



Otto W. Konrad

Partner

Richmond, VA

P: 804.420.6093

F: 804.420.6507

okonrad@williamsmullen.com



Otto Konrad's practice focuses on finance, corporate law, mergers and acquisitions and commercial real estate. He helps companies obtain the capital they need to grow their business through expansions, mergers and acquisitions, commercial finance and more. He has worked with large companies through the acquisition, financing, development and expansion of their businesses and has represented clients in expansions of as much as \$250 million.

Otto also has extensive experience with the lender and borrower sides of commercial lending, including commercial business loans, asset-based lending, letters of credit, bond financings and commercial real estate secured lending. He has done extensive legal work and has particular industry knowledge in the petroleum distribution and retail sectors.

Otto also practices in the areas of commercial loan workouts, creditor's rights and asset dispositions. His experience covers a variety of commercial real estate, including the development and leasing of shopping centers, multi-site retail establishments, office buildings and multi-family housing projects. In addition, Otto is knowledgeable about commercial foreclosures and commercial bankruptcy, and he is admitted to practice before all Virginia bankruptcy courts.

Otto is listed in *The Best Lawyers in America* for Real Estate Law (2018-present). He was named to *Virginia Business* magazine's "Legal Elite" in 2009, and he has received an AV rating from Martindale-Hubbell, the highest rating available

Otto serves on the board of directors for both Leadership Metro Richmond and Venture Richmond. He graduated, *magna cum laude*, from the Washington & Lee University School of Law, where he earned his J.D.

Practice Areas

- Corporate
- Mergers & Acquisitions
- Corporate Finance
- Real Estate
- Petroleum Refining & Marketing
- Bankruptcy & Creditors' Rights
- Virginia Business & Corporate Law
- Private Equity and Venture Capital
- Entity Formation and Strategic Planning
- Outside General Counsel

Experience

- Represented national resort hotel in acquisition, financing, development and expansion of theme park hotel.
- Represented national petroleum distributors and retailer in multiple stock and asset acquisitions.
- Represented international manufacturer in \$100 million dollar expansion.
- Represented a gas station and convenience store chain during sale of convenience stores, car wash properties and undeveloped land.
- Represents commercial lenders and borrowers in complex commercial financing and restructuring transactions.
- Negotiate and structure purchases and sales of businesses.
- Represent developers, buyers, and sellers of commercial property.

Education

- University of Tennessee (B.A.), 1987
- Washington & Lee University School of Law (J.D.), 1991
magna cum laude

Professional Affiliations

- Virginia Bar Association

- Richmond Bar Association
- Greater Richmond Association of Commercial Real Estate
- Community Association Institute

Awards

- Listed in *The Best Lawyers in America*® for Real Estate Law (2018-present)
- AV® Rated by Martindale-Hubbell
- Virginia's Legal Elite, Real Estate/Land Use - *Virginia Business* magazine (2009)
- Virginia's Legal Elite, Young Lawyer - *Virginia Business* magazine (2004-2005)
- Order of the Coif
- Francis Lewis Law Center Fellowship