



**Charles V. McPhillips**  
Partner

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Chuck is the Executive Vice President of Practice Management at Kaufman & Canoles. His business law practice includes public-private partnerships; government contractor transactions; international sales and investment transactions; mergers, acquisitions and financings; joint ventures; and corporate/limited liability company law.

**practice areas**

- Commercial
- Government Contracts & Construction
- Mergers, Acquisitions & Strategic Alliances

**representative matters**

- Represented “facilitized” ship repair company in \$80 million consolidation with a “non-facilitized” ship repair company
- Represented national developer in negotiating a comprehensive agreement with the Commonwealth of Virginia for the construction of an \$88 million medium security correctional facility as a public-private partnership
- Represented privately-held corporations in acquisitions by public corporations, private equity funds and strategic purchasers
- Represented purchasers in acquisitions of U.K. and U.S. defense contractors
- Represented developer in the negotiation of a development agreement with locality for a \$40 million office tower and parking garage as a public-private partnership
- Represented private owners in development of an \$18.5 million mega-yacht repair facility and associated marine operations on City-owned property
- Represented two graduates from Section 8(a) program throughout their developmental and transitional stages of growth, culminating in exit sales of \$14.5 million and \$30 million, respectively, to large national government contractors
- Represented contractor in negotiation of \$59.5 million design-build contract with the Virginia Port Authority
- 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 land owner
- Represented U.S. distributor in negotiation of exclusive distributorship of an Italian manufacturer’s product line in the United States
- Prepared and coordinated the successful application for the expansion of Foreign Trade Zone No. 20 in Hampton Roads granted to the Virginia Port Authority
- Prepared and negotiated limited liability company (LLC) operating agreements for operating businesses, complex joint ventures, family investment and estate-planning entities, real estate developments, holding companies, consolidated medical practices and international investment vehicles

## recognition and honors

- Bishop's Humanitarian Award; Catholic Charities of Eastern Virginia and the Catholic Diocese of Richmond, 2011
- Fellow; Virginia Law Foundation, 2011
- Best Lawyers In America, 1998–2012
- Virginia's Legal Elite; *Virginia Business Magazine*, 2004–2009, 2011
- Virginia Super Lawyers, Corporate Counsel Edition; *Law & Politics*, 2009
- Virginia Super Lawyers; *Law & Politics*, 2006–2011
- 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

- Hampden-Sydney College; Board of Trustees
- Diocese of Richmond, Campaign for Catholic Schools Endowment; Chairman
- James Barry-Robinson Home For Boys Trust; Chairman, Board of Trustees
- Saint Patrick Catholic School; Founding Chairman
- TowneBank; Norfolk Board of Directors
- Greater Norfolk Corporation; First Vice President; Chairman, Nominating Committee
- Barry-Robinson Center; Director and Former Chairman, Board of Directors
- McMahon-Parater Foundation; Chairman, Board of Directors
- Norfolk Forum; First Vice President, Board of Directors
- Catholic Charities of Eastern Virginia, Inc.; General Counsel (pro bono)
- Norfolk Commission on Arts and Humanities; Commissioner
- Thomas C. Sorensen Institute for Political Leadership; Chairman, Hampton Roads Regional Advisory Board
- Bishop Sullivan Catholic High School Foundation; Board of Directors
- Hampton Roads Economic Development Alliance; Board of Directors
- 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; Past Vice President, Board of Directors, 2003–2005
- Downtown Republican Club; Past President, 1999–2003
- Hampden-Sydney College Alumni Association; Past President, Tidewater Club, 1999–2001
- Virginia State Bar; Past Chairman, Board of Governors, International Practice Section, 1996–1997
- Hampton Roads Chamber of Commerce; Past Chairman, International Business Council, 1995–1997
- Virginia Club; Past President, 1996–1997

## 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

- 53 Kaufman & Canoles Attorneys Named Virginia Business Magazine's Legal Elite 2011
- 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
- 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

## press and publication (cont.)

- 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
- 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 and 2008
- 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