



**Charles V. McPhillips**  
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Chuck is a member of the firm's Norfolk office. His business law practice includes mergers, acquisitions and financings, public-private partnerships (P3s); international sales and investment transactions; joint ventures; and corporate/limited liability company law.

**PRACTICE AREAS**

- Commercial
- Government Contracts & Construction
- International
- Mergers, Acquisitions & Strategic Alliances
- Public-Private Partnerships

**REPRESENTATIVE MATTERS**

Mergers & Acquisitions

- Represented defense contractors and construction firms in acquisitions of industrial concerns
- Represented ESOP-owned ship repair company in sale to private equity fund
- Represented leading Southeastern fuel-equipment distributor/contractor in sale to private equity fund
- Represented U.S. purchaser of U.K. defense contractor
- Represented small-business defense contractor in sale to Alaska Native Corporation
- Represented defense contractor with top-level facility security clearances in sale to roll-up firm
- Represented leading regional accounting firm in a merger with international accounting firm
- Represented leading Southeastern U.S. Customs Broker in sale to a Canadian acquirer
- Represented "facilitized" ship repair company in consolidation with a "non-facilitized" ship repair company
- Represented graduates from Section 8(a) program throughout their developmental and transitional stages of growth, culminating in exit sales to publicly-held buyers
- Represented U.S. provider of point-of-sale software in sale to German acquirer
- Represented purchasers of wide range of businesses, including the marine sonar, industrial distribution and construction materials industries

Public-Private Partnerships

- Represented design-build contractor in negotiation of P3 project to build five schools in Norfolk, Virginia
- Represented national developer in negotiating a P3 agreement with the Commonwealth of Virginia for the construction of an \$88 million medium-security correctional facility
- Represented developer in the negotiation of a P3 agreement with locality for a \$40 million office tower and parking garage
- Represented private owners in development of an \$18.5 million mega-yacht repair facility and associated marine operations on city-owned property
- Represented contractor in negotiation of \$59.5 million design-build contract with the Virginia Port Authority

## REPRESENTATIVE MATTERS (CONT.)

### Miscellaneous

- Represented non-profit landowner in negotiation of joint venture agreements for the development of multi-family and office projects based on ground leases from the non-profit landowner
- Represented U.S. distributor in negotiation of exclusive distributorship of an Italian manufacturer's product line in the United States
- Prepared and negotiated numerous limited liability company (LLC) operating agreements for operating businesses, complex joint ventures and real estate developments

## RECOGNITION AND HONORS

- Virginia Center for Inclusive Communities, Humanitarian Award, 2014
- Pro Ecclesia et Pontifice (Papal Cross), 2013
- Bishop's Humanitarian Award; Catholic Charities of Eastern Virginia and the Catholic Diocese of Richmond, 2011
- Fellow; Virginia Law Foundation, 2011-Present
- Best Lawyers In America, 1998-2020
- The Power List; *Inside Business*, 2018-2019
- Virginia's Legal Elite; *Virginia Business Magazine*, 2004-2009, 2011-2016, 2018-2019
- Top Lawyers; *CoVaBIZ*, 2017-2020
- AV® Rated; Martindale-Hubbell
- Order of the Coif; University of Virginia
- Phi Beta Kappa; Hampden-Sydney College
- Omicron Delta Kappa National Leadership Fraternity; Hampden-Sydney College
- James Madison Political Science Award; Hampden-Sydney College

## ASSOCIATIONS

- Greater Norfolk Corporation; President
- The Elizabeth River Trail Foundation; Chairman, Board of Directors
- TowneBank; Norfolk Board of Directors
- Catholic Community Foundation, Diocese of Richmond; Board of Directors
- James Barry-Robinson Home For Boys Trust; Chairman, Board of Trustees
- Saint Patrick Catholic School; Current Director and Founding Chairman, 2000-2009
- Barry-Robinson Center; Chairman, Board of Directors
- Norfolk Innovation Corridor; Executive Committee
- 757 Angels; Board of Directors
- OneVirginia2021; Board of Directors of 501(c)(4) Organization
- Hampden-Sydney College; Board of Trustees, 2009-2013, 2014-2018
- Hampton Roads Economic Development Alliance; Executive Committee, 2013-2019
- The New E3 School; Board of Trustees
- McMahon-Parater Foundation; Chairman, Board of Directors, 2009-2017
- Norfolk Forum; President, Board of Directors, 2013-2015
- Catholic Charities of Eastern Virginia, Inc.; General Counsel (pro bono)
- Thomas C. Sorensen Institute for Political Leadership; Chairman, Hampton Roads Regional Advisory Board
- Catholic High School Foundation; Board of Directors
- Norfolk Commission on Arts and Humanities; Former Commissioner
- Hampden-Sydney College National Alumni Association; Past President, 2005-2007
- Virginia Stage Company; Past President, Board of Trustees, 2003-2005
- World Affairs Council of Hampton Roads; Vice President, Board of Directors, 2003-2005
- Downtown Republican Club; President, 1999-2003
- Hampden-Sydney College Alumni Association; President, Tidewater Club, 1999-2001
- Virginia State Bar; Chairman, Board of Governors, International Practice Section, 1996-1997
- Hampton Roads Chamber of Commerce; Chairman, International Business Council, 1995-1997
- Virginia Club; President, 1995-1997

## EDUCATION

- Hampden-Sydney College; B.A., *magna cum laude*, 1982
- University of Virginia School of Law; J.D., Order of the Coif, 1985

