



Patrick H. Willis

Shareholder

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Patrick H. Willis is a shareholder in Baker Donelson's Business Department with extensive experience advising clients on complex real estate transactions, M&A transactions, and financing transactions.

Patrick has extensive experience negotiating and drafting loan agreements as well as purchase and sale contracts for commercial and industrial properties. He has represented institutional lenders, developers, investors, and borrowers in property acquisitions, development projections, and debt financing.

He has a proven track record in structuring and executing both traditional and creative transaction solutions. Patrick's strong understanding of local and federal real estate law allows him to guide clients through complex legal landscapes to achieve successful outcomes, while being committed to delivering pragmatic legal advice with a focus on risk mitigation and maximizing client objectives.

Representative Matters

Real Estate & Finance

- Advised a gaming client in the acquisition and construction financing of a new casino facility in Louisiana, and the subsequent sale of project (\$350+ million).
- Advised a private equity investor relating to the portfolio company acquisition of multiple self-storage properties (\$95 million).
- Provided real estate and title underwriting advice on a pipeline company financing (\$950+ million).
- Negotiated credit facilities for a global franchisor (\$100+ million), a national transportation company (\$110+ million), and a casino operator (\$100+ million), all involving multistate or international operations.
- Represented an alumina refinery plant and its ownership on multiple real estate and loan transactions (\$100+ million).
- Served as the primary real estate attorney for multiple private equity backed portfolio companies in the acquisition of target companies nationwide (industries include accounting, industrial, and mechanical).
- Regularly advises a national environmental remediation firm on real estate matters nationwide, including sales of surplus property.

Corporate M&A

- Represented a gaming company in a series of interrelated transactions valued at approximately \$1.1 billion, including: the sale and leaseback of the real estate under two Mississippi gaming properties; the refinancing of an existing credit facility; the acquisition and restructuring of a casino property in Louisiana; and obtaining gaming regulatory approval in both states.
- Represented a leading global data center provider in multiple transactions, including acquiring and developing data center projects.
- Represented a regional barge company in the sale of its business to national competitor for \$53 million.
- Represented hospital system in connection with \$150 million revenue bond issuance by public authority to finance construction of new facilities.
- Represented leading U.S. producer of vegetable-based protein products in the acquisition of a new brand of shelf-stable protein-based alternatives.

- Represented an equipment repair and HVAC private equity-backed company in the acquisition of multiple target companies across the U.S. (\$100+million).
- Represented a nursing home company in the sale of all operating and property companies (\$65+million).
- Represented the seller in the purchase of two addiction and recovery centers by a health services company.
- Advised the equity owner of a new hotel development regarding the financing and third-party equity investment of the property.



Professional Honors & Activities

- Listed in *The Best Lawyers in America*® for Corporate Law and Real Estate Law (2026)
- Listed in *Best Lawyers: Ones to Watch*® in America for Real Estate Law, Corporate Law, Mergers and Acquisitions Law, Corporate Governance and Compliance Law (2021 – 2025)
- Selected to Louisiana Rising Stars in Mergers & Acquisitions (2022 – 2026)
- Selected as a *New Orleans CityBusiness* 2025 Leadership in Law Honoree
- Recognized as a "Top Lawyer" in Corporate Law by *New Orleans Magazine* (2025)
- Member – New Orleans Bar Association
 - Past Chair – Business Transactions Committee (2024)
- Fellow – American College of Mortgage Attorneys
- Member – Louisiana Bar Association
- Member – American Bar Association
- Member – ABA Business Law Section (Committee Member – Legal Opinions)
- Member – ABA Real Property, Trusts and Estates Section (Committee Member on Legal Opinions in Real Estate Transactions)
- Member – Association of Corporate Growth
 - ACG Cup Committee Member – Sponsorship Chair (2014 – 2015)
 - ACG Cup Committee Chairperson (2015 – 2017)
 - Young ACG Louisiana Board Member (2016 – 2017)



Civic Groups

- Georgetown University Alumni Network – New Orleans Chapter (Past President, 2018 – 2024)
- Member – New Orleans Museum of Art



Education

- Paul M. Herbert Law Center, Louisiana State University, J.D./D.C.L., 2014, cum laude
- Georgetown University, Georgetown College, 2011



Admissions

- Louisiana, 2014
- Texas, 2025