HUSCH BLACKWELL

John D. Moore

PARTNER

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OVERVIEW

Business owners and management teams nationwide that want to franchise thriving concepts look to John—as do companies that need skilled M&A counsel.

Pairing his legal acumen with deep accounting and business know-how, John partners with clients to help them find the right solutions to grow or expand their core business or affiliated concepts.

And he does it in a practical, low-key way. John prides himself on being an accessible business partner to clients. He takes a pragmatic approach to helping them think through their business objectives and minimize risks.

John's significant accounting background includes being a CPA and working with Arthur Andersen as a tax manager prior to joining Husch Blackwell. His understanding of financial accounting concepts and economic models behind building and valuing a business give him key insights in working with all types of companies. In addition, John's prior experience as part of the in-house legal team at Aquila provide him a unique perspective on the issues that corporate counsel often face.

"John does a phenomenal job. He is very on top of things and provides good insight and knowledge to make good decisions."

— Chambers USA 2025

Industries

Financial Services & Capital Markets
Manufacturing

Services

Alcohol Beverage
Corporate
Employee Stock Ownership Plans
Hospitality
Mergers & Acquisitions
Private Equity
Securities & Corporate Governance

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Case Study

Moving Harris Park Midtown Sports & Activity Center From Vision to Reality

Our team helped bring a sports-themed development project in Kansas City's urban core to fruition.

Featured Experience

Home Instead Expands to 1,500 Franchisees

As a startup franchisor in the late 1990s, Home Instead Senior Care sought to define its business concept and develop a franchising strategy. John and the rest of the Husch Blackwell team advised Home Instead on those and other business decisions, helping the provider of nonmedical in-home care for seniors successfully grow to include 1,500 franchisees in 15 countries.

Experience

FRANCHISING

- Completed numerous franchise and distribution growth initiatives, including advising on franchise system structures, engaging franchise brokers and preparing franchise disclosure documents, franchise agreements and area development agreements
- Restructured numerous franchise concepts and negotiated changes to relationships with franchisees, investors and consultants.
- Counseled publicly held franchise company on acquisitions of various franchise territories in excess of $280 million.
- Advised more than 20 different restaurant concepts on various stages of developing and maintaining franchise concepts.
- Assisted private investment group in acquiring 100+ fast-food franchise locations in North Carolina and Florida from a family-owned business.

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Experience

- Completed development and sale of franchise concept with over 200 franchise locations by providing advice from franchise start-up through sale transaction.

MERGERS & ACQUITISITIONS

- Represented publicly held manufacturing company in series of acquisitions and joint ventures of more than $1 billion.
- Provided acquisition and due diligence support for publicly traded Canadian company in the purchase of U.S.-based franchise system to expand U.S. territory.
- Represented seller of a national accounting firm.
- Completed numerous acquisitions for large engineering and consulting firm in its multi tiered acquisition strategy across different business lines.
- Managed and negotiated more than $1 billion in acquisitions and related financings in the energy industry as member of in-house legal team for Aquila.
- Represented biomedical research data management company in the sale of its business to a larger company, which allowed the client an opportunity to grow into a new market segment.
- Represented client in the sale of its franchise fitness business. The selling shareholders of the client were doing a rollover into equity of the purchaser as part of the sale. The Husch Blackwell team negotiated the terms of the sale and rollover, including earnout and clawback provisions.

CRISIS MANAGEMENT

- As key member of the firm's CARES Act resource team, advised clients on accessing COVID-19-driven financial assistance, including Paycheck Protection Program (PPP), Economic Injury Disaster Loans (EIDL) and Main Street Lending Program.
- Advised distillery on pivoting toward hand sanitizer production amid the COVID-19 pandemic.

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Experience

GENERAL CORPORATE

- Counseled startup infrastructure and facilities management business.
- Represented client before accountant arbitrator to resolve dispute arising from client's sale of a business unit. Dispute involved whether the purchaser owed client an additional $3.6 million in working capital as part of the purchase price.
- Represented 50-year-old family business in sale of all of its stock to employee stock ownership plan (ESOP).
- Counseled various manufacturers and dealers/distributors on termination, nonrenewal and other relationship issues involving the distribution chain.

Recognition

- *The Best Lawyers in America*®
  - Best Lawyers® Corporate Law, “Lawyer of the Year,” Kansas City, 2027
  - Corporate Law, 2024-2027
  - Franchise Law, 2023-2027
  - Mergers and Acquisitions Law, 2025-2027
- *Chambers USA*, Corporate/M&A, 2026
- *The Legal 500 United States*
  - Missouri Elite, Corporate and M&A, 2026
  - M&A: middle-market (sub-$500 million), Recommended lawyer, 2025
- BTI Consulting Group, Client Service All Star Award, 2014, Client Choice Award, 2016
- *FranchiseTimes,* Legal Eagles, 2022
- *Missouri & Kansas Super Lawyers*, Mergers & Acquisitions, Rising Star, 2008
- Missouri Bar Pro Bono Wall of Fame, 2019

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Education

- J.D., University of Missouri School of Law
- B.S., University of Missouri
    - Accounting
    - *summa cum laude*

Admissions

- Missouri
- Kansas
- North Dakota

Community Leadership

- Newhouse domestic violence shelter, Finance Committee; Board of Directors, 2004-2012; Vice Chair, 2010-2011
- Hope Builders, Volunteer
- Habitat for Humanity, Volunteer

The Best Lawyers in America®

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