



## George H. Pretty II

Partner

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t 704.335.9073



George Pretty advises domestic and foreign corporations regarding a broad range of business transactions, including inbound and outbound acquisitions, divestitures, joint ventures, recapitalizations, and reorganizations.

He serves as outside counsel to numerous foreign and domestic entities and supports numerous in-house counsel in the automotive, chemicals, electronics, pharmaceutical, industrial machinery, and defense market commercial sectors. His representation of firm clients involves frequent travel across the United States, Europe, and Asia.

In addition, George advises corporations regarding domestic and foreign capital business expansion and relocation transactions for headquarters and manufacturing operations.

### REPRESENTATIVE EXPERIENCE

- Represented the shareholders of a privately held textile manufacturing company in the sale of assets and businesses to a multinational strategic buyer.
- Represented a foreign publicly traded strategic buyer in a series of asset purchase transactions involving assets in Canada, Italy, the United Kingdom, and the United States.
- Represented a foreign publicly traded strategic buyer in the acquisition of environmentally challenged utility assets.
- Represented the shareholders of a privately held regional insurance brokerage company in the sale of stock to a multinational banking company.
- Represented a foreign publicly traded strategic buyer in the acquisition of technology assets from a multinational chemical company.



### CHARLOTTE OFFICE



### PRACTICE AREAS

Economic Development  
 International Business  
 Mergers, Acquisitions &  
 Joint Ventures  
 Business Law  
 International Tax  
 Tax  
 State & Local Tax  
 Tax Credits & Incentives  
 Opportunity Zones



### EDUCATION

Emory University  
 LLM, Taxation, 1985  
 University of South Carolina  
 JD, 1977  
 Duke University  
 BA, 1973



### ADMISSIONS

North Carolina, 1989  
 South Carolina, 1977



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### CLIENT ALERTS

- "New Governmental Accounting Standards Board ("GASB") Rules Require Governments to Disclose Tax Abatement Agreements in Financial Statements," November 2015
- "Business Incentive Changes in Recent North Carolina Legislation," October 2015
- "North Carolina Tax Reform: Highlights of the Tax Simplification and Reduction Act of 2013 (HB 998)," July 2013
- "Proposed North Carolina Tax Legislation," June 2013
- "Playing the Government Incentives Game," January 2012
- "Exploring for State and Local Business Incentives: Finding the Highest Ground for Growth," November 2009

### PUBLICATIONS

- "Accessing Talent Through a Dual Headquarters Move," Area Development Magazine, March 2019
- "A Transactional Overview of Foreign Direct Investment into the United States," Area Development Magazine, April 2017
- "The Federal Enclave Doctrine: Property Tax Exclusion Based on Constitutional Principles," Journal of Multistate Taxation and Incentives, September 2014
- "State Enacts Tax Simplification and Reduction Act; How Will It Impact Business Growth?," Journal of Multistate Taxation and Incentives, December 2013
- "Business Incentive Advisors & Site Selectors as Accidental Lobbyists: A Case for Monitoring Your Status," IPT Tax Report, May 2012
- "Regional Competition Boosts Economy," August 2007



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### SPEAKING ENGAGEMENTS

- "Consultants Roundtable," Trustbelt Conference: Re-Emergence of a Region, October 2017
- "Consultants Forum: The Automotive Workshop," Area Development Magazine, March 2017
- "Business Credits and Incentives: Site Selection Trends in the U.S. and Mexico," Parker Poe Tax Forum, November 2016
- "What It Takes to Land Today's Best FDI Projects: Lessons From Industry Leaders," FDI Forum in Atlanta, Ga., April 2015
- "Thoughts From the C-Suite," Moderator, Mississippi Economic Development Council Winter Conference, February 2015
- "Birmingham's Inward Investment Performance," European Trade Study Group Conference in Birmingham, England, November 2013
- "Best Practices for Business Incentives," Tax Executives Institute, Charlotte Chapter
- "Competitive Challenges and Opportunities for North Carolina," N.C. Economic Developers Association Networking Luncheon
- "The Art of the Incentive," Area Development Consultants Forum in Scottsdale, Ariz.
- "The World of Site Consulting," Oklahoma Business Roundtable, Okla. State Chamber of Commerce

### HONORS

- Martindale-Hubbell AV® Preeminent™ in Mergers; Acquisitions & Joint Ventures; Business Law; International Business; Economic Development; Tax

### MEMBERSHIPS

- North Carolina Chamber of Commerce, Tax Committee, 2008-2011



#### Related Practices:

Economic Development • International Business • Mergers, Acquisitions & Joint Ventures • Business Law • International Tax • Tax • State & Local Tax • Tax Credits & Incentives • Opportunity Zones



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- South Carolina Chamber of Commerce, Tax Committee, 2000-present
- Thomson Reuters, *Journal of Multistate Taxation and Incentives*, Editorial Board, 2013-present
- Strafford Publications, *Tax Incentives Alert*, Editorial Advisory Board, 2010-2013
- Institute for Professionals in Taxation, Affiliate
- Industrial Asset Management Council
- Charlotte Chamber of Commerce, General Counsel, 1999
- Charlotte Airport Advisory Committee, Member, 2011-2012

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