

Rachel J. Richardson

PARTNER

Rachel is a partner in the General Business group.



Industries

Health Care
Hospitality
Long Term Care & Senior Living
Nonprofit
Real Estate

Practices

Corporate & Securities
Finance

Education

American University, Washington College of Law JD, magna cum laude, 2003
University of Michigan BS, actuarial mathematics, 1993

Offices

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She counsels clients in various industries such as real estate, hospitality, technology and healthcare in connection with various types of corporate and real estate transactions. Rachel has developed a business-oriented approach to managing these types of transactions due in large part to her experience on the client side of the business.

Client Work

Rachel represents purchasers, sellers, and developers in real estate transactions throughout the United States. She also represents clients in the preparation and negotiation of commercial agreements, including trademark license agreements.

Representative Transactions

Some of Rachel's recent matters include representing:

Real Estate

- A prominent New York real estate developer in connection with the put/call financing through i-Star of a \$120 million, 233,000 square-foot build-to-suit office building in New Hyde Park for Dealertrack.
- A prominent DC real estate developer in the \$167 million sale of a major event venue in Washington, DC.
- DLC Management Corporation and its affiliates in multiple acquisitions, dispositions, and financing of individual shopping centers and shopping center portfolios aggregating approximately \$1.75 billion, with an additional 10.3 million square feet of shopping centers acquired in just the last three years.
- A prominent New York real estate developer in connection with a \$70 million

acquisition and construction financing of the New Village at Patchogue luxury apartment building project.

- A prominent New York real estate developer in the formation of a joint venture with UBS for the construction, development, and financing of the Shipyard in Port Jefferson, NY, a \$44 million project that consists of 112 luxury apartments.
- A high-net-worth individual in the \$200 million sale of the Irene Apartments, a 525-unit apartment complex in Montgomery County, MD.
- A prominent DC real estate developer in connection with the \$400 million sale of the Grand Hyatt Hotel in downtown Washington, DC.
- A prominent New York real estate developer in the first phase of a \$600 million Long Island development project that will include 1,450 apartment units and 545,000 square feet of retail and office space. Arent Fox attorneys assisted in the formation of a joint venture with Olayan Group, as well as a \$110 million construction loan from Bank of America for the first phase of the project. "Ronkonkoma Hub" is expected to satisfy the unmet needs in the local community, create jobs, facilitate economic expansion, increase tax revenues, and become a destination location for the region.
- Buccini-Pollin Group in connection with the acquisition and financing of its office portfolio, containing approximately six million square feet of office (and some retail) space located predominately in Delaware and Pennsylvania.

Corporate

- Mars, Incorporated in the drafting and negotiating of trademark license agreements in connection with its chocolate segment.
- Motor and Equipment Manufacturers Association in connection with a merger of its subsidiaries.
- A prominent VA doctor in the sale of his radiology practice.

Previous Work

During law school, Rachel participated in the Federal Income Tax Clinic, in which she represented clients before the Internal Revenue Service. Prior to and during law school, she worked as a cost engineer for Clark Construction in Bethesda, Maryland and also worked in the legal department negotiating construction contracts.

Immediately after law school, Rachel worked as an associate at Arent Fox working on real estate and corporate matters and beginning in 2007, she spent a year at AOL working in the corporate legal department supporting AOL's real estate and corporate services groups.

Publications, Presentations & Recognitions

In law school, Rachel was a line editor for the *American University Journal of Gender, Social Policy and the Law*.

Life Beyond the Law

Rachel is a longtime resident of the Washington, DC area. She enjoys running, hiking, reading, and traveling.

Bar Admissions

District of Columbia
New York

