



Robert Alfred (Fred) Gouldin

Partner

Business Organizations and Corporations
Real Estate Development and Finance
Commercial and Real Estate Lending
Privatization

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Fred Gouldin's primary areas of practice are commercial real estate, privatization, and corporate and business law, with emphasis on the real property and security aspects of acquisitions and divestitures. He has been involved in a number of Section 1031 exchanges and multijurisdictional real estate transactions. He has extensive experience representing landlords and tenants in drafting and negotiating commercial leases. His corporate practice includes such traditional matters as corporate governance and a wide variety of contract negotiations as well as more specialized issues, such as advice to printers concerning state sales and use tax and local business license tax issues and representation of patent owners in patent licensing negotiations and capital formation matters. Mr. Gouldin worked extensively on issues related to the Virginia Highway Corporation Act of 1988. In addition, he served as counsel to the Printing Industries of Virginia (PIVA) for a number of years.

Representative Matters

- Represent purchaser in acquisition of distribution facility (build to suit) in industrial park.
- Represent ground lessee in negotiation of ground lease and construction and leaseback of build-to-suit medical facility to ground lessor.
- Represent purchaser in acquisition of industrial site and conversion of site to office use.
- Represent owners of communications towers in licensing tower space to communications companies.
- Represent clients in Section 1031 exchanges.
- Negotiate patent licenses on behalf of patent owners.
- Represent patent licensees in private placements.
- Represent clients in BPOL tax disputes with localities.

EDUCATION

University of Virginia School of Law, J.D., 1977

Virginia Polytechnic Institute and State University, B.S., Mathematics, with distinction, 1972

Omicron Delta Kappa, President, Alpha Omicron Circle

Phi Kappa Phi

Phi Eta Sigma

ADMISSIONS

Virginia

PUBLICATIONS/PRESENTATIONS

- Mr. Gouldin has conducted a number of seminars on state and local tax issues affecting Virginia printers.

PROFESSIONAL AFFILIATIONS

- **Virginia State Bar**

Business Law Section

Real Estate Law Section

- **Virginia Bar Association**

Business Law Section

Real Property Section

Taxation Section

- **The Bar Association of the City of Richmond**

Business Law Section

Pro Bono Committee

COMMUNITY INVOLVEMENT

- **Sigma Phi Epsilon, Virginia Zeta Alumni Board**

Vice President, Secretary and Director

- **Virginia Bar Association**

Pro Bono Hotline, Volunteer

- **Westover Hills United Methodist Church**

Church Council, Secretary

- **Virginia Voice**

Former Member, Board of Directors and Executive Committee; Past President