

Ballard Spahr
LLP



Real Estate Leasing

Negotiating and Documenting
Lease Transactions Nationwide

A completed lease negotiation marks the beginning of a business relationship for our clients—not the end.

We work with our clients to create solutions that respect and support their business objectives.

Even in the most complex transactions, we anticipate and address business concerns, respect budgets and deadlines, and respond promptly and effectively.

Members of our leasing team have completed an impressive number and range of transactions, including the representation of:

RETAIL

- A national retailer in lease negotiations for 40 build-to-suit stores and self-developed sites
- A large REIT in the redevelopment and repositioning of a major regional shopping center
- The franchisee of a nationally known retailer in negotiating 38 retail leases over a two-year period

OFFICE

- A national cable television company, as tenant, in a complex lease negotiation for its 1.2 million-square-foot headquarters. The project included complex lease and tenant fit-out negotiations and assistance with the purchase of specialty components.
- Institutional owners of high-rise office buildings in preparing and negotiating tenant leases
- Privately and publicly held telecommunications companies, as tenants, in negotiating complex leases for data centers, call centers, network operations centers, and other facilities

INDUSTRIAL

- A national developer of industrial warehouse space in negotiating leases for millions of square feet of space nationwide
- A major developer in the leasing of a 2 million-square-foot warehouse distribution park, including build-to-suit leases with a food distribution company and a national electronics retailer
- A distributor of motor vehicle parts, as tenant, in the negotiation of numerous warehouse leases from coast to coast

INSTITUTIONAL/SPECIAL PURPOSE

- A national developer in lease negotiations with several federal agencies as tenants for a 1.5 million-square-foot project in Washington, D.C.
- The developer of an \$80 million, multi-building life sciences and technology park for a large southeastern university
- The developers of a mixed-use, public-private venture on more than 400 acres, which now includes over 2.8 million square feet of finished industrial, office, and retail space
- A city, as ground lessor, in the negotiation of a long-term lease for construction of a Major League Soccer stadium



A NATIONAL LAW FIRM

Our real estate leasing team draws on the experience of lawyers across many of the firm's practices, including:

- Bankruptcy
- Business and Finance
- Construction
- Distressed Real Estate
- Environmental
- Housing
- Litigation
- M&A/Private Equity
- Public Finance
- Real Estate Development
- Real Estate Finance
- Real Estate Tax



Because we have decades of experience representing both landlords and tenants, we deliver timely and practical solutions for the most challenging lease transactions.

Ballard Spahr represents property owners and tenants in retail, industrial, office, government, and special-use leasing matters. Our leasing experience includes transactions ranging from big-box and anchor stores to sports stadiums, warehouse and transportation facilities, and major urban office buildings. We structure and negotiate build-to-suit leases, ground leases, and “green leases.” We also negotiate lease workouts and protect the interests of landlords and tenants in bankruptcy matters.

Whether it’s a build-to-suit lease for a million-square-foot industrial warehouse in Atlanta, a “green” office building lease showcasing an owner’s sustainability objectives in Denver, a public-private partnership for a major university in the southeast, or a national retailer’s big-box lease in Los Angeles, our work demonstrates the skills and experience to address the most demanding challenges.

THE REAL ESTATE PRACTICE AT BALLARD SPAHR

Our leasing team is anchored in a comprehensive real estate practice that represents clients in finance, development, zoning and land use, construction, environmental, tax, and bankruptcy matters. With offices in key eastern and western U.S. markets, Ballard Spahr has structured and closed real estate transactions in nearly every state in the nation.

OUR EXPERIENCE

- Office leases
- Industrial leases
- Retail leases
- Credit tenant leases
- Entertainment complex leases
- “Green” leases
- Government leases
- Ground leases
- Sale and leaseback transactions
- Special use leases
- Sports facility leases
- Transportation facility leases

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