ArentFox Schiff LLP
Attorneys

R. Erica Roque

PARTNER AND FASHION & RETAIL LAW INDUSTRY GROUP CO-LEADER

Erica co-leads the Fashion & Retail group. She focuses on getting the deal done and making her clients look good.

Industries

Fashion & Retail Law
Media & Entertainment
Nonprofits & Associations

Practices

Communications & Technology
Corporate & Securities
Privacy & Data Security
Pro Bono
Tax
— US Market Entry and International Transactions

Education

George Mason University, Antonin Scalia Law School, JD, 2011

The George Washington University, BA, 2004

Offices
Washington, DC

Phone
202.715.8481

Email
erica.roque@afslaw.com

Erica advises clients primarily on corporate and commercial transactions, including technology, distribution, fulfillment, data licensing, and privacy agreements, and corporate structuring and governance. As a recovering CPA, Erica brings over a decade of operational, financial, and auditing experience to her practice. She works with clients in a wide range of industries and at all stages of their life cycles. As a member of the firm's Pro Bono Committee, Erica also has extensive experience with nonprofit clients, advising on formation, tax exemption, and compliance and governance matters.

Client Work

Serves as outside general counsel for numerous fashion companies, including Fila, Alexander Wang, and Diane von Furstenberg, handling corporate governance, technology licensing, trademark, distribution and fulfillment, e-commerce, real estate, employment, and restructuring matters.

Represents clients in various industries with respect to technology transactions, including license and subscription agreements, cloud service agreements, software and website development agreements, professional services agreements, and data privacy agreements.

Advises charities, public welfare organizations, and trade associations, counseling on corporate structuring and governance, membership, contracts, data licensing and privacy, and risk management matters, including managing vendor and partnership relationships.

Managed the negotiation of all broadcast, sponsorship, venue, and production agreements in connection with a major televised fashion show.

Represented a multi-billion dollar American global manufacturer of confectionery, pet food, and other food products in the drafting and negotiating of global outsourcing technology service agreements valued at over $500MM.

Represented a national public welfare organization with 35MM+ members in connection with an affiliation of a public charity to bring the organizations under common control.

Represented a multi-million dollar software company in connection with a merger with its main competitor.

Publications, Presentations, & Recognitions

Publications

— Co-Author, "AI Risks and Rewards for Private Companies," *Private Company Director*, Oct. 25, 2023

— Bloomberg BNA Tax and Accounting Portfolio 5200, Accounting for Not-for-Profit Organizations

— Bloomberg BNA Tax and Accounting Portfolio 5450, Compilations and Reviews of Financial Statements

Presentations

— Fashion and Gaming, Inter-American Association of Intellectual Property, Jun. 29, 2023

Recognitions

— Best Lawyers in America (2025)

— Best Lawyers in America: *Ones to Watch* (2024)

Previous Work

Prior to joining ArentFox Schiff, Erica was a principal at a Virginia-based public accounting firm. Before that, she was a transactional attorney for a Fortune 200 American global technology and services corporation.

Life Beyond the Law

As a lover of TV and most science fiction, Erica can be found most weekends either binge-watching her favorite shows or, if it's July, at Comic-Con.

Bar Admissions

Virginia

District of Columbia