

JOSEPH M. HENTZ

Business Law

PARTNER

"I work closely with my clients from the beginning of the transaction to the end of the transaction. I take the time to discuss all matters of concern with my clients and I always ensure my clients' interests are protected."

Direct Phone: 519.640.6307

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BIO

As a lawyer and an accountant, I am able to provide a range of in-depth advice to clients and recommend a strategy that will achieve their goals. I understand the issues and challenges confronting business leaders, government officials, and other professionals. I work with these leaders to develop innovative solutions and a comprehensive plan to address the challenges they face.

Throughout my career, I have sought opportunities and challenges to develop the skills and attributes required to succeed as a trusted business advisor. The experiences afforded through two deployments to Kandahar, Afghanistan as an infantry officer have had a profound impact on my values and perspective. The austere and difficult conditions in which I thrived taught me the importance of team work, integrity, and earning the trust of those you work alongside. I strive to follow these same principles when working with clients and their other advisors.

PROFESSIONAL HISTORY

- ◆ Partner, Lernalers LLP (2020 - present)
- ◆ Associate Lawyer, Lernalers LLP (2015 - 2019)
- ◆ Chartered Professional Accountant (CPA, CMA) (2015 - present)
- ◆ Student, Lernalers LLP (2013-2014)
- ◆ Infantry Officer, Canadian Armed Forces
- ◆ Infantry Officer, Canadian Armed Forces (2002-2017)

PROFESSIONAL EXPERIENCE

- ◆ Acted for various cooperatives advising in governance, finance and acquisition matters.
- ◆ Acted for various entrepreneurs raising private capital to fund growth
- ◆ Acted for shareholders in the sale of shares of a high-tech company for over \$42 million dollars
- ◆ Assisted various farm clients with the purchase and sale of farmland
- ◆ Represented a client in the biochemical industry in a negotiation and preparation of an industrial lease
- ◆ Acted for various private lenders with respect to private mortgages
- ◆ Acted for various agribusinesses in the acquisition of competing business and assistance with expansion plans
- ◆ Assisted various business owners with succession planning
- ◆ Acted as corporate counsel to various Canadian subsidiaries of multi-national corporations

SELECTED PRESENTATIONS/PUBLICATIONS

- ◆ Speaker, "Tricks and Traps of Farm Succession Planning", Hensall District Co-operative, February 2019
- ◆ Speaker, "Managing Legal Problems on the Farm", Family Farm Planning Seminars, January 2019

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- ◆ Presenter, "Dividing the Farm Business: Butterfly Transactions", Canadian Association of Farm Advisors, educational seminar, June 2018
- ◆ Presenter, "Corporate Governance and Directors' and Officers' Liability: Understanding the Risks of Limited Liability", Ontario Co-operative Association "Best Practices for Co-operative Business" educational seminar, April 25, 2018

ACHIEVEMENTS

- ◆ Campaign Star, International Security Assistance Force (Afghanistan), Canadian Armed Forces (2006 and 2009)
- ◆ Commemorative Decoration for 12 years of honourable military service, Canadian Armed Forces (2013)
- ◆ Recipient of three Commander's Commendations for outstanding leadership, Canadian Armed Forces

MEMBERSHIPS

- ◆ Ontario Agribusiness Association
- ◆ Canadian Association of Farm Advisors
- ◆ Chartered Professional Accountants of Ontario
- ◆ Ontario Bar Association
- ◆ Canadian Bar Association
- ◆ Middlesex Law Association

EDUCATION

- ◆ Admitted to Ontario Bar (2015)
- ◆ Certified Management Accountants of Ontario, Professional Program (2012-2015)
- ◆ Juris Doctor with specialization in business law, Western University, Faculty Law (2014)
- ◆ Army Operations Course, Canadian Army Command and Staff College (2011)
- ◆ Master of Public Administration, Royal Military College of Canada (2011)
- ◆ Bachelor of Arts, Honours, University of Western Ontario (2006)

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