



Richard N. Gale

PARTNER

Rich has a broad-based business transactional practice focusing on mergers and acquisitions and joint ventures.



Industries

[Agricultural Technology](#)
[Consumer Products](#)
[Beverage & Food](#)
[Sports](#)
[Venture Capital & Emerging Businesses](#)

Practices

[Corporate & Securities](#)
[Finance](#)
[Tax](#)

Education

University of Virginia School of Law, JD, 1981
Duke University, BS, 1978

Offices

[Washington, DC](#)

Phone

[202.857.6379](#)

Email

Richard.Gale@afslaw.com

Rich's practice also involves a variety of other commercial matters such as license agreements, financing, and general corporate counseling, and he frequently handles the supervision and coordination of litigation and related strategies. In addition to his transactional practice, Rich maintains an active tax practice. Rich currently serves on the firm's Executive Committee and has been chair of the firm's Financial Management Committee for more than 25 years.

Client Work

Rich serves as outside general counsel to a variety of mid-market companies and as a key member of the executive team. He regularly handles matters involving the organization and structure of new businesses, the acquisition, and sale of businesses, and business reorganizations. A substantial portion of his practice involves the negotiation, creation, and unwinding of complex joint ventures.

Rich's transactional work crosses a broad spectrum of industries, which include healthcare, technology, manufacturing, real estate, and alcoholic beverages.

Rich is also active in the field of professional sports. He handled the acquisition of the Tampa Bay Rays and the sale of the Charlotte Bobcats and has represented investors in the Washington Commanders, Memphis Grizzlies, and Atlanta Hawks.

Representative transactions include the sale of Snapfish to Apollo; the sale of the Kenwood Winery to Pernod Ricard; the sale of Chesapeake Eye Care to Centre Partners; the sale of Rapid Advance to Rockbridge Growth Equity; the sale of a controlling interest in the Miraval Resort in Tucson Arizona to KSL; the sale of Bisnow Media to the Wicks Group; the acquisition of Whistle Labs; and the sale of ARPC to Madison Dearborn Partners.

His client work in the healthcare area regularly involves M&A work, physician and hospital joint ventures, and the syndication, acquisition, and sale of diagnostic imaging centers, dialysis centers, and outpatient surgery centers. He has been active in both the buying and selling of large physician practices involving physician practice management companies.

In the financing area, on the borrower's side, Rich often represents clients in connection with asset-based borrowing. On the lender side, he has represented a variety of angel investors and venture capital funds in connection with equity-type financing of technology startups.

In his tax practice, Rich's work is primarily transactional-focused and involves structuring and implementing M&A transactions as well as partnerships and joint ventures. Rich also advises clients on a wide range of federal and state tax issues with particular emphasis on tax issues affecting not-for-profit organizations and their affiliated for-profit subsidiaries.

Recognitions

- The Best Lawyers in America, *Best Lawyers* (2024)

Bar Admissions

[District of Columbia](#)