



Otto W. Konrad
Partner

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Otto is a partner in the firm's Richmond Office. His practice focuses on lender and borrower side commercial lending, including commercial business loans, asset based lending, letter of credits, bond financings and commercial real estate secured lending. Otto also practices in the areas of commercial loan workouts, creditors rights and asset dispositions. His business practice includes a variety of commercial real estate and includes the development and leasing of shopping centers, multi-site retail establishments, office buildings and multi-family housing projects. He also has expertise in RESPA, commercial bankruptcy (Otto is admitted to practice before all Virginia bankruptcy courts) and commercial foreclosures.

practice areas

- Real Estate Strategies
- Corporate & Public Finance
- Commercial

representative matters

- Represented national resort hotel in acquisition, financing, development and expansion of theme park hotel
- Represented international manufacturer in \$100 million dollar expansion
- Represents commercial lenders and borrowers in complex commercial financing and re-structuring transactions
- Negotiate and structure purchases and sales of businesses
- Represent developers, buyers, and sellers of hotels and golf courses
- Form and structure limited liability companies and corporations

recognition and honors

- AV® Rated; 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 Coif
- Francis Lewis Law Center Fellowship

associations

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

education

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

press and publication

- 39 K&C Attorneys Named *Virginia Business Magazine's* Legal Elite 2009
- 27 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite
- 31 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite