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BAR ADMISSIONS

- Virginia
- District of Columbia
- Florida
- U.S. Tax Court

EDUCATION

- **LL.M. in Taxation**

Georgetown University Law Center, 1980

- **J.D., with honors**

George Washington University Law School, 1978

- **B.A.**

Emory University, 1975

AREAS OF CONCENTRATION

- Business Formation, Growth, Operation & Disposition
- Corporations, Limited Liability Companies & Partnerships
- Mergers & Acquisitions
- Tax Structural Issues
- Real Estate LLCs & Partnerships
- Wealth Preservation Techniques
- Tax-Free Like-Kind Exchanges
- Government Contractor Compliance
- Automobile Dealer Floor Plan Financing
- Commercial & Securitized Lending
- Asset-Based & Art Lending
- ESOP Lending
- Professional Group Practices: health, accounting, engineering, law & counseling

DAVID A. LAWRENCE

SHAREHOLDER

Odin
Feldman
Pittleman PC

PRACTICE FOCUS

CORPORATE
GOVERNMENT CONTRACTS
MERGERS & ACQUISITIONS
TAX & FINANCE

David Lawrence's philosophy on the practice of law is clear and powerful: Clients don't want a legal solution to their problems; they seek a practical business solution that's legal.

This idea—along with having grown up in a family of business owners—has informed his approach to helping entrepreneurs manage their businesses as holistic systems for more than 25 years. Indeed, his knowledge of the unique dynamics of inter-family and closely-held businesses helps clients solve their most pressing business needs without having to worry that their legal solutions may not align with other key decisions. To achieve this all-important balance, he takes the time to listen to his clients' concerns, questions, and goals. Only then does he apply the law and his experience to create effective strategies.

In addition to advising clients on closely-held business issues, David also acts as outside general counsel to businesses and as an adviser to business and investment owners. He has structured and organized banks and represents lenders and borrowers in all types of financings including: asset based receivable lending, government contractor lending, automobile dealer floor plan financings, commercial real estate and securitized lending, leveraged ESOP lending, and art lending.

David's clients include technology companies, government contractors, healthcare practices, professional service businesses, real estate investors and developers, construction companies, and auto dealerships.

PROFESSIONAL ORGANIZATIONS

Virginia Bar Association, Tax Section

- Past Chair – Board of Governors

Fairfax Bar Association, Tax Section

- Past Chair

D.C. Bar Association, Tax Section

Past Associate Editor, *Tax Service for Corporate Acquisitions and Dispositions of Businesses*Past Editor, *IRS Practices & Procedures*

AWARDS

- 2012-2022, *The Best Lawyers in America*® – Tax Law
- 2017, Best of NoVA, top lawyers in Tax Law, *Northern Virginia* magazine
- 2013, *Virginia Business* magazine's "Legal Elite" – Business Law
- 2007, *Washington D.C. Super Lawyers* – Business/Corporate
- 2006, *Virginia Super Lawyers* – Business/Corporate

RECENT PUBLICATIONS

- Look What's Happening Inside The Virginia Tax Department (December 27, 2018)
- Federal Government Contractors Must Register in Local Jurisdictions (March 17, 2015)
- The Debt Ceiling & What Government Contractors Can Do (September 10, 2013)