



**Alfred M. Randolph Jr.**  
Member

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Ran is Chief Growth Officer and Vice President for Associate Recruitment at Kaufman & Canoles. He is a member of the Lender Representation and Mergers, Acquisitions & Strategic Alliances Practice Groups. Ran's practice includes general business law, lender representation, corporate and commercial transactions and intellectual property law. In his commercial law practice, Ran serves as general counsel to a number of local and regional companies. Ran also has a great deal of experience representing companies in purchase and sale transactions. He also has extensive experience in representing lenders and investors such as banks, mezzanine lenders and venture capital firms who provide capital in the form of both equity and debt. He has a reputation among clients as being creative in helping them close deals that are complex and difficult. Because of his experience in lender representation, Ran is often called upon to represent borrowers. His familiarity with the needs and expectations of lenders helps him provide more cost-effective and quicker service to borrowers. Ran's practice extends into the area of intellectual property law where he helps companies protect their trademarks.

#### PRACTICE AREAS

- Lender Representation
- Mergers, Acquisitions & Strategic Alliances
- Commercial

#### REPRESENTATIVE MATTERS

- Represented corporate entity in \$100,000,000 joint venture between regional distributors of international equipment manufacturers
- Represented bank syndicate in \$340,000,000 revolving credit facility to purchaser of distressed debt, including electronic chattel paper
- Represented bank syndicate in \$100,000,000 real estate-based borrowing base facility for regional homebuilder with multi-state operations
- Represented senior lender in loans to regional transportation company as part of private equity recapitalization
- Represented auto dealer in sale of multiple dealerships
- Represented lender in extension of \$98,000,000 of working capital, floor plan, and real estate loans to regional auto dealer
- Represented lender in financing ESOP transaction for regional travel and cruise business
- Serve as general counsel to automobile finance company with \$60,000,000 line of credit to purchase retail installment sales contracts on point of sale and bulk basis
- Represented lender in restructuring loans to multi-unit hotel developer and operator as part of workout
- Represented financial institution in securing CPP funds in exchange for preferred stock from U.S. Treasury as part of TARP
- Represented regional distributor in sale of equity interest to private equity firm
- Represented subordinated debt fund in investment in regional auto body repair facility chain

## REPRESENTATIVE MATTERS (CONT.)

- Represented lender in loan to historic tax credit project construction
- Represented lender in loans to low income housing tax credit project construction
- Represented business owner of regional irrigation company in transfer of business to the next generation

## RECOGNITION AND HONORS

- Best Lawyers in America; Banking and Finance Law, Corporate Law, and Financial Services Regulation Law, 2005-2021
- Norfolk Banking and Finance “Lawyer of the Year”; Best Lawyers in America, 2015, 2017, 2019
- Virginia Super Lawyers; Law & Politics, 2008-2020
- Virginia Super Lawyers, Corporate Counsel Edition, Banking Law; Law & Politics, 2009
- Virginia’s Legal Elite; Virginia Business Magazine, 2004–2006, 2010, 2013-2015, 2017-2020
- Top Lawyers, *CoVaBIZ*, 2017-2021
- AV® Rated; Martindale-Hubbell
- Fellow, American Bar Foundation; 2010
- Fellow, Virginia Law Foundation; 2010
- Top 40 Under 40; Inside Business
- D.K.E. International Scholar, 1983
- Lincoln-Lane Scholar, 1980–1984

## ASSOCIATIONS

- Norfolk Academy Board of Trustees; President, 2020-present
- Tidewater Introsips Program; Founder
- ACCESS College Foundation; Chairman; Board of Directors, 2018-2019; Board Member, 2003-present
- Virginia Beach Rescue Squad Foundation; Board of Directors, 2014-present
- Virginia Bar Association; Board of Governors, 2011-2014
- Virginia Beach Vision; Board Member, Executive Committee, 2004-2007
- Virginia Beach Maritime Museum, Inc.; Advisory Board
- Beach Leadership Council
- Plexus Capital; Advisory Board
- University of North Carolina Rams Club
- University of North Carolina, Chapel Hill; Board of Visitors, 2007–2011
- Virginia Bar Association Young Lawyers Division; Chairman, 1996
- Virginia Beach Maritime Museum, Inc.; President, Board of Directors, 1995–1996
- Norfolk Academy Alumni Association; President, 2001
- Virginia Bar Association Community Service Program; Chairman, 2004–2006
- RBC Centura Bank; Regional Advisory Board Chairman, 1996–2005
- Virginia Bar Association; Business Law Section
- Norfolk-Portsmouth Bar Association
- Virginia Beach Bar Association
- Virginia State Bar; Business Law Section; Intellectual Property Section
- Galilee Episcopal Church

## ADMISSIONS

- Virginia

## EDUCATION

- University of North Carolina at Chapel Hill; B.A., 1984
- University of Virginia School of Law; J.D., 1987

