

Adrian P. Kendall - Member

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Adrian Kendall provides strategic and tactical legal counsel to a wide range of business clients, from multi-national manufacturers engaged in mergers and acquisitions, to mid-size companies learning how to best manage growth and plan for succession, to individual entrepreneurs requiring hands on guidance in forming and financing a startup.

Adrian understands that a firm grasp of all elements of a client's business, coupled with an understanding of management's leadership style and appetite for risk, is the key to providing value in legal services and he works closely with his clients to understand their specific goals and constraints. Because of this trusted relationship, Adrian's clients frequently turn to him as their outside general legal counsel.

Adrian's commercial law practice includes a strong focus on international commercial transactions. He advises both U.S. and international clients on maximizing foreign market opportunities, negotiating domestic and cross-border manufacturing, distribution and licensing agreements, and assuring compliance – including with FCPA, OFAC, EAR, TWEA and Dodd-Frank conflict minerals sourcing requirements.

As a member of the firm's credit union practice group, Adrian also assists those financial institutions on operational and risk management, vendor contract review and negotiation, with a special focus on mergers and state and federal regulatory and compliance matters.

Prior to joining Norman, Hanson & DeTroy, Adrian practiced admiralty and maritime law at one of New England's leading admiralty firms for 5 years and he continues to assist clients in that field.

Adrian knows that his internationally minded clients also expect more than a knowledge of the law and provides full guidance on cultural differences in negotiation and management. He uses his language skills and international experience to his clients' advantage to establish long term relationships based on mutual trust, and ensuring maximum understanding of deal terms and intentions. With more than 11 years' experience in the United Kingdom and Germany, Adrian speaks knowledgably at regional and international seminars on all aspects of international trade and business issues, including at the US Consulate in Kolkata and in Mumbai, India. Adrian annually briefs the New England MEDICA trade show delegation in conjunction with state international trade development offices and the US Small Business Administration. He has previously appeared on the BBC World Service on the issue of terrorism and criminal justice.

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Adrian has served as “Trusted Legal Counsel” to the German Consulate General in Boston since 2000 and in 2007 was appointed Honorary Consul of the Federal Republic of Germany to Maine and New Hampshire by German President Horst Kohler. Adrian has advised the governors of Maine and New Hampshire on official trade missions to Germany and other European countries. He is fluent in German and reads, writes and speaks French.

Education

- University of Maine School of Law, J.D., *cum laude*, 1992
- University of Pennsylvania, B.A., 1989

Practice Areas

Bankruptcy and Creditor's Rights
Construction Law
Corporate and Commercial Law Group
Credit Union Law
Hospitality Law Group
Intellectual Property and Internet Law
Landlord/Tenant Matters
Nonprofit and Exempt Organizations Law Group
Real Estate Law Group
Real Estate Litigation
State and Federal Tax Planning, Compliance and Appeals

Affiliations

Admitted to Practice

- State of Maine
- U.S. District Court, District of Maine

Member, Past and Present

- American Bar Association, Business and International Law Practice Sections, Member
- Maine State Bar Association, Member
- Cumberland County Bar Association, Member
- Town of Cumberland Board of Assessments & Appeals, Vice Chairman
- World Affairs Council of Maine, Director
- Maine International Trade Center , Member
- German-American Business Club of Boston, Member

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- International Practice Section of the Maine State Bar Association, Co-Chair

Designations

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