



Hon. Patrick O. Gottschalk

Partner

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For companies seeking to locate or establish operations in the Mid-Atlantic and Southeastern United States, Pat Gottschalk offers broad experience to assist with the intricacies inherent in the process. As the former Secretary of Commerce and Trade for Virginia, Pat possesses insights on how to assist with economic development incentives, corporate law issues and project management.

Pat serves as the chair of the Williams Mullen Economic Development team and is a member of the firm's Corporate and Government Relations practice groups, where he focuses primarily on economic development projects, foreign inward investment transactions, joint ventures, multi-party agreements and business law issues, including mergers and acquisitions, general corporate law and financing transactions. Pat has substantial experience assisting clients in accessing federal, state and local business location incentives and organizing complex joint ventures and research consortia. He has also led and participated in numerous economic development foreign trade missions over the past 20 years.

From January 2006 to January 2010, Pat served as Virginia's Secretary of Commerce and Trade under Governor Timothy M. Kaine. During his tenure as Secretary, Virginia was recognized as the "Top State for Business" eight times, including four consecutive times by Forbes.com and twice by CNBC. As Secretary, he was responsible for the performance of 13 state agencies, including, among others, those involved with economic development, tourism and film promotion, housing and community development and small business assistance.

As Secretary of Commerce and Trade, Pat served as an ex officio member of the board of directors of the Virginia Economic Development Partnership, the Virginia Tourism Corporation, the Virginia Tobacco Indemnification and Community Revitalization Commission, the Virginia Biotechnology Research Park Authority, the Center for Innovative Technology, the Virginia National Defense Industrial Authority, the

Virginia-Israel Advisory Board, the Virginia Workforce Council and the Virginia Commercial Spaceflight Authority. He currently is the chair of ChamberRVA and has served on its board of directors since 2011.

Pat's extensive knowledge of the complexities related to bringing economic development projects to fruition can benefit any company considering a location or expansion decision.

Pat is listed in *The Best Lawyers in America*® in Corporate Law and Business Organizations (including LLCs and Partnerships) Law (2013-present), and he was named the *Best Lawyers*® Richmond "Lawyer of the Year" for Business Organizations (including LLCs and Partnerships) Law in the 2019 edition. He is also listed in *Virginia Super Lawyers* magazine in the Business/Corporate Law category (2015-present).

Practice Areas

- Corporate
- Economic Development
- Government Relations
- Mergers & Acquisitions
- Manufacturing
- Emerging Technology
- Virginia Business & Corporate Law
- Foreign Direct Investment (FDI)
- Entity Formation and Strategic Planning
- Outside General Counsel
- Offshore Wind Energy

Experience

- Assisted a leading health care company in obtaining \$1.6 million in state and local economic incentives to expand of its global headquarters in Virginia Beach, Va. – \$12.25 million investment and 321 jobs.
- Assisted a Fortune 200 company with the expansion of its North American headquarters in Chesapeake, Va. – \$110 million investment and 600 jobs.
- Assisted a California-based water bottler with its location in Chesterfield County, Va. – \$100 million investment and 76 jobs.
- Assisted a U.K.-based automotive company in its location in Danville, Va. – \$2 million investment and 45 jobs.
- Assisted an Italian manufacturer in establishing operations in Virginia.
- Assisted a U.K. advanced manufacturing with securing a facility location in Virginia.
- Assisted a Chinese pharmaceutical manufacturer in its acquisition of all of the assets of a German-owned pharmaceutical plant in Petersburg, Va. – \$22.5 million investment and 376 jobs.

- Assisted a U.K. coatings manufacturer in establishing a production facility in Martinsville, Va. – \$8 million investment and 45 jobs.
- Assisted a Brazilian manufacturer with establishing a sales office in Henrico County, Virginia.
- Assisted a Chinese furniture manufacturer in establishing its operations in Smyth County, Va. – a \$4.65 million investment and 125 jobs.
- Assisted one of the largest producers of candles in the world in establishing its U.S. production facility in Pulaski County, Va. – \$18.3 million investment and 170 new jobs.
- Assisted a Virginia County in attracting a major internet retailer which created a one million square foot fulfillment center for expanding operations to southeastern Va. – \$50 million investment and 390 jobs.
- Assisted a U.K. advanced manufacturer of pipe-bending machines and integrated systems in locating its first manufacturing facility to Pittsylvania County, Va. – \$5.2 million in capital investment and 55 jobs over five years.
- Assisted one of the world's leading specialty chemicals companies in relocation and expansion of its location in Chesterfield County, Va. – \$15 million investment and 50 new jobs.
- Assisted a leading credit and finance company with the expansion of its headquarters in Roanoke– \$4 million investment and 115 jobs.
- Assisted an advanced manufacturing research joint venture, with university and industry partners, to establish a research center in Virginia.
- Assisted a large pharmaceutical distributor with local incentive negotiations in connection with a major distribution center in Virginia.
- Assisted a large food manufacturing client in incentive negotiations in several Southeastern states.
- Assisted a large German OEM with advice pertinent to its operations in the United States.
- Assisted a university and industry research consortium focused on applied logistics systems research.
- Negotiated a long-term incentive agreement with a Virginia county and its Economic Development Authority providing financial incentives over the term of the agreement to renovate and improve a significant tourism and hospitality property.

Education

- University of Virginia School of Law (J.D.), 1983
Virginia Journal of International Law, Editorial Board
- U.S. Naval Academy (B.S.), 1975

Professional Affiliations

- Richmond Bar Association
- Virginia Bar Association
- American Bar Association

- Commerce and Trade Transition Team for Governor Terry McAuliffe - Co-Chair
- Governor-elect Ralph Northam's Policy Council on Commerce & Trade

Awards

- Served as Virginia Secretary of Commerce and Trade (2006-2010)
- Listed in *Virginia Super Lawyers* magazine - Business and Corporate law (2013-present)
- Named the *Best Lawyers*® Richmond "Lawyer of the Year" for Business Organizations (including LLCs and Partnerships) Law (2019)
- Listed in *The Best Lawyers in America*® - Corporate Law and Business Organizations (including LLCs and Partnerships) Law (2015-present)
- Leadership Metro Richmond Class of 1994
- Sorenesen Institute for Political Leadership at the University of Virginia Class of 2000
- Martindale-Hubbell® AV® Preeminent? Peer Rating
- Named to the *Richmond Times-Dispatch* 2015 Readers Choice Lawyers list