HUSCH BLACKWELL

# Daniel L. Bray

**PARTNER**

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**OVERVIEW**

## Clients appreciate Dan's creativity, efficiency, and responsiveness. He gets financing deals done, even in the most challenging transactions.

Dan leads Husch Blackwell's Banking & Finance team. In his second decade of practice, Dan represents lenders and borrowers in all aspects of commercial real estate lending. Dan focuses on understanding each client's industry, its business goals, and its unique risk tolerances. Through creative problem-solving and consensus-building, Dan gets clients' deals done.

Lenders and borrowers trust Dan to represent them in the origination and servicing of construction, bridge, mezzanine, and permanent loans, including CMBS, syndicated, and participated credit facilities. Dan is knowledgeable about loans secured by multifamily, office, industrial, and retail properties. He is especially knowledgeable in the fields of storage, manufactured housing, hospitality, resort, and senior housing properties. He also helps clients resolve troubled commercial real estate loans, through loan sales, workouts, foreclosures, collections and lender-liability litigation, mechanic's lien litigation, contested receivership litigation, bankruptcy representation, and REO sales.

*"Dan is very knowledgeable and has a good understanding of the market. He does a great job of communicating complex matters in understandable terms."*

— Chambers USA 2024

## Industry

Financial Services & Capital Markets

## Services

Banking & Finance
Corporate
Corporate Real Estate
Data Centers
Financial Services Litigation
Insolvency & Commercial Bankruptcy
Real Estate Finance
Self Storage
Special Situations & Opportunistic Investing

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Dan's representative experience includes:

- Represented a private self-storage REIT in negotiating a $1.3 billion CMBS SASB loan, secured by 136 self-storage properties across the United States.
- Represented a publicly traded self-storage REIT in negotiating a $320 million mortgage and mezzanine loan from a life company lender, secured by 66 self-storage properties across the United States.
- Represented net-lease private equity fund in connection with the negotiation and closing of six construction loans, in the aggregate amount of $314.5 million, for the construction of warehouse distribution and last mile facilities under build-to-suit leases with a global e-commerce company.
- Represented an EB-5 fund the documentation and due diligence of a $115 million mezzanine loan and preferred equity investment for the construction of a hospitality project in California.
- Represented a private industrial REIT in negotiating a $105 million term loan from a life company lender, secured by 7 industrial properties across the United States.
- Represented joint venture between senior housing company, lending company, and construction company in acquisition of land and construction financing for $90 million mixed use project, consisting of a senior housing facility, ground floor retail, and related parking.
- Represented bank in connection with the negotiation and closing of a $88 million syndicated construction loan for the construction of luxury condominiums.
- Represented bank in the origination of a $72 million term loan to a life insurance company, which financed a portfolio of 37 properties in Kansas City, Missouri.

Before practicing law, Dan received a master's degree from School of Advanced International Studies (SAIS), The Johns Hopkins University, with a specialization in international finance. Dan worked for several years in the areas of business valuation, quantitative modeling, and price and risk forecasting at The International Finance Corporation (World Bank Group), The Export-Import Bank of the United States, ICF International, and McGladrey. His hands-on experience in the finance industry continues to benefit clients today. He intuitively understands what clients need and how outside counsel can best help them succeed.

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## Case Study

# U.S. Beef & Platform Ventures

Husch Blackwell served as buyers' counsel in the $118 million purchase of the Plaza Vista Office Building in Kansas City.

## Experience

- Represented national and international lenders in reviewing and negotiating several unsecured syndicated credit facilities, in excess of $100 million.
- Documented, performed due diligence and closed over $80 million in commercial loans for community banks and bridge lenders.
- Negotiated and documented over $150 million in complex, creative workouts for distressed commercial loans for regional and community banks.
- Documented and successfully completed over 75 commercial foreclosures for regional and community banking clients.
- Represented regional bank in obtaining relief from stay in contested Chapter 11 cases.
- Represented self-storage REIT in a refinancing of a portfolio of self-storage properties in California by a life insurance company, addressing complicated California tax issues. Negotiated a structure that was acceptable to all parties, avoided additional taxation and helped client acquire additional self-storage assets.
- Represented real estate investment firm in its $900 million sale of a majority stake in a portfolio of predominantly industrial and office properties.
- Represented a private self-storage REIT in negotiating a $1.3 billion CMBS SASB loan, secured by 136 self-storage properties across the United States.

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## Recognition

- *Chambers USA*
  - Banking & Finance, 2022-2026
- *The Legal 500 United States*
  - Real estate finance, Recommended lawyer, 2023-2026
- *IFLR 1000 United States*
  - Banking and finance (Colorado), Highly Regarded, 2024 and 2025
- *Business Today*, Top 10 Most Influential Banking & Finance Lawyers in Colorado, 2023

## Education

- J.D., University of Iowa College of Law
  - Order of the Coif
- M.A., Johns Hopkins University
  - International Economics & International Relations, School of Advanced International Studies
  - with honors and distinction
- B.A., University of Iowa
  - History
  - with honors and high distinction

## Admissions

- Colorado
- U.S. District Court, District of Colorado

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*Chambers USA* 2026

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