

People



Dale Alexandra Cohen

Partner, Corporate
Franchise and Licensing

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Dale Alexandra Cohen focuses her practice on domestic and international franchising, distribution, and licensing law. Dale advises new emerging brands as well as widely recognized mature brands with respect to structuring and implementing their franchise, distribution, and licensing programs. Her experience includes drafting franchise, master franchise, and license agreements and preparing domestic and international franchise and master franchise disclosure documents (FDDs); securing registration and/or exemptions from applicable franchise and business opportunity laws in the United States and abroad; structuring, drafting and negotiating complex system-wide supplier agreements; establishing and helping to implement domestic and international franchise compliance programs; and, counseling franchisors on a variety of franchise relationship issues, such as franchise termination and strategies to avoid and resolve franchisee disputes.

In addition, Dale routinely drafts and negotiates commercial manufacturing, distribution, and supply contracts across a variety of industries, ranging from the food and beverage industry to the technology, appliances, and retail product industries.

Dale also has a wealth of experience in franchise-related mergers and acquisitions (including assisting private equity firms with the purchase and sale of franchise systems), sophisticated franchise-related financing transactions (including the securitization of a franchisor's royalty stream), and general corporate law.

Published Work and Lectures

- ABA Forum on Franchising: Franchising Heats Up, Speaker, "Key Considerations for Franchising in Specialized Industries and Segments," October 18, 2024
- Women's Franchising Network's (WFN) New York/New Jersey Chapter Webinar, Speaker "International Franchising – Key Business and Legal Considerations," September 24, 2024

Areas of Experience

Corporate
Franchise and Licensing
M&A and Private Equity
Restaurant
Hospitality
International

Education

J.D., Fordham University School of Law, 2012
B.A., Emory University, 2009

Admissions

Bars

New York
New Jersey

Related Content

Akerman Hosts Annual Global Franchise Summer Summit
July 16, 2025

Six Akerman Lawyers Recognized as *Franchise Times* 2025 Legal Eagles
April 01, 2025

Akerman Advises GRAM ABF in Investment
January 15, 2025

- *The Legal 500*, Exclusive Contributor, United States Franchise & Licensing Comparative Guide, 2019-2023
- *The Legal 500*, Country Comparative Guides, Hot Topic: Franchise & Licensing, Author, “Managing Due Diligence For a Franchisor Acquisition in 2023,” November 2023
- Comment in Response to the FTC’s March 10, 2023 Request for Information (RFI) on the Franchise Industry, Co-Author, June 7, 2023
- IFA Legal Symposium, Roundtable Facilitator, “The Use of Social Media Influencers in Advertising the Franchise System,” May 8, 2023
- American Bar Association, Forum on Franchising, Speaker, and Author, “Financing Issues and SBA Loans,” November 2022
- *The Legal 500* Country Comparative Guide 2022, Hot Topic: Franchise & Licensing, Author, “California’s FAST Recovery Act Impact on Fast Food Restaurant Franchisors,” October 2022
- Women’s Franchising Network’s (WFN) New York/New Jersey Chapter, Webinar, Moderator, “Equity Crowdfunding in Franchising,” September 28, 2022
- *The Franchise Lawyer*, Author, “Must Perfect Be the Enemy of the Good? Compliance with the Franchise Agreement’s Notice Provision,” August 5, 2022
- 2022 Denver Franchise Business Network Conference, Moderator, “The Power of Synergy - Opportunities to Partner with Inbound Franchise Systems,” July 15, 2022
- Women’s Franchising Network’s (WFN) New York/New Jersey Chapter, Webinar, Speaker, “COVID-19 Safety Measures: Lessons Learned and Liability Concerns,” October 6, 2021
- *Global Franchise Magazine*, Quoted, “The PRO Act: A Death Knell for Franchising?” September 16, 2021
- International Franchise Association Legal Symposium, Moderator/Speaker/Co-Author, “Franchising and Private Equity,” May, 2021
- New York Bar Association, Business Law Section, Speaker, “COVID-19’s Impact on Franchising,” September, 2020
- *The In-House Lawyer*, Franchise & Licensing, Author, “Financial Performance Representations in the Time of COVID-19,” September, 2020
- *The In-House Lawyer*, Franchise & Licensing, Author, “United States: Franchise & Licensing Comparative Guide,” September, 2019 and 2020
- *The In-House Lawyer*, Franchise & Licensing, Author, “Are Franchisees Now Employees of their Franchisor?” September, 2019
- International Franchise Association Legal Symposium, Moderator, “Trademark and Internet Branding: Promoting and Defending a Franchise Reputation Online,” May, 2017
- International Franchise Association Legal Symposium, Co-Author, “Basics Track: Registration & Disclosure,” May 2016
- *Franchise Law Journal*, Co-Author, “A Franchisor Is Not The Employer of Its Franchisees or Their Employees,” Vol. 34, No. 4, 2015

Affiliations

- American Bar Association, Forum on Franchising, Member
 - Publications Committee – Board Member
- International Franchise Association (IFA), Member

- Legal Symposium Task Force Member, 2017-2019
- Women's Franchise Network Committee for New York and New Jersey, Co-Chair

Honors and Distinctions

- *Best Lawyers*, 2021-2025, Listed in New York for Franchise Law
- *Super Lawyers* Magazine, 2015-2023, Listed in New York as a "Rising Star" for Franchise/Dealership
- *1851 Franchise*, 2024, Featured as One of the "Top Franchise Legal Players"
- *Global Franchise* Magazine, 2023, Named as One of the "50 Era-Defining Women to Watch in 2023"
- *Franchise Times*, 2021-2025, Recognized as a "Legal Eagle"
- *Who's Who Legal*, Listed for Franchise Law, 2021-2023

Ranking Methodologies