



→ Edward F. Schiff

Retired - Of Counsel

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Edward Schiff is retired from the firm and is now Of Counsel. He was one of the two original partners who led the Washington, D.C. office when it first opened serving as the Managing Partner for its initial 10 years.

Areas of Practice

Edward is a highly experienced, innovative business attorney who practiced for more than 40 years. He assisted both publicly and privately held companies structure, negotiate and managed complex corporate, finance and real estate transactions in many diverse industries; advised entrepreneurs and investors on raising and investing capital; and aided in the development of creative and effective financing techniques for project development opportunities. Edward handled acquisitions and divestitures, equity and debt structurings, leveraged buy-outs, joint ventures and strategic partnerships for clients ranging from emerging business enterprises and well-established entities to venture capital firms and institutional lenders.

Honors

- Martindale-Hubbell Business and Commercial Washington, D.C. Top Rated Lawyer, 2012
- *SmartCEO Magazine's* Legal Elite, 2009, 2010, 2011

Media Mentions

Lower Middle Market M&A in the Biden/COVID Era: Security, Defense and Federal Services
Pickwick Market Intel Brief, 02.2021

Sheppard Mullin
Legal Bisnow, 12.02.2008

Ethanol Restructuring On The Horizon
Energy Law360, 10.16.2007

L.A. Re-Discovers Washington
03.07.2007

Speaking Engagements

- "The End Game: Avoiding Million Dollar Mistakes in the M&A Process," presented at WasteExpo, Las Vegas, NV, June 2016.

- "Overview of Types of Acquisition Structures and Key Tax Considerations," presented at NORA Annual Conference, Fajardo, Puerto Rico, November 2014.
- "The Legal Aspects of Selling a Business," presented at the National Waste & Recycling Association Annual Conference, Atlanta, GA, April 2014.
- Panelist, "The Opportunities in the US Real Estate Market: Price, Timing, Location," Inaugural Meeting of the Arab Global Forum, Mandarin Oriental, Washington, DC, December 7, 2009.
- Moderator, "Getting Started in China," China Fast Track Forum, McLean, VA, January 24, 2008.
- "The Legal Risks Associated With A Business Combination in China," presented at 2007 Asian American Business Conference, Rockville, MD, October, 2007.
- "Mergers and Acquisitions: ESOP Transactions," presented at Blue Ridge ESOP Conference, Vienna, VA, June 2004
- "The Art of the Deal: Acquisitions in the Oil Recovery Industry," presented at NORA Annual Conference, San Diego, CA, November 2003.
- "Commercial and Real Estate Transactions Under the Common Law," presented to graduate students at the Sorbonne, Paris, March 2000.

Education

J.D., Washington and Lee University, 1969, *magna cum laude*, *Order of the Coif*, Editor-in-Chief, *Law Review*

B.A., Pennsylvania State University, 1966, Skull & Bones Honor Society, Recipient of Outstanding Senior Award