



Audria K. Crain

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Areas of Practice

Antitrust and Trade Regulation | Commercial Lending | Corporate Law | Cybersecurity and Data Privacy |
Mergers and Acquisitions

Audria Crain is an Partner in the Corporate Practice of Smith, Gambrell & Russell, LLP.

Ms. Crain represents domestic and international clients in a variety of corporate transactions including mergers and acquisitions and capital raising. Ms. Crain has represented both financial and strategic buyers and sellers across a variety of industries including manufacturing, construction, retail sales, and technology. In connection with her M&A practice, Ms. Crain has extensive experience assisting clients with Hart-Scott-Rodino filings and related transactional antitrust issues.

Additionally, Ms. Crain's practice includes advising clients on cybersecurity, data privacy, and technology issues. Ms. Crain also advises clients on corporate governance matters and assists clients with the negotiation of various commercial contracts from software licenses to sales distribution agreements.

Ms. Crain earned her JD, cum laude, from the University of Georgia School of Law. She served as an Articles Editor on the University of Georgia Law Review, and as a Research Assistant for Professor Usha Rodrigues. Ms. Crain was also a Judicial Intern for the Honorable Clay Land, Chief Judge of the U.S. District Court of the Middle District of Georgia, as well as for the Honorable Steve Jones, Judge of the U.S. District Court of the Northern District of Georgia.

Before earning her JD, Ms. Crain consulted international banking clients at a Fortune 1,000 payment processing company, headquartered in Columbus, Georgia, for four years. Ms. Crain was also a member of the Greater Columbus Chamber of Commerce's Young Professionals, and served as the Vice President of its Servant Leadership Committee.

Prior to her role as a consultant in the financial technology industry, Ms. Crain received an M.A. in International Studies from the University of Denver, Josef Korbel School of International Studies concentrating in economic development and comparative politics.

Previous to earning her M. A., Ms. Crain earned a B.A. in Political Science, summa cum laude, from Columbus State University where she received a scholarship for her membership in the Servant Leadership Program. As a member of the Servant Leadership Program, she served over 400 hours as a volunteer with various non-profits and charities in the Columbus area. She also studied Politics, Philosophy, and Economics as a one-year visiting student at Greyfriars Hall, Oxford University.

Admissions

Georgia

Representative Experience

Mergers & Acquisitions

- Represented a private equity buyer in its acquisition of the assets of a crane service company offering crane solutions to all construction and construction related industries throughout the Carolinas and in Southeastern markets for \$52 million.
- Represented the seller of a leading health care, HR consulting, and predictive analytics technology company in a \$17 million equity sale.
- Represented the buyer in its acquisition of the assets of a large farmer, wholesaler, and distributor of Christmas trees based in the Pacific Northwest for \$37.5 million.
- Represented the seller of a developer of single-family homes throughout Georgia and Alabama in the sale of its assets to the U.S. subsidiary of a Japanese conglomerate for \$56 million.
- Represented the seller of a residential insulation installation company with operations across Florida and Georgia in a \$36 million equity purchase.
- Represented a financial buyer of in its acquisition of all of the assets of a global designer, manufacturer, and wholesaler of jewelry components for \$22 million.
- Represented a healthcare services provider with multiple locations in Florida in the sale of all of its equity interests for \$27 million.
- Represented a leading U.S. media producer of curated television broadcasts for national automotive dealerships in the sale of all of its equity interests to a private equity buyer for \$200 million.
- Represented a large U.S. subsidiary of a Canadian company in its purchase of all of the equity interests of a leading commercial HVAC components' manufacturer for \$101 million.

- Represented a German-based glass manufacturer in its purchase of all of the equity interests of a U.S.-based tableware provider of dinnerware, flatware, and glassware for \$31 million.
- Represented a private-equity owned automobile repair shop holding company in numerous asset acquisitions of automobile repair shops.
- Represented a large U.S. subsidiary of a Japanese conglomerate in its purchase of the all of the equity interests of a global medical technology company dedicated to cardiorespiratory health solutions for \$120 million.
- Represented a Scandinavian-based, international cigar company in its purchase of the assets of U.S. cigar distributor for \$70 million.
- Represented a U.S. public company and manufacturer of children's products in its purchase of all of the equity interests of a global infant and toddler manufacturing and marketing company for \$17 million.

Hart-Scott-Rodino

- Hart-Scott Rodino filing representing the seller of a healthcare company specializing in cancer research for \$225 million.
- Hart-Scott-Rodino filing representing the seller of a legal consulting and eDiscovery business for \$142 million.
- Hart-Scott-Rodino filing representing the buyer of a California-based affordable luxury, modern bohemian lifestyle apparel brand for \$270 million.
- Hart-Scott Rodino filing representing the seller of a commercial real-estate leasing company for \$323 million.

Capital Raises

- Represented a technology company providing cyber threat intelligence solutions in a Series A Preferred round raising \$9 million.
- Represented a technology company providing employers with employee recognition and rewards platforms in a Series B Preferred round raising \$2 million.

Data Privacy Law and Technology Agreements

- Represented a major national healthcare consulting company in nationwide data breach response, including notices to affected individuals, customers and regulatory agencies, and incident response.
- Represented an online consumer products retail company on data breach incident response, including notices to affected individuals, customers, and state regulatory agencies, and compliance obligations in connection with inadvertent disclosure of online consumer sales data.
- Represented numerous clients in negotiating managed information technology services agreements.
- Represented a patent licensor in negotiations with a global fortune 500 industrial tractor and heavy equipment manufacturer.

Commercial Contracts

- Represented a fortune 500 company in its negotiation of several digital marketing agreements.
- Represented a geotechnical engineering company in its negotiation of several master services and subcontractor agreements.
- Represented a major telecommunications infrastructure company in its negotiation of a distribution agreement pursuant to which an estimated \$25 million in goods will be sold annually.

Publications and Speaking Engagements

- "[E-Commerce Excellence: Tips for Building Targeted, Legal, and High-Impact Strategies](#)" Webinar Presenter, [Juvenile Products Manufacturers Association](#) (JPMA), October 22nd, 2024
- Audria Crain, Note, *The American Trade Enforcement Effectiveness Act: A Weapon of Steel*, 52 Ga. L. Rev. 197 (2018).
- Audria Crain, *The Resource Curse: The Cases of Botswana and Zambia*, ProQuest Dissertations Publishing (November 2010).