

ROBERT L. YOUNG

PARTNER | BERDING & WEIL LLP

ryoung@berdingweil.com



AREAS OF PRACTICE

Robert L. Young, a Partner with Berding|Weil, practices in the fields of business law/commercial transactions, commercial real estate, entity formation and estate planning. His business law areas of endeavors include negotiations, mergers and acquisitions, structuring of transactions, international business planning, “turn-arounds”, licensing and brand developments in a variety of industries including the wine industry. Mr. Young’s commercial real estate practice includes real estate development, acquisitions, equity and debt financing, leasing, brokerage, renovation and disposition. Estate planning is a practice area to which Mr. Young brings years of both legal and practical experience.

PROFESSIONAL HISTORY

Prior to joining Berding|Weil, Mr. Young was the Managing Partner of the Law Offices of Robert L. Young, a Partner in the law firm of Kay Merkle & Young and a Partner in the law firm of Davis, Craig & Bartalini. He has formed and operated real estate development and property management companies as well as vineyard and winery projects. Prior to his legal and real estate development career, he was a Trust Officer for Wells Fargo Bank and Bank of America.

Mr. Young is a principal in and counsel to various vineyard and winery businesses located in the Napa Valley.

EDUCATIONAL HISTORY

Mr. Young received his *Juris Doctor* from Golden Gate University (Law Review). He was a contributing editor to the school’s annual “California Law Survey”. He obtained his Bachelor of Science degree from Jones University.

PROFESSIONAL AFFILIATIONS AND ACTIVITIES

Mr. Young is a member of the California Bar Association. He is also a member of the International Council of Shopping Centers (ICSC); former member of the East Bay Estate Planning Council; past president and board member of the Alameda Family Service Association and former member of the Children’s Hospital Wills and Bequests Committee; past Board member and general counsel of TRI Commercial Real Estate Services, Inc.; a member of the Orinda Country Club and various other civic and charitable activities.

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SPEAKING/LECTURING

Mr. Young taught business law for Golden Gate University and has been a Guest Lecturer for Children's Hospital Wills and Bequests Committee, the Alameda Family Service Agency and other charitable and community organizations.

REPRESENTATIVE TRANSACTIONS

Negotiated and documented the international licensing of intellectual property rights of a food products company to an international conglomerate.

Negotiated and documented an "employment package" for the CEO of an NYSE company.

Devised the strategic plans and headed the legal team to rescue various companies, including a title company, a beverage company and a commercial real estate firm, and reposition them for sale and conclude the dispositions.

Represented entertainers and professional athletes in various contract negotiations.

Represented a developer in the purchase of land and the development of numerous neighborhood shopping centers throughout the Western United States.

PUBLICATIONS

Mr. Young's published writings include articles as a contributing editor to California Law Survey and to Berding & Weil's *Commercial Real Estate Alert* on various topics.

Since Berding & Weil LLP represents vineyard and winery owners, both in their normal business endeavors and in the acquisition, financing and development of vineyard and winery properties, Mr. Young has published a series of five *Commercial Real Estate Alert* articles that can be accessed by visiting Berding & Weil LLP's Library on this website. These articles commence with an overview of the development of vineyards in Napa County, California and launch into such topics as vineyards as an annual renewable resource, the various factors that must be considered to make wine, how to make the already successful vineyard owner's business even more profitable and the financing issues that must be resolved in the development of vineyards/wineries. Additional articles are planned. The existing articles are as follows:

"Brief Overview of the Development of Vineyards in Napa Valley, California", *Commercial Real Estate Alert* June 2003 issue,

"The Development of Vineyards in Napa Valley, California--Second Installment", *Commercial Real Estate Alert* December 2003 issue,

California Vineyards/Wineries - A Popular Replacement Property Alternative", *Commercial Real Estate Alert* March 2004 issue,

"California Vineyards - The Next Step", *Commercial Real Estate Alert* September 2004 issue, and

"California Vineyards/Wineries - Financing a Winery Development - Alternative to Checkbook Financing: *Commercial Real Estate Alert* October 2006 issue..