Next Era LEGAL

CASE STUDY · CORPORATE & BUSINESS · A START-UP

Unlocking Growth Without Capital.

A new project required securing $2 million to acquire land — a prerequisite for triggering a series of contracts and downstream agreements. The answer was a joint venture, not a raise.

TIMELINE	STAGE	THE ASK	STRUCTURE USED
Tight, with limited options	Start-up	$2 million to acquire land	Joint venture with the landowner

01 THE SITUATION

A tight timeline *and a $2 million ask.*

The company faced a tight timeline to raise or borrow $2 million, with limited options available.

01

Slow, dilutive equity

Traditional equity would be slow and dilutive.

02

Risky debt

Debt options posed high risk and short repayment terms.

03

A pipeline at risk

Without securing the land, the entire project pipeline was at risk.

02 OUR APPROACH

Questioned the ask *before funding it.*

> ***Rather than defaulting to fundraising or financing, we stepped in with deeper advisory.***

1 **Found the real driver**

A needs-based legal consultation to understand the true commercial driver behind the $2 million ask.

2 **Reframed the land**

The land acquisition was a symbolic trigger for the contracts, not an immediate cash-dependent requirement.

3 **Proposed a joint venture**

A joint venture structure with the landowner, to establish control and partnership without a capital outlay.

4 **Papered the access**

A JV agreement that gave the company contractual access to the land and let it trigger its follow-on contracts and revenue agreements.

03 WHAT HAPPENED

The project launched *without a raise.*

The company successfully launched the project, secured early partnerships and preserved its equity — all without raising capital or taking on financial risk. The joint venture eliminated the need to raise or borrow the $2 million, and accelerated the project timeline without debt or dilution.

THE TAKEAWAY

Legal strategy is not only about risk mitigation. It is a tool to unlock growth, conserve resources and improve negotiating position.

04 WHO HANDLED IT

Talk to the attorneys *who handled it.*



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05 OTHER ENGAGEMENTS

EMPLOYEE INCENTIVES

Growth without dilution

Rewarding a growing team without the founder giving up equity.

CROSS-BORDER INVESTMENT

Cross-border growth, protected status

A refinancing that had to leave international investors' immigration status intact.

REGULATED TECHNOLOGY

Built to scale, compliant from day one

Formation, regulation and investment for a technology platform.

EIGHT LOCATIONS, ONE TEAM

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