

Lawrence A. Shulman

Retired

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Founding Partner | Shareholder Emeritus

Lawrence A. Shulman is the founding partner of Shulman Rogers and a nationally recognized commercial real estate and leasing attorney whose career was defined by consensus-building, civic leadership and innovative problem-solving. Throughout his career, business owners, real estate professionals, nonprofit organizations and educational leaders turned to Larry not only for legal counsel, but for his ability to navigate complex, multi-stakeholder challenges and drive meaningful change.

Larry was widely regarded for his skill in crafting compromise, building consensus and forming durable solutions, even in highly contentious environments. He earned a reputation as a master negotiator, thoughtful persuader and civic-minded lawyer, often described as a “political bridge-builder,” “trailblazer” and “catalytic force of change.” His calm judgment and ability to work effectively within bureaucratic and political systems made him a trusted resource across both public and private sectors.

Known as a gifted listener with deep respect for all stakeholders, Larry approached problem-solving with creativity and empathy, frequently uncovering opportunities that had not previously been envisioned. His work consistently focused on bringing practical solutions to the table, rather than prolonging disputes.



BAR & COURT ADMISSIONS

District of Columbia
Maryland

EDUCATION

Georgetown University Law
Center, J.D., 1967
Georgetown University, A.B.,
1964

Larry's professional excellence earned broad recognition throughout his career. Chambers USA noted that he was "very well known in the community" and remained a key resource for commercial real estate leasing matters. He was a Fellow of the American College of Real Estate Lawyers and a sought-after lecturer on commercial real estate and leasing topics.

In addition to his legal practice, Larry devoted significant energy to public service and community leadership, particularly in the area of education. He served as the court-appointed mediator in *Vaughns, et al. v. Board of Education of Prince George's County, et al.*, a decades-long school desegregation case, where the court acknowledged "the extraordinary role Mr. Shulman played in helping to bring the settlement about."

Beginning in 1975, Larry helped found five nonprofit education foundations designed to engage the business community in support of Montgomery County Public Schools. In each initiative, he recruited and led groups of business leaders committed to advancing educational opportunities. These efforts included the Montgomery County Students Construction Trades Foundation and the Montgomery County Students Automotive Trades Foundation, both of which became nationally recognized models for vocational education and public-private collaboration.

Larry also played a key role in shaping public policy and government initiatives. He served as Chair of the Governor's Task Force on Procurement, leading statewide efforts to modernize procurement practices, reduce red tape and expand opportunities for small and minority-owned businesses. He later served as Subcommittee Chair of the Public/Private Partnerships Subcommittee of the Governor/Speaker's Task Force on Education Funding Equity, Accountability and Partnerships, and as Vice Chair of the Horizon 21 Information Technology Strategic Planning Steering Committee, a public-private initiative focused on strategic planning for county government technology.

Alongside his legal and civic work, Larry was deeply committed to professional education. He lectured and wrote for the Maryland Institute for Continuing Professional Education of Lawyers and the American Bar Association, and for more than 30 years co-chaired the Georgetown University Law Center's Advanced Commercial Leasing Institute and its predecessor programs.

Recognition

LEGAL

- Distinguished Member of The American College of Real Estate Lawyers (ACREL)
- Who's Who of Real Estate Lawyers (2013 – 2015)
- American Bar Foundation Maryland Fellow (2009 – present)
 - *Membership in an honorary organization (affiliated with the American Bar Association) of lawyers, judges, and legal scholars in the United States whose public and private careers have demonstrated outstanding dedication to the welfare of their communities and to the highest principles of the legal profession. (2009 – present)*
- Maryland State Bar Association Real Property Planning & Zoning Section, "Distinguished Real Estate Practitioner Award"
 - *Award recognizing annually a Maryland real estate attorney who exemplifies the experience, client service, expertise, integrity, collegiality and courtesy that lawyers strive to achieve in their professional lives. (2006)*
- Professional Legal Excellence Award, Maryland State Bar Association
 - *Award annually recognizing extraordinary efforts in the advancement of public service responsibility (2000)*
- Century of Service Award, Montgomery County Maryland Bar Foundation
 - *Award recognizing 25 exemplary judges and lawyers for outstanding service during the Twentieth Century to the legal profession and the community (1999)*

- Bar Association of Montgomery County, Maryland,
Second Annual Professionalism Award
 - *Award recognizing an attorney on an ad hoc basis who demonstrates exemplary professional conduct, qualifications and accomplishments (1992)*

LEGAL LISTINGS

- The Best Lawyers in America Real Estate Law Listing, 2007 – 2023
- Legal Times, Leading Lawyer Award, Real Estate Practice Group (2004 – present)
- Martindale–Hubbell AV Preeminent Rating
- Super Lawyers Real Estate Practice Group (2007 – 2020, MD and DC)

COMMUNITY

- The National Center for Citizen Involvement and ACTION, 1982 President’s Volunteer Action Award
 - *National award presented by President Ronald Reagan at the White House to honor individuals and groups who made unique contributions to their communities through volunteer service and to focus local and national attention on outstanding and innovative volunteer efforts (April 1982)*
- The Washingtonian Magazine,
Washingtonian of the Year
 - *Award presented annually by local city magazine to those members of the community “who lend a helping hand, build bridges of understanding, and put something back into the community” (January 1983)*
- State of Israel Bonds, City of Peace Award
 - *Award presented annually to a leader in the Washington area who has achieved professional success and has displayed an on-going commitment to Israel and the Jewish Community (May 2003)*

- Leadership Montgomery, Leader of the Year Award
 - *Award presented annually by local County Leadership Program “recognizing an individual whose exceptional community leadership has benefited the citizens of Montgomery County” (May 1994)*
- Rockville Chamber of Commerce, Rockville Citizen of the Year
 - *Award presented annually by local city chamber of commerce to a citizen of Rockville for his/her outstanding support of the business community and their longstanding dedication to improving the quality of life in Rockville (November 1996)*

EDUCATION

- National School Volunteer Program, KRAFT and Walt Disney World, 1988 Outstanding Volunteer Award Program
 - *National award presented by U.S. Secretary of Education at Disney World for “outstanding efforts and unselfish dedication” to a local school in a volunteer program in the Business Partner Category (May 1988)*
- National Association of Partners in Education, 1997 McKee Foods Corporation Award for Partnership Leaders
 - *National award presented for leadership role in developing and expanding educational partnerships at the local, state and national level (November 1997)*
- State of Maryland Governor’s Citation
 - *Received from Governor Harry Hughes in recognition of volunteer service to the State Department of Education (April 1982)*
- Montgomery Journal and The Montgomery County Civic Federation Journal Cup
 - *Award presented annually by Montgomery Civic Federation presented to an individual or a group*

(in this case, the Corporate Partnership on Managerial Excellence, led by Mr. Shulman) in the County which has performed an outstanding service to the people of Montgomery County (June 1994)

- Montgomery County Alliance for Educational Excellence, Business-School Partnership Award – Individual Category

- *Award presented annually by independent community-based educational organization to individuals, small businesses and corporations who support educational excellence (May 1996)*

- Montgomery County Education Association Hornbook Award

- *Award presented annually to a non-educator citizen in Montgomery County who has exhibited a high degree of leadership and support for public education (June 1981)*

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