



## Charles L. Cabell

### Partner

Richmond, VA

P: 804.420.6421

F: 804.420.6507

[ccabell@williamsmullen.com](mailto:ccabell@williamsmullen.com)



Charles Cabell focuses his practice on four areas including commercial real estate, corporate, estate planning and the representation of institutions of higher education.

Mr. Cabell's commercial real estate practice involves representing developers, landlords and tenants in the acquisition, zoning and development of projects including neighborhood shopping centers, big box power centers and large mixed use developments. His practice includes negotiating with urban and rural governments in the development of these sites and projects from their acquisition to the opening of the facilities for both local and national clients. This experience has been noticed by lenders who have employed Mr. Cabell to provide services, including the negotiation of loan commitments, the drafting and negotiating of loan documents, the review of title issues and closing matters. He has also worked with borrowers and lenders on significant and complicated loan workouts and the successful development of stressed real estate.

Mr. Cabell's corporate and estate planning practice focuses on advising private companies and the families that own them. He has served on the boards of several significant family-owned businesses one of which enjoys revenues in excess of \$300 million a year. This corporate experience includes asset purchases and sales, mergers and acquisitions, employee benefits and labor issues, design-build contract negotiations and succession planning.

Mr. Cabell has considerable experience in estate planning for high net worth individuals and families. This practice involves the use of limited liability and limited partnerships in wealth transfer and other techniques designed to transfer wealth from generation to generation with as little tax and control issues as possible. Mr. Cabell also represents rural landowners who own significant acreage by advising them on how to keep the land in the family or position it in order to maximize its value. Mr. Cabell has considerable experience dealing with conservation easements, wetlands mitigation and other environmental matters.

Mr. Cabell has also served as outside general counsel to one of Virginia's oldest private colleges for more than 20 years and recently was appointed to the same position for another college of similar heritage and standing. His experience in this area includes public finance, real estate, development issues, employee matters, Greek issues, student disciplinary matters, faculty issues, contract negotiation, ADA considerations, privacy concerns, campus security and many other challenges facing institutions of higher education.

He serves on the board of trustees of Hampden-Sydney College, the Virginia Foundation for Independent Colleges, the Virginia Historical Society, The Cabell Foundation (as Past President), the Mariners Museum, the Brookfield Foundation (as past president), the Massey Cancer Center, The Commonwealth Club and the Society of Cincinnati (as a member of the Standing Committee). Mr. Cabell is listed in *The Best Lawyers in America*® for Real Estate Law (2011-present). Martindale-Hubbell has ranked Mr. Cabell an AV attorney, its highest rating available.

Mr. Cabell graduated from Hampden-Sydney College in 1974 and earned his law degree from the Marshall-Wythe School of Law at the College of William and Mary in 1977.

## Practice Areas

- Business Succession Planning
- Land Use
- Real Estate
- Estate Planning: Private Client & Fiduciary Services
- Manufacturing
- Wealth Transfer Planning
- Education
- Tax-Exempt Practice
- Auto Dealerships
- Real Estate Acquisitions and Sales
- Mixed-Use, Residential, Planned Communities and Condominiums

## Education

- College of William & Mary School of Law (J.D.), 1977
- Hampden-Sydney College (B.A.), 1974

## Professional Affiliations

- American Bar Association, Real Property and Business Law Sections
- Richmond Bar Association, Real Property Section

## Awards

- *The Best Lawyers in America*, Real Estate Law (2011-present)