

Real Estate Representative Experience

- » Acquisition of numerous residential units for non-profit housing agency engaged in housing for mentally ill
- » Acquisition of numerous radio stations, including office and antenna sites (owned and leased) as part of an aggressive mergers and acquisition roll-up strategy
- » Acquisition of commercial property for non-profit training offices
- » Acquisition of large commercial building for union hall offices
- » Acquisition of manufacturing facility for automotive industry vendor
- » Acquisition of commercial office building for insurance services offices
- » Acquisition of 60-acre site with the seller constructing build-to-suit call center facility
- » Acquisition of assets of \$9.7M iron foundry and affiliated industrial facility
- » Disposition of water and wastewater utility operations to a governmental entity, including numerous parcels of real property and related improvements
- » Disposition of numerous related bottled water companies, including the assignment of a lease to real property on Whistler Mountain used for water supply and leased from the Canadian government
- » Disposition of commercial warehouse and office facilities
- » Disposition of retail re-development property
- » Disposition of large office park complex
- » \$23M Sale/leaseback of active industrial facility
- » Responsibility for the real estate transactions relating to a regulated water and wastewater utility with more than 3,600 fee, leasehold and easement interests

Financing

- » Lender representation in several commercial loan transactions structured as sale leasebacks of commercial properties
- » Lender representation in loan modification for rehabilitation of low-income housing project
- » Borrower representation in \$12.5M refinancing of manufacturing enterprise and facilities
- » Borrower representation in \$11M refinancing of large warehousing facility
- » Borrower representation in \$4.7M Machinery and Equipment Loan Fund loan from the Pennsylvania Department of Community and Economic Development
- » Borrower representation in various government funding programs including loan transactions through the Machinery and Equipment Loan Fund (MELF), Pennsylvania Industrial Development Authority (PIDA), Business in our Sites Program (BOS), Water Supply and Waste Water Infrastructure Program (PennWorks) and Building PA program
- » Borrower representation of commercial developer in connection with \$17M construction loan, \$12M construction loan, \$10M secured line of credit, \$2.5M unsecured line of credit and \$3.175M mortgage loan
- » Borrower representation of real estate investment and management company in connection with \$11M construction loan

Development

- » Developer representation in planned nine-story commercial office building project
- » Developer/land owner representation for 400+ unit planned residential community
- » Water and wastewater utility company representation in negotiation of numerous development agreements with commercial and residential developers
- » Developer representation with the acquisition of land from City of Pittsburgh's Urban Redevelopment Authority and related site preparation
- » Developer representation in long-term ground lease and professional office building development
- » Developer representation in various complex government/competitive bidding development projects
- » Joint venture between major construction company and developer for \$350M enhanced use lease project
- » Extensive experience negotiating AIA contracts with architect and contractors