



Kelli Scheid Smith

PARTNER

Kelli focuses on the acquisition, development, financing, sale, and leasing of commercial real estate; corporate structuring, finance, joint ventures, mergers and acquisitions, licensing, and other corporate matters; and sports-related transactions.



Industries

[Fashion & Retail Law](#)
[Hospitality](#)
[Sports](#)

Practices

[Finance](#)
[Pro Bono](#)
[Real Estate](#)
[AFS Center for Justice](#)

Education

University of Virginia School of Law, JD, 2007
Duke University, AB, 2001

Offices

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[Washington, DC](#)

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Clients describe Kelli as someone who quickly understands the specific unique challenges facing their business as well as their overarching goals from a big picture standpoint. They praise her drafting skills, negotiation skills, political savvy, creative problem solving, and strong work ethic.

She is a member of the firm's Consumer Products, Fashion & Retail, Sports, and Venture Capital & Emerging Businesses industry groups.

Client Work

Corporate

- Fashion companies, including Diane von Furstenberg, Diesel, Lacoste, and YSL, in connection with licensing and general corporate matters
- The company behind a celebrity chef's restaurants, hotels, food products, media, educational initiatives, and philanthropy in corporate finance and licensing matters
- F. Korbel & Bros. in connection with the sale of Kenwood Vineyards to Pernod Ricard
- The Science Channel in connection with the acquisition and license-back of the HOW IT'S MADE trademark and related assets

Real Estate

- Goldman Sachs in connection with the acquisition, development, financing, and sale of numerous senior housing, office, and multi-family properties
- The Buccini/Pollin Group in connection with the acquisition, development, financing, and sale of hotel, office, and other commercial properties with an aggregate value in excess of \$1 billion
- A nationwide food distributor, restaurant equipment, and restaurant supply provider in the leasing

of large refrigerated industrial distribution centers

- DSC Partners in the \$167 million acquisition of 15 single-story office, flex, and industrial properties in Chesapeake and Norfolk, Virginia

Sports

- The owner and developer of a multipurpose NFL stadium in connection with naming rights, sponsorship, and suite licensing
- Williamson-Dickie Manufacturing Co. in connection with sponsorship and naming rights with respect to Dickies Arena, home of the Fort Worth Stock Show and Rodeo
- The Brooklyn Nets in connection with the leasing, financing, and development of a multi-million-dollar, 70,000-square-foot practice facility and its media rights deal with YES Network
- A number of NBA teams, including the Atlanta Hawks, Brooklyn Nets, and Charlotte Hornets, in connection with NBA league-wide financing matters

Previous Work

Before joining ArentFox Schiff, Kelli was a financial analyst at FleetBoston Financial (now Bank of America).

Professional Activities

Kelli is the San Francisco Vice Chair of the firm's Pro Bono Committee and a member of the board of The ArentFox Schiff Center for Racial Equality. She also serves as outside general counsel to several non-profit organizations.

Publications, Presentations & Recognitions

Kelli has been named among the "Top Women Lawyers" in California by the *Daily Journal*, has been recognized as a recommended attorney in Real Estate by the *Legal 500*, and was selected as a Rising Star by *Super Lawyers* in 2016, 2017, and 2018.

Kelli was a Hardy Cross Dillard Fellow and served on the editorial board of the *Virginia Tax Review* while at the University of Virginia School of Law.

Life Beyond the Law

Kelli enjoys volunteering. She has been involved with AmeriCorps; Children, Youth & Family Services; Make-a-Wish Foundation; Ronald McDonald House; Special Olympics; the Whitman-Walker Clinic; St. Jude Children's Research Hospital; and Legal Aid Society of DC.

In her spare time, Kelli travels, most recently to San Sebastian, Bordeaux, Brugge, and the Black Forest; goes to Orangetheory Fitness; attempts (but fails) to train Felix, her giant Bernedoodle; and watches college basketball.

Bar Admissions

[California](#)

[District of Columbia](#)