

Scott A. Golden

Partner
New York

Biography

When automotive manufacturers and distributors need counsel concerning state motor vehicle franchise laws and dealer matters, they turn to Scott Golden. Scott helps clients develop and implement sophisticated strategies to achieve business goals in the face of a challenging automotive regulatory environment.

Scott is known for his ability to analyze complex and difficult issues, identify risks, and come up with creative solutions to mitigate such risks and achieve the client's desired outcome.

Scott began his legal career as a bankruptcy attorney. His first foray into the automotive industry came during the economic crisis of 2007-2008, when he successfully represented clients in numerous dealer bankruptcies throughout the U.S. and advised clients regarding the GM and Chrysler bankruptcies. Shortly thereafter, as clients recognized that Scott had substantial transaction and courtroom skills that were applicable beyond bankruptcy, clients began seeking Scott's advice for non-bankruptcy dealer-related issues. As a result, Scott's work in the automotive industry quickly expanded beyond bankruptcy, and ultimately he became a full-time member of our automotive practice.

Today, Scott is a sought-after advisor to automotive



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Practices

Litigation Services

Technology Litigation

Industries

Automotive and Mobility

Areas of focus

Debt Funds

Education and admissions

Education

clients. He understands that business goals are often impeded by the highly regulated environment of the U.S. automotive industry. Scott is a highly skilled negotiator and draftsman when it comes to complicated transactions, and he excels at navigating the complex regulatory environment and finding effective solutions to help his clients.

Scott is recognized by clients as being a leading practitioner on a wide range of matters including dealer agreements, framework agreements, no-protest agreements, facility upgrades, incentive programs, dealer terminations, buy/sells, and rights of first refusal (ROFRs), to name a few.

Representative experience

Represented numerous clients in dealer bankruptcies.

Represented Kia, Jaguar Land Rover, and Mercedes-Benz in ROFR transactions.

Negotiate and draft various agreements for clients including addendum to dealer agreements, framework agreements, and financial assistance agreements.

Regularly advise clients on incentive programs and facility upgrades.

Regularly advise clients on state motor vehicle franchise law issues including dealer terminations and post-termination obligations.

Regularly advise clients on buy/sell transactions.

Regularly advise clients on disputes with dealers.

Latest thinking and events

■ Events

- Motor Vehicle Franchise Law CLE Program

■ Published Works

- New York Court of Appeals Rejects Sales Effectiveness Metric

J.D., Brooklyn Law School, cum laude, 1992

B.S., The Pennsylvania State University, 1986

Memberships

Member, Steering Committee of the Barry L. Zaretsky Roundtable

Bar admissions and qualifications

New York

Court admissions

U.S. District Court, Southern District of New York

- Hogan Lovells Events

- Tightening Their Grip: Trends in Recent Dealer Act Amendments