## PRESS AND PUBLICATION

- Acquiring a Federal Contractor: Doing Your Due Diligence, *PSC Service Contractor Magazine*, Winter 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 Lawyers of the Year
- Annotated Due Diligence Checklist: Acquisition of a Federal Contractor, *Virginia Lawyer*, June 2019
- Ann K. Crenshaw, Vincent J. Mastracco Jr., Charles V. McPhillips, Thomas K. Norment Jr. and William R. Van Buren III Selected to the *Inside Business* 2019 Power List
- 48 Kaufman & Canoles Attorneys Named *Virginia Business Magazine's* Legal Elite 2018
- 40 Kaufman & Canoles Attorneys Named as Top Lawyers 2019 in *CoVaBIZ Magazine*
- 43 Kaufman & Canoles Attorneys Named Best Lawyers in America 2019 and 8 Named Lawyers of the Year
- Ann Crenshaw, Vincent J. Mastracco Jr., Charles V. McPhillips, and William R. Van Buren III Selected to the *Inside Business* 2018 Power List
- 31 Kaufman & Canoles Attorneys Named as Top Lawyers 2017/18 in *CoVaBIZ Magazine*
- 46 Kaufman & Canoles Attorneys Named Best Lawyers in America 2018
- 48 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite 2016
- 42 Kaufman & Canoles Attorneys Named Best Lawyers in America 2016
- Due Diligence Checklist: Acquisition of a government Contractor
- Norfolk Public Schools PPEA Project: Lessons in Shifting Risk and Reducing Cost
- Government Contracts Small Business Set-Aside Programs
- Government Contracts Update - June 2016
- Government Contracts Update - SBA Proposes to Liberalize Subcontracting and Joint Venture Rules on Set-Aside Contract
- 42 Kaufman & Canoles Attorneys Named Best Lawyers in America 2015
- 40 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2017
- 45 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite 2014
- International Business Advisory - The Solution to the Problem
- International Business Advisory - The Problem: Enforcing Your International Agreement
- International Business Advisory - Distribution Agreements Under International Sales Laws
- International Business Advisory - An International Investor's Legal Guide to Business in Virginia
- International Business Advisory - Consequential Developments Under International Sales Law
- 54 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite 2013
- 42 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2014
- Create a Winning Team: How to Negotiate a Successful Subcontract
- 55 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite 2012
- 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
- Get on the Joint Venture Train - Small Business Joint Ventures for Government Contractors
- 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
- Charles V. McPhillips Selected as Fellow of the Virginia Law Foundation
- 53 Kaufman & Canoles Attorneys Named *Virginia Business Magazine's* Legal Elite 2011
- 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
- 39 K&C Attorneys Named *Virginia Business Magazine's* Legal Elite 2009
- U.N. Convention Shakes Up International Sales Law
- 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 *Virginia Business Magazine's* Legal Elite 2008
- 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
- Kaufman & Canoles Elects Executive Committee
- 34 Kaufman & Canoles Attorneys Named Best Lawyers in America 2008
- 30 Kaufman & Canoles Attorneys Named in *Virginia Super Lawyers* 2007

## PRESS AND PUBLICATION (CONT.)

- 34 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2007
- 28 Kaufman & Canoles Attorneys Names in Virginia Super Lawyers 2006
- 32 Kaufman & Canoles Attorneys Named to Best Lawyers in America
- 27 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite
- 31 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite
- 30 Kaufman & Canoles Attorneys Selected as Best Lawyers in America
- Speaker, "Well-Tailored Alternative Dispute Resolution", Virginia Bar Association Mid-Year Winter meeting and Virginia State Bar Annual Meeting, 2009
- Author and Speaker, "Trial Issues Following the Acquisition of the Insolvent Business," Virginia Continuing Legal Education presentation, 2008
- Author, "Buying and Selling Overseas: Dealing with Contracts in a Foreign World," Business Law Today, published by the American Bar Association, Jan./Feb. 2004
- Contributing Author, Virginia Lawyers Practice Handbook, Limited Liability Companies in Virginia, Virginia Continuing Legal Education, 2000, 2008, 2011 and 2019
- Contributing Author, Virginia Lawyers Practice Handbook, Contract Law in Virginia, Virginia Continuing Legal Education, 2000 and 2008
- Editor and Author, "An International Investor's Legal Guide to Business in Virginia," Kaufman & Canoles, 2002, 2004, 2009
- Author and Speaker, "Contract Law in Virginia," Virginia Continuing Legal Education presentation, 2001
- Editor, Directory of Foreign Attorneys, published by the International Practice Section of the Virginia State Bar, 3rd edition, 1999
- Author and Speaker, "Structuring the Capital Investment in a Closely Held Business," Virginia Continuing Legal Education presentation, 1996
- Author and Speaker, "Assembling International Joint Ventures," Virginia Continuing Legal Education presentation, 1996
- Author and Speaker, "Assembling and Disassembling International Sales Contracts," Virginia Conference on World Trade presentation, 1995
- Author and Speaker, "Legal Implications Governing Foreign Investments in a U.S. Trade or Business," Virginia Continuing Legal Education presentation, 1995
- Author, "Applying U.S. Employment Laws Abroad," Virginia Lawyer, July 1994
- Speaker, "Negotiating a Public-Private Partnership," Lorman Educational Services "Public-Private Partnerships" seminar, 2012 and 2013