



Karen K. Yuen

Partner

kyuen@fbm.com

San Francisco: 415.954.4483

Karen Yuen is a general business and transactional attorney, the bulk of whose work involves advising privately and publicly owned businesses in the wine industry. These matters range from complex real estate and corporate transactions, including acquisition and disposition of wineries, vineyards, inventory, and brands, to general real property, corporate and tax matters, and general operations. With respect to the latter, Karen assists her wine clients in negotiating joint ventures, financings (from both the borrower's and the lender's perspective), grape purchase agreements, production agreements, and a range of other agreements, including those involving trademarks and licensing.

Her transactional practice is a natural extension of her mergers and acquisitions work. She negotiates the transaction and develops sophisticated, innovative strategies to help deliver her clients' unique objectives and business needs. In conjunction with a purchase, she advises clients on how to hold and manage the business and assets. With respect to wineries, clients range from those who own their facilities and vineyards to virtual wineries that require advice on their relationships with vineyard managers, grape sources, and custom crush facilities. With respect to growers, Karen advises them on their relationships with vineyard managers and wineries.

Karen also advises clients on mergers and acquisitions in non-wine industries, and provides a similarly broad range of legal services, such as restating operating agreements, general corporate counseling, and other matters. Clients in this category have included real estate developers.

Her approach combines the practicality of a trained accountant, which she is, with the strategic thinking and trusted expertise of an attorney with considerable experience in family-owned, multigenerational businesses. She has developed numerous structures to help align business goals between the parties to a transaction, and handles generational and family ownership situations in which varying degrees of interest and operational expertise are harmonized in order to develop a favorable outcome for all stakeholders.

Experience

Advise Terroir Capital on Sale of Qupé

Represented Terroir Capital LLC in its sale of the Qupé wine brand and inventory to Vintage Wine Estates.

Fetzer Vineyards on Its Acquisition of Excelsior Wine Company

Represented Fetzer Vineyards in its acquisition of the Excelsior Wine Company collection. The addition to its portfolio of the Excelsior collection positions Fetzer Vineyards as the nation's leading supplier of South American wines and as the 12th largest wine marketer in the United States.

Publications

November 1, 2018

Services

- Business Transactions
- Consumer Products + Manufacturing
- Exempt Organizations
- Financial Services
- Private Client
- Wine

Education

- Stanford University (J.D., 1995)
 - . with distinction
- University of California, Berkeley (B.S., 1988)
 - . highest honors
 - . Business Administration

Bar Admissions

- California

Smoke Gets In Your Eyes: Legal Strategies for Smoke-Exposed Grapes

February 9, 2018

Selling Your Winery? 7 Issues to Consider Before Putting Your Winery on the Market

January 22, 2013

Charitable Giving: Better Late than Never

October 25, 2011

New Socially or Environmentally Responsible Corporate Entities

July 19, 2011

IRS Reverses Course on 501(c)(4)'s and Gift Tax

Outside the Office

Karen has two children – one in college and one in high school. In addition to doing a lot of hiking, she is very involved with her daughter's activities and organizations, including synchronized swimming and the National Charity League, a mother/daughter organization committed to community service, leadership development and cultural experiences.