



ArentFox
Schiff

ArentFox Schiff LLP
Attorneys

R. Erica Roque

Partner

Erica co-leads the Fashion & Retail group. She focuses on getting the deal done and making her clients look good.



- Industries
 - [Fashion & Retail Law](#)
 - [Media & Entertainment](#)
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- Practices
 - [Communications & Technology](#)
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 - [Media Transactions](#)
 - [Brand, License & Franchise Transactions](#)
 - [Government Relations](#)
 - [Political Law](#)
 - [Privacy, Data Protection & Data Security](#)
 - [Pro Bono](#)
 - [Tax](#)
- Education
 - George Mason University, Antonin Scalia Law School, JD, 2011
 - The George Washington University, BA, 2004
- Offices
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Erica advises clients primarily on corporate and commercial transactions, including technology, distribution, fulfillment, data licensing, and privacy agreements, and corporate structuring and governance. As a recovering CPA, Erica brings over a decade of operational, financial, and auditing experience to her practice. She works with clients in a wide range of industries and at all stages of their life cycles. As a member of the firm's Pro Bono Committee, Erica also has extensive experience with nonprofit clients, advising on formation, tax exemption, and compliance and governance matters.

Client Work

- Serves as outside general counsel for numerous fashion companies, including Fila, Alexander Wang, and Diane von Furstenberg, handling corporate governance, technology licensing, trademark, distribution and fulfillment, e-commerce, real estate, employment, and restructuring matters.
- Represents clients in various industries with respect to technology transactions, including license and subscription agreements, cloud service agreements, software and website development agreements, professional services agreements, and data privacy agreements.
- Advises charities, public welfare organizations, and trade associations, counseling on corporate structuring and governance, membership, contracts, data licensing and privacy, and risk management matters, including managing vendor and partnership relationships.
- Managed the negotiation of all broadcast, sponsorship, venue, and production agreements in connection with a major televised fashion show.

- Represented a multi-billion dollar American global manufacturer of confectionery, pet food, and other food products in the drafting and negotiating of global outsourcing technology service agreements valued at over \$500MM.
- Represented a national public welfare organization with 35MM+ members in connection with an affiliation of a public charity to bring the organizations under common control.
- Represented a multi-million dollar software company in connection with a merger with its main competitor.

Publications, Presentations, & Recognitions

Publications

- Co-Author, [“AI Risks and Rewards for Private Companies”](#), *Private Company Director*, Oct. 25, 2023
- Bloomberg BNA Tax and Accounting Portfolio 5200, Accounting for Not-for-Profit Organizations
- Bloomberg BNA Tax and Accounting Portfolio 5450, Compilations and Reviews of Financial Statements

Presentations

- Fashion and Gaming, Inter-American Association of Intellectual Property, Jun. 29, 2023

Recognitions

- Best Lawyers in America (2025)
- Best Lawyers in America: *Ones to Watch* (2024)

Previous Work

Prior to joining ArentFox Schiff, Erica was a principal at a Virginia-based public accounting firm. Before that, she was a transactional attorney for a Fortune 200 American global technology and services corporation.

Life Beyond the Law

As a lover of TV and most science fiction, Erica can be found most weekends either binge-watching her favorite shows or, if it’s July, at Comic-Con.

Bar Admissions

[Virginia](#)

[District of Columbia](#)