



Alan W. Scheufler

Of Counsel

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Alan Scheufler (pr: SHY-fler) is a business, finance, and real estate attorney with more than 39 years' experience. He has achieved the highest rating, AV Preeminent®, from Martindale-Hubbell® and has been named to *The Best Lawyers in America*® in Banking and Finance Law.

Alan's broad commercial and real estate finance practice focuses on lenders who have complex or unique lending problems to solve, and borrowers who need financing to pursue their objectives but need a practical solution-driven approach. He represents major financial institutions, community banks, fintechs, investment funds, as well as borrowers and developers, in structuring and documenting loans for commercial, real estate, asset-based, and cash flow loans. Alan has handled a wide variety of financing transactions including participations, syndications, club deals, lines of credit, term loans, real estate acquisitions, real estate construction loans, SBA loans, PPP loans and forgiveness, and refinancings.

Alan also regularly counsels owners of closely held and middle-market businesses and developers who want to maximize the value of their investments, grow, create jobs, and improve profits. His business practice focuses on business owners and developers seeking experienced guidance and solutions on business and real estate transactions, financing, loss and risk avoidance, corporate governance, buy-sell agreements, shareholder agreements, mergers and acquisitions, management buyouts, divestitures, and succession planning.

He is also experienced with alternate real estate development funding tools including Tax Increment Financing (TIF), Historic Tax Credit (HTC), New Markets Tax Credit (NMTC), and other financing sources to promote business growth, real estate development, and environmental brownfield cleanup.

Education

- Miami University (B.A., 1980)
- Case Western Reserve University School of Law (J.D., 1983)

Bar Admissions

Practices & Industries

- Banking & Commercial Finance
- Real Estate Finance
- Mergers & Acquisitions
- Tax-Free Exchanges, Tax Planning, & Economic Development Incentives
- Bankruptcy & Creditors' Rights
- Business Law
- Real Estate
- Retail, Restaurant & Hospitality
- Financial Services
- Financial Services Industry
- Real Estate Industry
- Leasing & Hospitality

- Ohio
- U.S. District Court, Northern District of Ohio

Professional Affiliations

- American Bar Association
- Ohio State Bar Association
- Cleveland Metropolitan Bar Association

Community Involvement

- Growth Capital Corporation (*Chairman, 2017 to present; Vice President, 2005 to 2016; Director 2003 to present*)
- Brecksville United Methodist Church (*Finance Committee, 2014-2022; Staff Parish Committee, 2023*)
- Brecksville-Broadview Heights City School District Board of Education (*President, 2006-2007; Vice President, 2005; Member, 2004-2011 Term*)
- Brecksville-Broadview Heights Schools Foundation (*School Board Representative, 2006-2011; President, 1994-2000; Co-founder and At Large Trustee, 1993-2003*)
- Brecksville-Broadview Heights Schools Issues Committee (*Co-Chair of successful \$36 Million Bond Levy Campaign for new High School construction, 1994; Co-Chair of successful 6.9 Mill Operating Levy, 1996-1997*)

Awards & Honors

- Named to *The Best Lawyers in America*®, Banking and Finance Law (2011-2026)
- Named to the Commercial Real Estate Hall of Fame by Midwest Real Estate News (2020)
- AV Preeminent® Peer Review Rated – Martindale-Hubbell®

Experience

Finance Matters

- Extensive experience in all aspects of commercial lending, representing lenders and borrowers who need to make or obtain revolving lines of credit, term loans, asset-based loans, cash flow loans, private equity financing, mezzanine loans, acquisition loans, SBA loans, PPP loans, and equipment lease financing.
- Represents many lenders and borrowers on real estate acquisition loans, construction loans, refinancings, restructurings, brownfield clean-up loans, and seller financing.
- Represents lenders making commercial loans to professional service firms and their principals, including loans for accounting, architectural, broker-dealer, engineering, legal, and investment management enterprises.
- Represents agents and participants in club and syndicated commercial loan transactions.
- Represents government entities and developers in creating new TIF and Joint Economic Development Districts (JEDD) to promote economic growth and development projects.

- Advises numerous lenders who need to make mezzanine and other negotiated subordinated financings, including financial institutions, venture capital funds, community banks, pension funds, private lenders, and hedge fund investors.
- Represents banks and private lenders who are having trouble getting their loans repaid, including extensive experience in challenging loan workouts, forbearance arrangements, and related creditors' rights issues.

Corporate, Business, and M&A Matters

- Has over 39 years' practical experience guiding business owners and developers who want to maximize their equity investments, grow their businesses, optimize opportunities, structure and negotiate corporate transactions, complete mergers & acquisitions, buy or sell assets and real estate, complete management buyouts, negotiate public and private financing solutions, recapitalize, and adopt best-practice corporate governance policies.
- Advises closely held businesses, both mature and emerging companies, on transactions, general corporate issues, real estate issues, loss and risk avoidance, licenses, data security, intellectual property protection, strategic planning, financing challenges, crisis management, and majority/minority shareholder disputes.
- Guides businesses in structuring, negotiating, and new financings and refinancings to help leverage growth, create jobs, and increase profits.
- Counseled business owners in manufacturing, distribution, warehousing, service, technology, real estate development, and other industries.
- Guides business owners through succession planning and exit strategy issues as well as how to integrate decisions with their estate plans.
- Guides businesses and individuals through entity choice, incorporation, limited liability company formations, business plans, and implementation strategies.
- Negotiated and drafted numerous contracts with suppliers, customers and licensors, purchase and sale agreements, stock restriction agreements, employment agreements, deferred compensation, and non-compete agreements.

Real Estate Matters

- Handled numerous transactions for buyers and sellers of commercial, office, industrial, mixed-use, multi-family, hotel, and shopping center properties.
- Represented borrowers, developers, and lenders in the financing and refinancing of many commercial, office, industrial, mixed-use, multi-family, hotel, and shopping center properties.
- Represented developers in the acquisition, historic restoration or adaptive re-use of commercial real properties utilizing HTC, NMTC, TIF, and other alternative financing sources.
- Represented governmental entities and developers on creating TIF, JEDD, and CRA project financings.

News & Media

August 21, 2025

UB Greensfelder Attorneys Recognized in The Best Lawyers in America® 2026 List

August 15, 2024

UB Greensfelder Attorneys Recognized in The Best Lawyers in America® 2025 List

August 17, 2023

Ulmer Attorneys Recognized in The Best Lawyers in America® 2024 Report

March 23, 2023

Are My Bank Deposits Insured by the FDIC?

March 15, 2023

Federal Government Makes Significant Moves to Instill Confidence in US Banking System

March 13, 2023

How Silicon Valley Bank's Shutdown Affects Venture Companies

August 18, 2022

Ulmer Attorneys Recognized in The Best Lawyers in America® 2023 Report

February 2, 2021

Ulmer Partner Alan W. Scheufler Named to Midwest Real Estate News Hall of Fame

January 26, 2021

Economic Aid Act – PPP Loan Program Reopened and Expanded