



**Alfred M. Randolph Jr.**  
Partner

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Ran is the Vice President for Associate Recruitment and Retention at Kaufman & Canoles. He is a member of the Lender Representation and Bankruptcy, Creditors' Rights & Business Restructuring 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 companies, from restaurants to distributors. Ran also has a great deal of experience representing lenders such as banks and venture capital firms who provide capital in the form of both equity and debt. He has a reputation among lenders 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
- Bankruptcy, Creditors' Rights & Business Restructuring
- Commercial

**representative matters**

- 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 lender in financing ESOP transaction for regional travel and cruise business
- Serve as general counsel to automobile finance company with \$15,000,000 line of credit to purchase retail installment sales contracts on point of sale and bulk basis
- Represented lender in restructuring \$15,000,000 of loans to real estate developer as part of workout
- Represented financial institution in securing CPP funds in exchange for preferred stock from U.S. Treasury as part of TARP

**recognition and honors**

- Best Lawyers in America; Banking Law and Corporate Law, 2005–2011
- Virginia Super Lawyers, Corporate Counsel Edition, Banking Law; *Law & Politics*, 2009
- Virginia Super Lawyers; *Law & Politics*, 2008-2011
- Virginia's Legal Elite; *Virginia Business Magazine*, 2004–2006, 2010
- AV® Rated; Martindale-Hubbell
- Fellow, American Bar Foundation; 2010
- Fellow, Virginia Law Foundation; 2010

## recognition and honors (cont.)

- Top 40 Under 40; *Inside Business*
- D.K.E. International Scholar, 1983
- Lincoln-Lane Scholar, 1980–1984

## associations

- Virginia Bar Association; Board of Governors, 2011-present
- Virginia Bar Association; Business Law Section
- Norfolk-Portsmouth Bar Association
- Virginia Beach Bar Association
- Virginia State Bar; Business Law Section; Intellectual Property Section
- Virginia Beach Vision; Board Member, Executive Committee
- Tidewater Scholarship Foundation (ACCESS); Board of Directors
- Norfolk Academy Board of Trustees
- Virginia Beach Maritime Museum, Inc.; Advisory Board
- Beach Leadership Council
- Plexus Capital; Advisory Board
- University of North Carolina Educational Foundation
- University of North Carolina, Chapel Hill; Board of Visitors, 2007–present
- 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
- Galilee Episcopal Church

## education

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

## press and publication

- 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
- 31 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine’s* Legal Elite
- 30 Kaufman & Canoles Attorneys Selected as Best Lawyers in America