



**Paul W. Gerhardt**  
Partner

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Paul is a partner in Kaufman & Canoles' Williamsburg office and Co-Chairman of the firm's Real Estate Strategies Group. As a member of the firm's Health Care Practice Group he also leads the Senior Housing and Care Team. Paul has a broad commercial law practice, practicing primarily in the areas of strategic real estate planning and development, senior housing, retirement and continuing care communities, entity selection, real estate transactions and finance, land use, leasing and lender representation.

#### practice areas

- Real Estate Strategies
- Health Care
- Commercial

#### sub-practice areas

- Senior Housing and Care Team

#### representative matters

- Advises clients in the acquisition, development and financing of commercial and residential properties such as planned communities, office buildings, shopping centers, hospitality properties, hotels, mixed-use properties, assisted living facilities and industrial properties
- Counseled client in the acquisition and development of healthcare-based community and creation of a community development authority supported with tax-exempt financing
- Serves as General Counsel to a leading Continuing Care Retirement Community and counsels clients in the area of senior continuity care and housing
- Counsels borrowers and lenders in project construction, financing and loan restructuring transactions
- Negotiates lease agreements for land, office space, and retail and industrial space
- Advocates on behalf of clients before planning commissions and local governing bodies in issues pertaining to land use and zoning

#### recognition and honors

- AV® Rated; Martindale-Hubbell
- Best Lawyers in America, 2012
- Virginia Super Lawyers; *Law & Politics*, 2006, 2010-2011
- Virginia's Legal Elite; *Virginia Business Magazine*, 2004, 2009, 2010

## associations

- James City County Economic Development Authority; Chairman
- James City County Business Incubator; Advisory Committee
- Hampton Roads Association of Commercial Real Estate; Past President, 2002, President's Council
- Middleburg Financial Corporation; Member, Williamsburg Regional Board of Directors
- American Health Lawyers Association; Long Term Care, Senior Housing, In-home Care, and Rehabilitation Practice Group
- LeadingAge
- Urban Land Institute
- Virginia State Bar; Real Property and Business Law Section
- Virginia Bar Association; Real Estate Section; Member, Real Estate Council
- Williamsburg Bar Association

## admissions

- Virginia, 1984
- United States Supreme Court, 2001

## education

- Washington and Lee University; B.A., 1979
- Washington and Lee University School of Law; J.D., *cum laude*, 1984

## 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
- 39 Kaufman & Canoles Attorneys Named Virginia Business Magazine's "Legal Elite" 2010
- 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
- 28 Kaufman & Canoles Attorneys Named in Virginia Super Lawyers 2006
- 31 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite