RICHARD M. KOHN

PRINCIPAL AND FOUNDER

GOLDBERG KOHN LTD.

Richard M. Kohn has made a profound impact on the commercial finance industry through his innovative work in cross-border lending and his enduring commitment to international law reform. He is a founder of Goldberg Kohn Ltd., a Chicago-based law firm designed on a principles-based model that prioritizes mutual respect, trust and collaboration among its lawyers. This philosophy shaped the firm's culture and proved instrumental in creating one of the country's most prominent commercial finance practices.

Kohn's work extends well beyond his firm. As a pioneer in cross-border lending, he recognized early the need for U.S. lenders to expand internationally. In the 1980s, when lending to foreign companies was seen as a major challenge, Kohn advocated for the importance of cross-border lending to enable lenders to meet their borrowers' increasing international financing needs. His efforts helped shift the industry's thinking, making cross-border finance a more standard and efficient part of the commercial lending landscape. He has also contributed significantly to the commercial finance industry, serving for two decades as Co-General Counsel of the Secured Finance Network.

His influence is also felt globally through his work in international law reform. Kohn's contributions to the United Nations Commission on International Trade Law (UNCITRAL) and the International Institute for the Unification of Private Law (UNIDROIT) have helped shape legal frameworks that support modern cross-border finance for small and medium-sides businesses, increasing commerce within countries and promoting cooperation and trust across national and cultural boundaries.

As a Lecturer in Law at The University of Chicago Law School, Kohn inspires future cross-border finance lawyers, urging students to think critically and independently, and emphasizing analysis and judgment over rote execution.

Richard Kohn's unwavering dedication to advancing commercial finance has left a legacy that continues to shape the field.

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