

NATIONAL & MULTI-SITE REAL ESTATE CAPABILITIES



The attorneys in Hodgson Russ's Real Estate & Finance Practice Group regularly counsel the firm's clients with respect to owned and leased real estate throughout the country. This representation covers the gamut of real estate needs of our clients, including representation on real estate brokerage contracts; construction agreements; real estate issues for mergers and acquisitions; purchase and sale of commercial real estate; commercial real estate financing; and office, industrial, and retail leasing and subleasing.

Although our firm is headquartered in New York State, many of our clients seek our counsel for their entire U.S. real estate portfolio, utilizing local counsel under our supervision where necessary for state-specific issues. Our clients have found that utilizing our firm for all of their U.S. real estate needs is efficient and extremely cost effective. Among other things, it allows us to understand the business practices and strategic goals of our clients so we can, in turn, better help our clients achieve their real estate objectives. Because of our experience with real estate matters throughout the United States, we have developed extensive networks of brokers, surveyors, local counsel, and other professionals with whom we regularly interact.

The attorneys in the Real Estate & Finance Practice Group are available to work on transactions of all sizes, scopes, and levels of complexity and have the depth to handle multi-site, multi-state, deadline-driven real estate transactions. We have extensive experience in drafting and negotiating retail, office, and industrial leases, including ground leases and subleases; real estate brokerage commission and listing agreements; a range of construction agreements; and financing documents, including mortgages and sale leaseback documents. Other services include reviewing site investigation materials, including title reports, surveys, covenants, easements, and environmental reports; structuring sale/leaseback transactions; and supporting and tracking site investigation and contingency deadlines.

We can assist at any stage in the transaction, including negotiating deal terms, overseeing due diligence, drafting contract and closing documents, and ultimately handling the closing. For some clients, we handle only a portion of the transaction, offering support to their in-house legal and real estate teams. For other clients, we handle a wider range of matters, as needed. In other words, we can do as much or as little as each client needs. We make available to our clients, to suit our clients' particular needs, attorneys and para-professional staff with varying levels of experience.

Notable examples of national and multi-site real estate projects handled by our attorneys include:

- Real estate counsel to a publicly traded bank with assets of \$13.9 billion, which was recently named one of 50 largest banks in the country. Over the past 12 months, attorneys in the Real Estate & Finance Practice Group have assisted this client with the acquisition and development of approximately 175 branches.
- U.S. real estate counsel for a privately held international financial institution with offices and retail locations throughout the United States, including facilities in airports, U.S. ports, and other specialty retail locations
- Lead outside counsel for a Nevada- and Arizona-based retailer with convenience store, gas station, auto servicing, and casino holdings throughout five states.
- U.S. real estate counsel to a New York Stock Exchange traded international manufacturing company with both owned and leased facilities in 19 states. The scope of this representation extends to all real estate transactions affecting the parent and its various operating divisions, including mergers and acquisitions, site acquisition and disposition, and construction of new facilities.
- U.S. real estate counsel to New York Stock Exchange traded international aerospace engineering company with operations in 10 states. Attorneys in our Real Estate & Finance Practice Group handle all of the domestic real

estate transactions for this client, including mergers and acquisitions, leasing, and site acquisition and disposition.

- Real estate counsel to a national owner, developer, and operator of high-end hotel properties. This representation includes handling all acquisition, disposition, financing, and construction transactions relative to the client's 38 hotel portfolio.
- Primary outside counsel for a large regional supermarket chain with locations throughout New York and Pennsylvania. This representation involves negotiation of comprehensive retail shopping center leases and related agreements, including license agreements for banks and other similar third-party vendors with embedded operations in the client's retail facilities.
- Real estate counsel to a 19-store specialty retail client that serves as the anchor tenant in multi-tenant shopping facilities owned and developed through an affiliated real estate development company. This representation involves negotiation and drafting of all lease, parking, and financing documentation.

- Representation of numerous 1031 investors in the purchase, sale, leasing, and financing of various retail properties throughout the United States.
- Representation of a Canada-based food retailer in connection with various U.S. leasing matters.

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Prior results do not guarantee a similar outcome.