## PRESS AND PUBLICATION

- 40 Kaufman & Canoles Attorneys Named as Top Lawyers 2021 in *CoVaBIZ Magazine*
- 53 Kaufman & Canoles Attorneys Named Virginia Business Magazine’s “Legal Elite” 2020
- 46 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2021 and 5 Named “Lawyer of the Year” and 7 Named “Ones to Watch”

## PRESS AND PUBLICATION (CONT.)

- 18 Kaufman & Canoles Attorneys Named as Super Lawyers 2020 and 4 Named as Rising Stars 2020
- 45 Kaufman & Canoles Attorneys Named as Top Lawyers 2020 in *CoVaBIZ Magazine*
- 48 Kaufman & Canoles Attorneys Named Virginia Business Magazine's Legal Elite 2019
- 45 Kaufman & Canoles Attorneys Named Best Lawyers in America 2020 and 3 Named "Lawyer of the Year"
- 18 Kaufman & Canoles Attorneys Named as Super Lawyers 2019 and 6 Named as Rising Stars 2019
- 48 Kaufman & Canoles Attorneys Named Virginia Business Magazine's Legal Elite 2018
- 40 Kaufman & Canoles Attorneys Named as Top Lawyers 2019 in *CoVaBIZ Magazine*
- 8 Kaufman & Canoles Attorneys Named Best Lawyers 2019 "Lawyer of the Year"
- 43 Kaufman & Canoles Attorneys Named Best Lawyers in America 2019 and 8 Named "Lawyer of the Year"
- 31 Kaufman & Canoles Attorneys Named as Super Lawyers 2018 and 5 Named as Rising Stars 2018
- 31 Kaufman & Canoles Attorneys Named as Top Lawyers 2017/18 in *CoVaBIZ Magazine*
- 48 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2017
- 46 Kaufman & Canoles Attorneys Named Best Lawyers in America 2018
- 29 Kaufman & Canoles Attorneys Named as Super Lawyers 2017 and 5 Named as Rising Stars 2017
- 6 Kaufman & Canoles Attorneys Named Best Lawyers 2017 "Lawyer of the Year"
- 40 Kaufman & Canoles Attorneys Named Best Lawyers in America 2017
- 32 K&C Attorneys Named as Super Lawyers 2016 and 4 Named as Rising Stars 2016
- 44 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2015
- 42 Kaufman & Canoles Attorneys Named Best Lawyers in America 2016
- 32 K&C Attorneys Named as Super Lawyers 2015 and 7 Named as Rising Stars 2015
- Kaufman & Canoles Releases 2015 Credit Union Legal Predictions
- Credit Union Legal Prediction - 2015
- 42 Kaufman & Canoles Attorneys Named Best Lawyers in America 2015
- 10 Kaufman & Canoles Attorneys Named Best Lawyers 2015 "Lawyer of the Year"
- 45 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2014
- 29 Kaufman & Canoles Attorneys Named as Super Lawyers 2014 and 8 Named as Rising Stars 2014
- Credit Union Legal Predictions - 2014
- 54 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2013
- "Fraudulent Conveyance Risk a Recession Reality," *Credit Union Times*, August 1, 2013
- 42 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2014
- 29 Kaufman & Canoles Attorneys Named as Super Lawyers 2013 and 14 Named as Rising Stars 2013
- Credit Union Legal Hurdles for 2013
- Kaufman & Canoles Forms Credit Union Team
- 41 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2013
- 40 K&C Attorneys Named as Super Lawyers 2012 and 14 Named as Rising Stars 2012
- 40 K&C Attorneys Named Best Lawyers in America 2012
- 36 K&C Attorneys Named as Super Lawyers 2011 and 14 Named as Rising Stars 2011
- Alfred M. Randolph Jr. Named to Board of Governors of the Virginia Bar Association
- 39 Kaufman & Canoles Attorneys Named Virginia Business Magazine's Legal Elite 2010
- 36 K&C Attorneys Named to Best Lawyers in America 2011
- 31 K&C Attorneys Named as Super Lawyers & 11 Named as Rising Stars 2010
- Alfred M. Randolph Jr. Inducted to Virginia Law Foundation Class of 2010
- 35 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2010
- 30 Attorneys Named Super Lawyers, 12 Named Rising Stars
- 9 Kaufman & Canoles Attorneys Named in Corporate Counsel Edition of Virginia Super Lawyers 2009
- 36 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2009
- 28 Kaufman & Canoles Attorneys Named as Super Lawyers & 8 Named as Virginia Rising Stars 2008
- 34 Kaufman & Canoles Attorneys Named Best Lawyers in America 2008
- 34 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2007
- 34 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite 2006
- 32 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2006
- 31 Kaufman & Canoles Attorneys Named to Virginia Business Magazine's Legal Elite
- 30 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2005