

Brian Gilbert

Partner



Connect with Brian

(312) 899-1690

bgilbert@gouldratner.com

Services / Industries

Corporate

Financial Services

Hospitality, Food & Beverage

Telecommunications, Media & Technology

Clean Tech & Alternative Energy

Family Offices, Businesses & Entrepreneurs

Bio

Brian Gilbert approaches every transaction with a clear focus on the business objectives of his clients. He understands that while legal considerations are critical, they are only one part of the broader decision-making process. By helping clients understand the potential legal consequences of their choices, Brian ensures they can make informed decisions that align with their business goals. He recognizes that legal risks do not always drive business strategy, and he works closely with his clients to evaluate those risks and manage them effectively in their day-to-day operations. This pragmatic approach allows his clients to navigate complex legal landscapes while maintaining the flexibility to achieve their business priorities.

Representing privately held and family-run entrepreneurial businesses, as well as lenders and other sources of debt and equity capital, Brian has extensive experience in a variety of sophisticated corporate transactions, including:

- sizable acquisitions and divestitures
- mergers and reorganizations
- recapitalizations
- secured and unsecured lending transactions
- generational transfers and planning for family businesses
- formation of partnerships, joint ventures and other entities

In addition, his experience encompasses related issues in connection with the operation, dispute resolution and split-up of such entities, as well as intellectual property licensing and agreements regarding sales, distribution, manufacturing, leasing and other business operations.

Brian's clients and experience span a variety of industries, including:

- industrial and high-tech manufacturing

- telecommunications
- digital marketing and strategy
- transportation
- automotive sales and distribution
- mines and minerals
- banking and financial services
- consulting and professional services
- software
- packaging

His practice also includes numerous cross-border transactions involving complex international legal and regulatory issues, foreign investments, and multi-jurisdictional compliance matters.

Moreover, Brian considers his proudest achievement to be his pivotal role in the growth, structuring, and development of Gould & Ratner. He has helped guide the firm to a point where it is stronger, more economically diverse, and more vibrant than ever before. Brian takes great pride in seeing the next generation of leaders stepping into key roles, poised to lead and grow the firm for many years to come.

Brian has been named an Illinois Leading Lawyer since 2011 in the areas of Closely & Privately Held Business, Corporate Finance, Mergers & Acquisitions and Securities & Venture Finance.

Credentials

Education

Duke University School of Law

University of Illinois at Urbana-Champaign

Bar Admissions

Illinois

Key Cases or Transactions

- Represented U.S.-based global aviation service provider of parts, repair, and servicing services involving commercial aircraft in connection with a series of U.S.- and foreign-based acquisitions to expand its footprint and the renegotiation of credit facilities with its banking syndicate.
- Represented private equity purchaser of a U.S.-based manufacturer of railings, architectural columns, and millwork through an auction process, including structuring and negotiating the investment vehicles that included multiple investor groups.
- Represented U.S.-based precision manufacturing and engineering company in a successful sale through an auction process, including managing the sale and diligence process and drafting, negotiating, and closing all transaction-related documents.
- Represented U.S.-based transportation company in a joint venture with robotics solution company to develop driver assistance and self-driving technology for commuter buses.
- Represented a Chicago-based digital agency focusing on the pharmaceutical space in an auction sale process resulting in its sale to a multi-national commercialization partner, including involvement in all phases of the auction process, including diligence, negotiation of definitive documentation, and structuring of consideration.
- Represented private equity fund in the acquisition of a maritime transportation company operating on the inland waterways in an auction purchase transaction, including all facets of diligence, tax and corporate structuring, negotiation of definitive documentation and completion of closing.

- Represented a maritime transportation company in connection with negotiation and closing of a secured credit facility provided by three participatory national banks, including negotiation of all credit documents, facilitating collateral security on a diverse collateral base including maritime assets, coordinating opinions, and ultimate closing.
- Represented private venture fund in the acquisition of stock of a high tech manufacturing business, including negotiation of employment agreements, option plans, and other incentive arrangements for retained executive management.
- Represented biotech company in negotiations with venture capital firms resulting in the issuance of preferred stock and senior subordinated debentures and warrants.
- Represented shareholders of direct marketing agency in sale of stock to publicly traded advertising conglomerate, including continuing employment agreements for selling shareholders.
- Represented owner of nationally recognized retail specialty stores in issuance of a newly created series of preferred stock to venture capital investors.
- Represented family-owned real estate partnership in negotiation of development venture in Austin, Texas, with large nationally recognized real estate firm.
- Represented regional bank as lender's counsel in documentation for and negotiation of a series of secured loans to a wide array of manufacturing and service businesses.
- Represented several telecommunications companies in connection with initial acquisitions and development of networks and eventual cash out liquidity sales to large publicly traded companies.

News

Sixteen Gould & Ratner Attorneys Named to Legal 500 City Elite List for Chicago, July 16, 2026

Gould & Ratner Selects Managing Partners, February 12, 2025

Gould & Ratner Selects Managing Partners, February 19, 2024

Gould & Ratner Selects Managing Partners, February 10, 2023

Gould & Ratner Represented JJD Management in the Acquisition of Metaltec, October 20, 2022

Gould & Ratner Represented Gillig LLC in a Joint Venture with RR.AI, January 27, 2022

Gould & Ratner Represented CC Industries in the Acquisition of Central Indiana Ethanol, December 22, 2021

Gould & Ratner Represented Selig Group in the Acquisition of Manufacture Générale de Joints, December 7, 2021

Gould & Ratner Recently Closed the Sale of closerlook to Fishawack Health, June 9, 2021

Current Trends in Middle-Market Mergers and Acquisitions, March 8, 2021