



Jacob A. Ginsberg

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As a Shareholder, Jacob A. Ginsberg is the Chair of the Firm's Commercial Lending Practice Group and the Vice Chair of the Firm's Real Estate Department. Mr. Ginsberg represents and advises national, regional and community banks and financial institutions; private lenders; and non-traditional loan providers. He is also the Chair of the Firm's Marketing Committee.

The majority of Mr. Ginsberg's practice involves the documentation, due diligence and closing of secured lending transactions, including real estate acquisition, construction and refinance loans; working capital and account receivable based lines of credit; and equipment and other asset based lending. He also provides and documents creative solutions for loan workouts and modifications when his clients' loans are not performing as originally planned.

Mr. Ginsberg has developed a specialty in representing lenders and closing loans utilizing the SBA 7(a) and SBA 504 programs for small business financing, and is a crucial resource to his lenders in navigating the rigorous conditions placed on them by the federal government.

Mr. Ginsberg began his career as a general real estate practitioner, with an emphasis on the purchase, sale and development of properties being prepared for commercial and residential subdivision. He continues to negotiate contracts, review title and title insurance, draft easements and work with land use professionals in his representation of buyers, sellers, landlords, tenants, developers

PRACTICE AREAS

Business and Financial Services
Commercial Lending
Commercial Real Estate Closings
Distressed Assets
Financing
Hospitality Law
Real Estate
Transactions (Acquisitions and Dispositions)

EDUCATION

Georgetown University
Law Center, Washington,
District of Columbia,
1995, J.D.
University of Maryland,
College Park, 1992, B.A.

BAR & COURT ADMISSIONS

District of Columbia
Maryland

Jacob A. Ginsberg (Continued)

and contractors in such transactions, at all levels of complexity.

Mr. Ginsberg joined Shulman, Rogers, Gandal, Pordy & Ecker, P.A. in 2004. Prior to joining the firm, Mr. Ginsberg was an associate at the law firms of Bregman, Berbert, Schwartz & Gilday, LLC in Bethesda, Maryland and Ward & Klein, Chartered in Gaithersburg, Maryland, concentrating his practice in the areas of commercial and real estate based lending, real estate and commercial transactions and general business representation.

U.S. District Court for the
District of Maryland