

Selena Samale

OF COUNSEL

selena.samale@stinson.com

Direct: 303.376.8430

Office: Denver



Selena's pragmatic approach to complex business transactions and strong experience in financial services informs her multidisciplinary corporate practice.

Selena handles mergers and acquisitions, secured lending transactions and general corporate matters.

She assists clients in assessing opportunities, structuring investments and financial products, and managing both strategic partnerships and customer relationships.

Selena also serves as outside general counsel to privately held businesses, domestic and foreign investors and nonprofit corporations. In this role, she provides continuity across her clients' various investments and throughout the life cycle of their businesses. She counsels clients through ownership changes, internal reorganizations, acquisitions and divestitures, regulatory compliance, and other operational matters. Clients appreciate her creative and dynamic approach to navigating complex legal issues.

Selena's clients operate in a diverse range of industries, including banking, financial services, healthcare, mining/energy, construction and technology.

PRACTICES & INDUSTRIES

Banking & Financial Services

Mergers & Acquisitions

Private Business

Commercial Lending

Consumer Financial Services

Energy

Insurance & Health Plans

Mining

ADMISSIONS

Arizona, 2019

Colorado, 2017

Florida, 2012

Kansas, 2008

Missouri, 2007

EDUCATION

Washington University School of Law, J.D.,
cum laude, 2007

STINSON

STINSON LLP \ STINSON.COM

Selena Samale

Prior to joining private practice, Selena interned at the Federal Trade Commission (FTC) and taught English in Hong Kong. She is a private pilot with a VFR rating and is ASA certified in Basic Keelboat Sailing.

- *Global Studies Law Review*, Associate Editor
University of Kansas, B.A., *magna cum laude*,
2002

EXPERIENCE

Banking and Financial Services

Assists community banks in mergers and acquisitions, capital raises, conversions, branch acquisitions/divestitures, shareholder matters, and contract negotiations with FinTech companies, core service providers, and other vendors.

Represents banks and non-bank lenders in secured financing transactions, including commercial lines of credit, agricultural loans, and transaction-based financing.

Represents a foreign non-depository institution in structuring, negotiating, and managing its financial investments and programs with U.S. partners.

Represents a bankers' bank in developing and managing its customer products, including correspondent services, analytics solutions, and interest rate protection/swap agreements; assisted with revisions to their suite of customer documents to improve and streamline the onboarding experience.

Assists consumer lending companies in developing new loan products and FinTech in compliance with licensing and regulatory regimes.

Outside General Counsel

Assisted a mining company with contract negotiations to secure engineering, procurement, and construction (EPC) services, water and other utilities, easements, and other business needs; managed vendor disputes and other operational matters.

STINSON

STINSON LLP \ STINSON.COM

Selena Samale

Assisted a consumer lending company in obtaining over \$100 million in financing, through combinations of senior and mezzanine loans and family & friends investments; navigates them through regulatory and licensing matters, ownership changes, and new business developments.

Assisted a nonprofit healthcare organization in obtaining regulatory approval for an internal reorganization; counsels them with respect to strategic investments, new partnerships, and operational matters.

Implemented and developed a complex ownership structure for an international oil and gas conglomerate with 9-figure assets, ensuring that net ownership targets in dozens of entities and business ventures in various countries were met through equity arrangements and shareholder agreements.

International

Advises foreign clients in analyzing, structuring, and negotiating investments in the United States. Selena has worked with clients from numerous countries, including Germany, Spain, Mexico, Korea, Haiti, and Kuwait and, through local counsel, has supported operations in Central America, Europe, the Middle East, and Africa. Selena is uniquely suited to this role because she is a former exchange student (AFS-Hong Kong 1997-1998), taught English in Hong Kong, and also lived abroad in Argentina.

PROFESSIONAL & CIVIC ACTIVITIES

Denver Metro Chamber of Commerce

AFS-USA Foreign Exchange Programs

Arizona Bankers Association

Colorado Bankers Association

Independent Bankers of Colorado

Colorado Women in Mining

Alaska Miners Association

NEWS

Stearns Bank Acquires Majority of Contract Capital Corporation; Stinson Serves as Legal Counsel
09.15.2023

STINSON

STINSON LLP \ STINSON.COM

Selena Samale

Botts, Gilmer and Samale Discuss ESG for Mining Companies in Mining Media International Publication
06.16.2023

Selena Samale Provides Guidance to Banks Prior to the Sunset of LIBOR
06.01.2023

Stinson Ranked Among Top Firms in S&P Global's Year-End Banking Tables; Wraps Up 2022 with 12 M&A Transactions
03.29.2023

Landmark Power Supply Partnership for CORE Electric Steered by Stinson Attorneys
01.30.2023

Stinson Represents Stearns Bank Holdingford National Association in Sale
09.13.2022

Stinson's Bank M&A and Capital Markets Divisions Wrap Up 2021 With 13 Transactions
02.01.2022

Stinson's Bank M&A and Capital Markets Divisions Wrap Up 2020 With 13 Transactions
01.19.2021

Stinson Represents Stelco in Option to Acquire Interest in Mine
05.12.2020

SPEAKING ENGAGEMENTS

"Lessons Learned From a Cross-Border Acquisition of a Specialty Finance Lender that Became an Operating Subsidiary of a National Bank," Bank Director's Acquire or Be Acquired Conference, January 2024

"Contract Training for Business," 2023 Women in Banking Conference, May 2023

Contract Training for Financial Institutions
In-House Counsel Financial Services Seminar
02.14.2023

PUBLICATIONS

"The Mining Industry Should Not Ignore ESG," *Engineering and Mining Journal*, June 2023

"Is Your Bank Ready for LIBOR Fallback?" *Colorado Banker*, June 2023

STINSON

STINSON LLP \ STINSON.COM

Selena Samale

"Electronic Signatures: A Primer for Navigating during COVID-19" *Clarks' Bank Deposits and Payments Monthly*, June 2020

"Trends in Virtual Currency," *Western Banker: A Publication of Western Independent Bankers*, July/August 2018

"Does the FDCPA Apply to Non-Judicial Foreclosures?: Supreme Court to Resolve Circuit Split," *Clarks' Secured Transactions Monthly*, July 2018

"Electronic Signatures: A Primer," *Clarks' Bank Deposits and Payments Monthly*, November 2017

Colorado Enacts New Privacy and Cybersecurity Legislation, June 2018