



COMMERCIAL

“Clients want to know that we understand their industry. Along with our legal skills, we bring our business acumen and strategies to every one of our clients’ matters or deals.”

WHO WE ARE

We are a full-service law firm and can supply you with the comprehensive and cost-efficient representation you and your business need. We offer advice in the following areas:

- General Business Planning
- Transactional Matters
- Formation of Business Entities
- Sales & Distribution
- Financings, Borrowing, and Banking Relations
- Franchising
- General Counsel Service

HOW WE HELP

We’re here to offer practical experience in organizing and structuring, business entities including joint ventures, proprietorships, S corporations, C corporations, limited liability companies, partnerships, and non-profit organizations.

Whether it’s assisting you in selecting the most appropriate form of doing business, helping guide you through tax and accounting options, designing and implementing compensation and pension plans, or drafting a buy-sell agreement – we can help.

If you’re beginning a business or maintaining or expanding an already thriving one, our Commercial practice is integrated with other essential practice areas of the firm, such as Securities, Environmental, Real Estate Finance, Tax, and Labor & Employment.

WHO WE REPRESENT

As the largest law firm headquartered in southeastern Virginia, we serve as both general and special counsel to local, regional, national, and international clients. We represent:

- Banks and other lending institutions
- Government contractors

WHO WE REPRESENT (CONT.)

- Health care practices
- Hospitals
- Import/export companies
- Life Science businessesManufacturers
- Municipal entities
- Sports franchises
- Technology startups
- Wholesale and retail distributors
- A variety of other businesses

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