



**Robert C. Goodman Jr.**  
Partner

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Rob is a partner at Kaufman & Canoles. His practice focuses on commercial transactions including mergers and acquisitions, sales of businesses, commercial and land leases, formation of business entities, major system procurements, and split-up of family businesses. In addition to his commercial work, he works closely with families and family businesses in generational and estate tax planning, other tax issues, family dynamics, and charitable objectives.

#### practice areas

- Commercial
- Mergers, Acquisitions & Strategic Alliances
- Private Client Services

#### representative matters

- Handled negotiations and legal advice for sales and acquisitions for sand and gravel, aggregates, concrete products and brick, ready mix, building supply and various distribution and sales entities (including consumer products, petroleum and furniture)
- Developed numerous companies' legal forms and contracts consistent with the companies' branding and risk management objectives
- Negotiates land and commercial leases for landlords and tenants
- Formation of business entities with special control and management concerns
- Problem-solving negotiation and advice with respect to product licenses, joint use and service agreements, joint ventures, agreements with executives, employees and contractors
- Assisted with advice and legal work in procurement of major software, hardware and manufacturing systems and related project construction
- Successfully represented surviving entities in family business split-ups
- Successfully assisted transition of family businesses to the next generation
- Successfully implemented wealth transition plans with family values
- Financial and business advice in connection with most matters

#### recognition and honors

- Best Lawyers in America, 1999–2012
- Virginia Super Lawyers; *Law & Politics*, 2006–2011
- Virginia Super Lawyers, Corporate Counsel Edition; *Law & Politics*, 2009
- Virginia's Legal Elite; *Virginia Business Magazine*, 2006
- AV® Rated; Martindale-Hubbell
- Fellow; Virginia Law Foundation, 2012

## associations

- American Bar Association; Corporation, Banking and Business Law Section, Taxation Section
- Virginia State Bar
- Virginia Bar Association
- Norfolk-Portsmouth Bar Association
- Virginia Beach Bar Association
- Virginia Treasury Board, 2007–2010; appointed by the Governor
- Virginia Beach Vision; Director, Member of Executive Committee, 1997–present; President, 2006–2007
- Envision Virginia Beach 2040; Member - appointed by City Council, 2011
- Blue Ribbon Tax, Fee and Spending Task Force; Member of Task Force appointed by City Council, Revenue Subcommittee Chairman, 2007
- Resort Area Strategic Action Plan Advisory Committee
- Citizens Steering Committee for Virginia Beach Convention Center; Chairman, 2000–present; Chairman Video Art Committee; Chairman Headquarters Hotel Committee
- Eastern Virginia Medical School; Chairman, Development Committee, 1979–1980; Member, Development Committee, 1975–present
- Eastern Virginia Medical School Foundation; Trustee, 1995–present
- Ohel Shalom Temple; President, 1995–1997, Honorary Director, 1975–present
- Virginia Beach Foundation; Founding Director, 1987 - 2010; Chairman, 2001–2005; Member of Executive Committee; and Investment Committee
- Children’s Health Foundation; Chairman of the Board, 1984–1989
- Children’s Health System, Inc.; Treasurer, 1990–1994; Director, 1990–1998
- United Way of South Hampton Roads; President and General Campaign Chairman, 1986; Campaign Volunteer, 1972-1986
- Diabetes Institutes Foundation; Founding Director, 1987; Secretary, 1988–through merger
- Norfolk Academy; Board of Directors, 1985–1995
- Norfolk State University Foundation; Director, Secretary, Executive Committee, 1986–1998
- Cultural Alliance of Greater Hampton Roads; Past Director
- Virginia Stage Company; Past Director
- SHARE Program, South Hampton Roads; Past Funding Raising Chairman
- Junior Achievement; Past Director
- Virginia Bar Association, Environmental Law Committee of the Young Lawyer’s Section; Founding Chairman
- Virginia Beach Tomorrow Study Group
- United Jewish Federation of Tidewater; Past Director
- Volunteer Hampton Roads; Director, 1999–2005
- Bank of Tidewater; Director, 1985–2001
- SouthTrust Bank; Advisory Director, 2001–2004

## education

- Dartmouth College; A.B., 1964
- London School of Economics, 1965
- Harvard Law School; J.D., 1969

## press and publication

- Private Client Services Update - Adding Value as Trustee of a Life Insurance Trust
- 3 Kaufman & Canoles Partners Selected As Fellows of the Virginia Law Foundation
- 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
- Private Client Services Update - Advance Medical Directives: One Caveat with the New Virginia Form
- 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
- Private Client Services Update - The Special Opportunities for Disclaimers in 2010
- 35 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2010
- 30 Attorneys Named Super Lawyers, 12 Named Rising Stars

press and publication (continued)

- 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
- 30 Kaufman & Canoles Attorneys Named in Virginia Super Lawyers 2007
- 34 Kaufman & Canoles Attorneys Named to Best Lawyers in America 2007
- 34 Kaufman & Canoles Attorneys Named to *Virginia Business Magazine's* Legal Elite 2006
- 28 Kaufman & Canoles Attorneys Named in Virginia Super Lawyers 2006
- 32 Kaufman & Canoles Attorneys Named to Best Lawyers in America
- 30 Kaufman & Canoles Attorneys Selected as Best Lawyers in America