



James E. Stief

CO-PRESIDENT

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OVERVIEW

Jim is Co-President of McDonald Hopkins and serves on the firm's Executive Committee and Board of Directors. He is also the former Chair of the firm's Business Department. Jim concentrates his practice in the areas of commercial finance, business planning and strategic analysis, raising capital, and general contract negotiation.

He serves as legal counsel and a business advisor to a wide variety of commercial lending institutions, specialty lenders, subordinated debt lenders and middle-market companies.

Jim is a Certified Public Accountant (inactive). He worked for Arthur Andersen prior to attending law school.

Jim earned his J.D., cum laude, from Notre Dame Law School. He received a B.S., cum laude, from John Carroll University.

Practice Focus

Commercial finance | Business counseling | ESOP transactions | Finance | Capital markets

Representative Cases & Matters

- A global bank in connection with a syndicated \$220 million multi-currency asset-based revolving credit facility extended to a publicly-traded diversified manufacturer with operations throughout the world. The credit facility included various secured credit lines issued to borrowers in the United States and several foreign countries, as well as the integration of existing complex senior subordinated notes.
- A global bank in connection with a syndicated \$125 million multi-currency asset-based credit facility (revolving and term loans) extended to a publicly-traded global supplier of metal alloys, which included the negotiation of complex subordination issues in connection with the issuance of a \$35 million subordinated note.
- A global bank in connection with a syndicated \$50 million asset-based revolving credit facility extended to a national chain of religious product retail stores, which included the negotiation of sensitive inter-creditor issues in connection with the issuance of a \$35 million second lien note.
- A national bank in connection with a syndicated \$55 million asset-based revolving credit facility extended to a publicly-traded manufacturer of turf care products. The transaction included highly complex negotiations with the company's subordinated lenders, main supplier and credit card provider.

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- A global bank in connection with a \$15 million credit facility used to facilitate the acquisition of a national stamping company.
- A global bank in connection with a syndicated \$28 million asset-based revolving credit facility extended to a national chain of discount retail stores.
- A global bank in connection with a \$20 million revolving credit facility to a chemical and fertilizer company with operations throughout the United States and Canada, which included a secured Canadian-based revolving facility.
- A national bank in connection with a \$14.5 million credit facility (revolving, term and capex loans) to a precision-formed metal products and assemblies company in connection with a dividend recapitalization.
- A global bank in connection with a \$13.5 million asset-based credit facility (revolving and term loans) extended to a global provider of tools and tooling. The revolving facility included an export-import facility to support the borrower's international receivables.
- A global bank in connection with a syndicated \$70 million asset-based revolving credit facility extended to an international supplier of aluminum, which included a complex import structure related to the purchase of raw materials.
- A global bank in connection with a \$10 million revolving credit facility to a steel company that had recently been purchased out of bankruptcy by a nationally recognized leveraged buyout fund.
- A national bank with a \$19 million credit facility, which included a revolving loan and two separate real estate term loans, extended to a national storage company.
- A global bank in connection with a \$9.75 million of acquisition financing (revolving and term loans) to a metal stamping and assembly company purchased by a nationally recognized private equity fund, which included a complex parent guaranty.
- A global bank in connection with a \$5.47 million asset-based credit facility (revolving and term loans) to a family-owned national distributor of specialty tools, fluids and abrasives.
- A global bank in connection with \$13.45 million of acquisition financing (revolving and term loans) to a metal processing and engineer components company purchased by a nationally recognized private equity fund, which included a complex secured overadvance sub-facility.
- A merchant bank in connection with the purchase of a \$3 million subordinated note and warrants from a company engaged in the design and manufacturing of plastic containers and liner products. The company used the proceeds of the sale, along with the proceeds of a new senior facility, to fund its newly created Employee Stock Ownership Plan.
- A merchant bank in connection with the purchase of a \$6 million subordinated note and warrants from a market leader in the design and sale of specialty fabrics. The company used the proceeds of the sale, along with the proceeds of a new senior facility, to fund a management buyout and its newly created Employee Stock Ownership Plan.
- Multiple global, national and local banks, lending corporations and mezzanine funds in connection with purchasing syndicated interests in loans ranging for \$10 million to \$1.1 billion.
- A troubled specialty chemicals manufacturer owned equally two private equity funds in connection with a new \$25 million senior credit facility from a global bank and a \$11 million second lien loan from a hedge fund.
- One of the largest privately-owned tooling companies in North America with a \$22.5 million credit facility (revolving, term and capex loans) from a national bank, which included the negotiation of several complex subordination and guaranty agreements.

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- An international metals distributor with a \$15 million revolving credit facility, which included the negotiation of very sensitive inter-creditor issues.
- A large scrap metal company with a \$24.6 million asset-based credit facility (revolving, term and capex loans) to consummate a large asset purchase and a dividend recapitalization.
- A national producer and supplier of bottled water with a \$13.3 million credit facility (revolving, term and capex loans) in connection with a forced recapitalization by the existing senior lender.
- A manufacturer and distributor of automotive switches and sensors with a \$9 million credit facility (line of credit and term loans) used primarily to fund a dividend recapitalization.
- A leveraged real estate pledge fund in connection with a \$10 million revolving bridge line of credit from its investors.

