HUSCH BLACKWELL

Erin P. Hughes

PARTNER

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OVERVIEW

Erin helps clients effectuate their business plans through leasing and acquiring real estate. She takes great pride in making sure deals do not die on her watch.

With a focus on real estate's role in business growth, Erin works with property owners, operators, tenants, landlords, developers, healthcare providers, and private equity funded companies nationwide as they navigate leasing, development, and the real estate components of merger and acquisition transactions. Although she works with clients across a wide array of industries, Erin is particularly experienced in the retail, hospitality, and restaurant industries. She guides clients through real estate transactions at every stage of their businesses, supporting companies throughout the corporate lifecycle.

In addition to her work in retail and hospitality, Erin devotes a significant portion of her practice to healthcare real estate transactions throughout the country. For more than a decade, Erin has worked with clients in the healthcare sector, having found a particular niche assisting private equity-funded healthcare companies in acquiring medical practices. Erin threads the needle between the nuances of the healthcare industry and the need for speed in the private equity world. She gets these clients, their sellers, their landlords, and their deals to yes so they can get their deals closed—a rare feeling in such a highly regulated sector.

Erin first began her legal career in corporate law, working with mergers and acquisitions and securities offerings. Her background shaped a practical perspective on real estate's place in broader business plans, and she maintains a focus on clients' future goals. Erin's foundation in corporate

Industry

Real Estate, Development, & Construction

Services

Corporate
Healthcare Real Estate
Hospitality
Retail Real Estate

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law allows her to support business owners and operators as they use real property to drive business objectives.

Erin had long known that she wanted a career in transactional law, but her origins were in real estate. Prior to law school, she worked with a real estate developer who helped kick off a major development boom in Knoxville, Tennessee. Erin was inspired by the ways real estate can transform communities. She's seen this impact firsthand in her hometown of Nashville, where she especially loves contributing to urban development projects and the restaurant and hospitality projects that make Nashville a great place to live, work, and play.

Clients value Erin's enthusiasm for their plans and her ability to understand business goals, and how they can flex real estate to achieve those goals. Erin loves to bring clients' visions to life, providing steady guidance and clear communication from developing a plan to closing.

Experience

- Assists a locally-owned, entrepreneurial Nashville brewery client in buying and leasing locations across the city to achieve their strategic growth objectives.
- Represents a founder grown physical therapy provider in the negotiation and drafting of each individual lease as client grew from seven locations to 50.
- Represents a coffee boutique franchisee owner effectuating her growth-minded business plan to expand to multiple Midwest and Southern locations.
- Represented owner and operator in refinancing of boutique Nashville hotel.
- Works frequently with a variety of retail clients in negotiating leases to secure their desired locations.
- Has secured thousands of desired healthcare, mixed-use, restaurant, and retail locations for businesses through goal-oriented negotiations of leases and acquisitions.
- Oversaw a $2 billion acquisition of 16 hospitals across three states on behalf of a REIT.

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Education

- J.D., University of Memphis Cecil C. Humphreys School of Law
  - *magna cum laude*
- B.S., University of Tennessee
  - *magna cum laude*

Admissions

- Tennessee

Community Leadership

- Nashville Civic Design Center, Board of Directors
- Centennial Park Conservancy, Advisory Committee, former Board of Directors

2025 Pro Bono Contributor

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