



## COMMERCIAL

Our Commercial Group attorneys are specialists at seeing the big picture, a crucial element that makes us not just legal specialists but strategists as well. We have a reputation for innovative business solutions, and combined with decades of reliable counsel to our business clients, the Commercial practice has become the cornerstone of our firm.

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### AREAS OF CONCENTRATION

- General Business Planning
- Transactional Matters
- Formation of Business Entities
- Sales & Distribution
- Corporations, Partnerships, Limited Liability Companies
- Financings, Borrowing, and Banking Relations]
- Franchising
- General Counsel Service

### WHO WE ARE

With a reputation for innovative business solutions along with years of reliable counsel to businesses, the Commercial practice of Kaufman & Canoles is our cornerstone.

In order to serve your business with the proficiency and attention it requires, we stay current with business technology and cutting-edge issues affecting the marketplace today. Analyzing opportunities, planning and remaining proactive in business and legal strategies help our many successful clients stay that way.

### WHAT WE DO

In today's highly competitive marketplace, businesses need to be structured around smartly-conceived business and legal strategies. The efficiency of your daily operations is important. We can help.

For instance, we'll assist you in selecting the most appropriate form of doing business, help guide you through tax and accounting options, design and implement compensation and pension plans, draft a buy-sell agreement and more. Our Commercial attorneys believe their services add value to their clients' businesses by offering a blend of quality legal advice, top-notch technical and clerical support, and a reputation of influential involvement in our business communities.

For clients beginning a business or maintaining or expanding an already thriving one, our Commercial practice is integrated with other important specialty areas of the firm such as Securities, Environmental, Real Estate Finance, Tax, and Labor and Employment. We are a full-service law firm and we believe we can supply you with the comprehensive and cost-efficient representation you and your business need.

## OUR TRACK RECORD

Our clients benefit from our involvement and leadership in the national and regional business community. As the largest law firm in southeastern Virginia, Kaufman & Canoles serves as both general and special counsel to local, regional, national and international clients. These clients represent industries including:

- Banks and other lending institutions
- Government contractors
- Health care practices
- Hospitals
- Import/export companies
- Manufacturers
- Municipal entities
- Sports franchises
- Technology startups
- Wholesale and retail distributors
- A variety of other businesses

Our attorneys have practical experience in organizing and structuring all types of business entities including joint ventures, proprietorships, S corporations, C corporations, limited liability companies, partnerships and non-profit organizations.

## REPRESENTATIVE MATTERS

- Negotiations and legal advice for sales and acquisitions for sand and gravel, aggregates, concrete products and brick, ready mix, building supply and various distribution and sales entities (including consumer products, petroleum and furniture)
- Developed numerous companies' legal forms and contracts consistent with the companies' branding and risk management objectives
- Negotiates land and commercial leases for landlords and tenants
- Formation of business entities with special control and management concerns
- Problem-solving negotiation and advice with respect to product licenses, joint use and service agreements, joint ventures, agreements with executives, employees and contractors
- Assisted with advice and legal work in procurement of major software, hardware and manufacturing systems and related project construction
- Capital development projects
- Commercial loan transactions
- Electronic banking and consumer credit
- Equipment acquisitions
- Family transition and estate planning
- Franchising
- Leasing and financing agreements
- Regulatory compliance
- Reorganizations