financings, asset securitizations, private placements of debt and equity securities, equipment and real property leases (representing both lessor and lessee), loan workouts, and refinancings. Ms. White has been listed in *The Best Lawyers in America* (published by Woodward/White, Aiken, SC) since 2001 in the area of Corporate Law, *Southwest Super Lawyers* in 2007, 2008 and 2009 in the areas of Mergers and Acquisitions, Business/Corporate, and International Transactions, and the *Top 100 Who's Who in Arizona Women in Business*.

Complex Corporate and Commercial Transactions

Ms. White's corporate and commercial practice serves a variety of business clients, including both borrowers and lenders in structuring, negotiating, and documenting, domestic and international asset acquisitions and dispositions. In addition, she represents clients in complex financing transactions including aircraft leases and mortgages, equipment leasing, and other asset-based financing.

International Corporate and Commercial Transactions

Ms. White's practice extends to Asia, as well as Central and South America, where she represents and advises numerous clients including US distributors of various products in their contracts with foreign national providers of goods and services, providers of infrastructure services for real estate developments in Mexico, and Arizona and California companies with various commercial interests in Latin America.

Professional and Community Activities

Ms. White served on the Board of Directors of ATHENA International, which honors exceptional leaders and cultivates leadership opportunities for women throughout the world. She has also served as the Secretary of ATHENA International, a member of the Executive Committee, and Chairman of the Strategic Planning Committee. In 1994, she was the recipient of the ATHENA Award, sponsored by the Greater Phoenix Chamber of Commerce, recognizing the Phoenix Business Woman of the Year. ATHENA Award recipients are selected locally, nationally, and internationally, for their "professional excellence, community service, and also for actively and generously assisting women in their attainment of professional excellence."

Ms. White is also active in the Phoenix community. She served a two year term on the Board of Directors of the Arizona Hispanic Chamber of Commerce. She was the General Counsel for the Phoenix Chamber of Commerce in 1996 and 1997, as well as the Chairman of the Phoenix Chamber's North American Free

Nancy L. White

Trade Task Force from 1992 to 1995. Additionally, Ms. White is on the Board of Directors of Xico, Inc., a group promoting the arts of Hispanic Americans and indigenous peoples. She served on the Board of Directors of The Centers for Habilitation from 1998-2003 and chaired its Quality Management Committee. She is a member of the Arizona Town Hall and has served as a panel chair and as a participant. Ms. White served as the Vice President and as a member of the Board of Directors of the Southwest Autism Research and Resource Center from 1998 to 2005. She also served on the Executive Committee of this organization, which provides services to autistic individuals and their families.

As a long-standing advocate for workplace diversity, Ms. White was recently appointed by the Board of Governors of the State Bar of Arizona to serve as a member of the State Bar Task Force on Diversity. She regularly participates as a faculty member in the Bar Leadership Institute, an Arizona State Bar program designed to promote the professional development of diverse Arizona lawyers. She serves as an at large member of the Executive Council of the State Bar of Arizona Business Law Section.

Noteworthy

- *Best Lawyers in America*, Corporate Law, 2012
- *Southwest Super Lawyers*, Mergers & Acquisitions, 2012
- *AZ Magazine Top Businesswomen List*, 2011
- *Arizona's Finest Lawyers*, 2011
- *AZBusiness Top Lawyers*, Corporate Law, 2011

Representative Matters

Complex Corporate and Commercial Transactions

- Representing apparel designers and manufacturers in connection with real estate purchasers and sales and retail leasing throughout the United States;
- Representing national medical and research institutions in connection with facilities needs in Arizona and California;
- Representing the purchasers of a specialty manufacturer of semiconductor components and related purchase money debt and equity financings, and the subsequent \$38,000,000 merger of the manufacturing company with and into the subsidiary of a public company;

Nancy L. White

- Representing an Arizona produce grower and shipper in connection with a \$65,000,000 secured loan made by a syndicate of commercial banks and in connection with real estate acquisitions;
- Advising issuers of approximately \$5,000,000,000 of asset-backed securities in public offerings and private placements;
- Advising, structuring, and negotiating the \$10,000,000 sale of an agricultural equipment lessor to a national equipment rental company;
- Representing the sellers of a human resources technology company and a medical office management software company;
- Advising large commercial banks in the origination, modification, and workout and collection of multi-million dollar unsecured and secured lines of credit and term loans to domestic and international borrowers; and
- Representing money center banks and foreign financial institutions in transactions in which the borrower and/or significant collateral are located in and/or governed by the laws of Arizona and California.
- Representing several regional produce growers and shippers in connection with the consolidation of assets and operations.

International Corporate and Commercial Transactions

- Representing the special purpose subsidiary of a domestic utility company in structuring a \$85,000,000 investment in the development of infrastructure required for the delivery of electric power, potable water, and wastewater treatment services to a large multi-use resort development in Mexico.
- Representing US distributors of imported products, with US, Mexican, and South American operations, in negotiating contracts with foreign manufacturers of products and providers of services.
- Assisting foreign nationals with their business transactions in Arizona and California, including a multi-million dollar acquisition by a Japanese company of an operating division of an international manufacturing company.
- Representing management in a leveraged buy-out of an international distribution company from its corporate parent in UK receivership proceedings.

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Select Seminars & Events

Bar Leadership Institute's "How to Cultivate Mentors and Other Survival Tips for any Organization", April 17, 2009

28th Annual AWLA Convention, November 2, 2007, *Taking Charge of Your Career: Best Practices for Women Lawyers and their Firms*

Transactions Teleconference: ABCs of NDAs, September 14, 2005, (*A Steptoe-Sponsored Event*)

Professional Affiliations

State Bar of Arizona, Corporate and Banking Law Section

State Bar of Arizona, Member of the Executive Council of the Business Law Section

Maricopa County Bar Association, Corporate and Banking Law Section

American Bar Association, Corporate, Banking, and Business Law Section; Committee on Securitization; International Law Section; Law Practice Management

State Bar of California

New York State Bar Association