Honors & Recognition

Selected for inclusion in *Ohio Super Lawyers* (2011-2018, 2023)

Named one of the *Best Lawyers in America* (2013-2024)

Named leader in Ohio Banking & Finance - *Chambers USA* (2012-2023)

Credentials

EDUCATION

Notre Dame Law School

John Carroll University

ADMISSIONS – COURT

Ohio Supreme Court

ADMISSIONS – STATE

Ohio

Professional & Civic

PROFESSIONAL ACTIVITIES

Secured Finance Network

Turnaround Management Association

James E. Stief

ESOP Association

COMMUNITY INVOLVEMENT

American Red Cross Northern Ohio Region (Board of Directors)

Greater Cleveland Sports Commission (Board Member)

Leadership Cleveland 2021

Deepwood Industries (Board of Directors)

American Heart Association (Board of Directors, 2016-2019)

The 50 Club of Cleveland

News & Insights

NEWS | AUGUST 17, 2023

55 McDonald Hopkins attorneys recognized in the 2024 editions of *The Best Lawyers in America* and *Best Lawyers: Ones to Watch in America*

NEWS | JUNE 1, 2023

McDonald Hopkins recognized in Chambers USA 2023 Rankings

NEWS | DECEMBER 29, 2022

McDonald Hopkins attorneys selected to 2023 Ohio Super Lawyers and Rising Stars Lists

NEWS | OCTOBER 5, 2022

McDonald Hopkins Announces Transition to New Co-Presidents, Leadership Team

NEWS | AUGUST 18, 2022

50 McDonald Hopkins attorneys recognized in the 2023 editions of *The Best Lawyers in America*® and *Best Lawyers: Ones to Watch in America*™

NEWS | JUNE 1, 2022

McDonald Hopkins recognized in Chambers USA 2022 rankings

NEWS | APRIL 4, 2022

McDonald Hopkins Announces New Co-Presidents to Lead Firm Into the Future

NEWS | FEBRUARY 28, 2022

McDonald Hopkins congratulates James Stief and Dean DePiero on selection to Crain's 2022 Notables in Law

NEWS | AUGUST 19, 2021

50 McDonald Hopkins attorneys recognized in *The Best Lawyers*

James E. Stief

NEWS | MAY 20, 2021

McDonald Hopkins recognized in Chambers USA 2021 Rankings

NEWS | AUGUST 20, 2020

Lawyer of the Year honorees Riley and Welin among 42 McDonald Hopkins attorneys recognized as 2021 Best Lawyers

NEWS | APRIL 27, 2020

McDonald Hopkins recognized in Chambers USA 2020 Rankings

BLOG POST | APRIL 14, 2020

Paycheck Protection Program Loans: Lender Considerations

ALERT | APRIL 7, 2020

Confusion remains as state attorneys general order businesses to shutdown

BLOG POST | APRIL 2, 2020

The novel coronavirus impact on secured loans: Considerations for secured lenders and borrowers

BLOG POST | MARCH 18, 2020

COVID-19's impact on the LIBOR transition

BLOG POST | MARCH 17, 2020

Coronavirus and lending relationships: Communication and planning are key

NEWS | AUGUST 14, 2019

41 attorneys from McDonald Hopkins recognized as 2020 Best Lawyers®

NEWS | APRIL 26, 2019

McDonald Hopkins recognized in Chambers USA 2019 rankings

NEWS | MAY 3, 2018

McDonald Hopkins Recognized by Chambers USA 2018

ALERT | MARCH 16, 2018

What you need to know about ESOP valuation season

NEWS | DECEMBER 6, 2017

22 attorneys at McDonald Hopkins named 2018 Ohio Super Lawyers and Rising Stars

NEWS | AUGUST 16, 2017

35 attorneys at McDonald Hopkins selected for inclusion in Best Lawyers® 2018

NEWS | MAY 26, 2017

McDonald Hopkins Recognized by Chambers USA 2017

NEWS | OCTOBER 3, 2016

Shawn M. Riley becomes president of McDonald Hopkins

James E. Stief

NEWS | AUGUST 16, 2016

39 attorneys at McDonald Hopkins selected for inclusion in Best Lawyers 2017

NEWS | DECEMBER 8, 2015

24 attorneys at McDonald Hopkins named Ohio Super Lawyers and Rising Stars

NEWS | AUGUST 18, 2015

41 attorneys at McDonald Hopkins selected for inclusion in Best Lawyers® 2016

NEWS | MAY 22, 2015

Seven McDonald Hopkins Attorneys Recognized by Chambers USA 2015

EXTERNAL NEWS & PUBLICATIONS

"College Now" Interview with WKYC, March 21, 2023