



John A. Knab

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John Knab advises clients in a wide range of commercial matters including business organization law (corporations and limited liability companies); government contracting; licensing and other contracts; mergers; acquisitions; equity and debt financings; and other business transactions. He serves as general outside counsel to business organizations and their owners, advising on a range of legal issues, controversies, and opportunities. His clients work in numerous industries.

Many of his clients are small and emerging companies that are based in the Washington, D.C., metropolitan area and provide goods and services for U.S. government procurement. He advises on government contracts and subcontracts, teaming agreements and joint ventures on organizational and financing issues, and on the structure and negotiations of mergers and acquisitions. He has advised clients in numerous transactions, helping them achieve excellent results when they sell their companies.

Mr. Knab represents broadcast and communications tower companies in the negotiation and closing of business transactions, including mergers, acquisitions, divestitures, and business restructurings. In the past years, he assisted in a \$100-million divestiture and sale of a family-owned radio broadcast company.

He also represents many clients in international transactions, either foreign entities doing business in the U.S. or U.S. companies doing business in foreign countries. He has represented Russian, Chinese, and Indian clients in the U.S. From 1993 to 1996, he served as senior American attorney for the Moscow office on an international law firm.

Mr. Knab represents a growing number of musicians, and producers, music distributors, as well as several authors.

Services

- ▶ Emerging Companies and Venture Capital
- ▶ Government Contracts
- ▶ Mergers and Acquisitions
- ▶ Privately Held Companies
- ▶ International Business

Industries

- ▶ Emerging Companies
- ▶ Government
- ▶ Transportation and Logistics
- ▶ Communications, Media and Information Technology
- ▶ Sports, Arts and Entertainment
- ▶ Government Contracts

Education

- ▶ American University, Washington College of Law, J.D., *cum laude*, 1992
- ▶ American University, M.A., Law in International Relations, 1993
- ▶ State University of New York at Albany, B.A., Russian, 1986

Admissions

- ▶ Maryland, 1993
- ▶ District of Columbia, 1995

Languages

- ▶ Russian

Professional Activities

- ▶ Member, Maryland State Bar Association Business Law Section, Subcommittee on Emerging Companies
- ▶ Member, Bar Association of the District of Columbia
- ▶ Instructor, "An Introduction to the Legal System," American Law Institute, 1997-1999
- ▶ Instructor, Introduction to Federal Procurement Law, The Federal Contracting Academy, Montgomery County Community College, 2011

Community Activities

- ▶ Member, East Bethesda Citizen Association, BRAC Committee
- ▶ Den Leader, Cub Scout Pack 255, Chevy Chase, Md.

Events

- ▶ "Negotiating the Deal," National Association of Broadcasters Education Foundation Broadcast Leadership Training Program, Washington, D.C., 2007-2010
- ▶ "Be Aware: Federal and State Securities Rules Apply to Start-up Companies," Montgomery County's Business Innovation Network Luncheon, Shady Grove Innovation Center, Rockville, MD, March 11, 2010

- ▶ "Safety Act for Certified Cargo Screening Facilities," Global Trade and Commerce Association, Air Cargo Security Summit, Orlando, FL, October 28, 2009
- ▶ "Prime Versus Sub Considerations," Maryland Association of CPAs, Annual Government Contractors Conference, Gaithersburg, MD, September 9, 2009
- ▶ "How to Avoid Pitfalls in Government Subcontracts," Garvey Schubert Barer and Macro Solutions, Inc., Garvey Schubert Barer, Washington, D.C., June 24, 2008

Publications

- ▶ "A Stitch In Time: An Annual Audit Will Save You Time And Money," *Small Market Radio Newsletter*, September 2, 2010.
- ▶ "Screening Needs a Stimulus," *The Journal of Commerce*, October 12, 2009.
- ▶ "Subcontractors: Be Careful About Accepting the FAR Clause Requiring a Contractor Code of Business Ethics and Conduct," Garvey Schubert Barer Legal Update, October 1, 2009.
- ▶ "Russian Sports Law," Chapter in *International Sports Law and Business*, Wise and Meyer, Kluwer Law International, 1997.