

## WHO's WHO in Women in Professional Services

### Barbara Shaheen Alesi

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Barbara Shaheen Alesi is a partner at Forchelli, Curto, Schwartz, Mineo, Carlino & Cohn (FCSMC&C), which has offices in Mineola and Melville.

Alesi concentrates her practice in corporate and commercial matters including mergers and acquisitions, commercial real estate transactions, private placements of securities and mortgage and asset-based financing.

In connection with the recent sale and purchase of businesses, there has been heightened scrutiny by purchasers during the due diligence period and the time frame in which due diligence is conducted has been lengthened, Alesi said.

“Purchasers are scrutinizing seller’s balance sheets, tax returns and related financial statements — and reviewing the information over a longer historical period,” she said. “Purchasers are paying particular attention to ‘contingent liabilities,’ which may surface after closing of the transaction, such as litigation claims, creditor claims, disputes with vendors/customers, product liability issues, environmental claims and potential tax claims.”

“This is, of course, especially true in stock transactions where many, if not all of these liabilities, are transferred to and assumed by the purchasing entity,” she said.

Given current tightening of available financing in the credit markets, Alesi said, these issues are likely to become more significant and the due diligence that will be conducted by purchasers and their lenders in

the future will become all the more critical.

Alesi is a graduate of St. John’s University School of Law. She is a member of the NYS Bar Association, where she has been a guest speaker on the topic of “Forming and Advising Business Entities,” and the Nassau County Bar Association, where she serves on its corporation law committee. Alesi has also served as chair of the national advisory board of North Shore Animal League America; as an executive board member of the National Association of Women Business Owners - LI and on the membership committee of the Executive Women’s Golf Association.

Founded in 1976, FCSMC&C has more than 40 attorneys. The firm’s practice areas include land use and zoning; real estate; environmental law; tax certiorari; litigation; banking and finance; corporate and commercial transactions; loan closings and bulk loan sales; tax; trusts and estates; bankruptcy and debtor/creditor right; employment and labor law; municipal law; and business and personal transactions.

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