

THOUGHT LEADERSHIP

NEWS RELEASES

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Industry

Real Estate,
Development, &
Construction

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Former Attorney for One of the Nation's Largest Mall Real Estate Investment Trusts Joins Husch Blackwell in Chattanooga

Husch Blackwell welcomes Wendy M. Proctor to its Chattanooga, Tenn. office, as senior counsel on the firm's Real Estate, Development & Construction team.

With a deep working knowledge of real estate law and keen understanding of REITs, Proctor focuses on reviewing, negotiating and drafting complex lease agreements for Husch Blackwell clients.

Proctor is a former in-house real estate counsel for both large retail organizations and developers, including one of the nation's largest REITs. Prior to joining Husch Blackwell, Proctor worked for a national retailer negotiating both corporate and non-corporate leases, with a managed portfolio of \$15 million. Her ability to develop and maintain relationships with legal counterparts and brokers, REITs and developers, has been a critically significant asset at the negotiating table.

Many aspects of Proctor's prior practice required her to possess a broad knowledge of leasing for both Build to Suit and As-Is locations. Her experience also extends to post-execution issues, including estoppels, SNDAs, defaults, prohibited use violations and enforcement of lease provisions.

Proctor received her J.D. from University of Tennessee College of Law in Knoxville, Tn., her M.B.A. from Rockhurst University, Kansas City, Mo. and her B.A. from the University of St. Thomas, Houston, Texas, *magna cum laude*. She has bar admissions in both Tennessee and Missouri.

"We're excited that Wendy has joined us. She brings important, in-depth real-estate experience. Her significant experience with REITs, leasing, with retail

organizations and with developers will create both measured opportunities and ardent protection for our clients," said Michael Alston, managing partner.