

CORPORATE REAL ESTATE



Whether leased or owned, costs associated with corporate real estate are often among an organization's largest expenses. Our corporate real estate attorneys help clients realize value for every dollar invested in their real estate portfolios by delivering innovative, cost-efficient solutions.

Our corporate real estate team is alert to broader issues of corporate portfolios, such as accounting, insurance, corporate approvals, compliance, and operations. When funding is required, we bring a deep knowledge of the intricacies of mortgage and construction loans, revolving lines of credit, municipal bonds, and sale leasebacks. We also have extensive experience with corporate real estate development incentives, identifying the programs for which each project is eligible and then building the relationships with state and local officials that make them happen.

Case Studies

U.S. Beef & Platform Ventures

When U.S. Beef, formerly the largest franchisee of Arby's restaurants in the U.S., sought to shift its business focus after selling its restaurant assets in December 2018, it partnered with Platform Ventures, an investment firm, to acquire the Plaza Vista Office Building, located on the west end of Kansas City's iconic Plaza District, from EverWest Real Estate Investors. The deal proved to be incredibly complex, and U.S. Beef and Platform turned to Husch Blackwell for guidance in turning their plans into reality.

Jacobs Engineering Group

"The lawyers are more than just advisors, they are partners in achieving our goals. They are always extremely knowledgeable and exceptionally effective."

— Chambers
USA 2018 —

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Jacobs Engineering had a compelling case on paper for relocating its corporate headquarters from California to Texas; however, such moves are complex, particularly when your company is one of the largest engineering firms in the world with over 50,000 employees. Jacobs turned to Husch Blackwell for assistance in making the move.

The Western Union Company

In order to develop new solutions to the burgeoning challenges associated with the limited resources and bandwidth of its corporate legal department, particularly those related to contracts across multiple functional areas and business units, Western Union needed new approaches to a very old problem.

Missouri Annual Conference of the United Methodist Church

When the oldest United Methodist church in Kansas City, Missouri, explored how to reinvigorate and refresh its presence in the community, its leadership decided that becoming a satellite location of the largest United Methodist church in the country— The United Methodist Church of the Resurrection, based in neighboring Kansas—would be the best option, but much work was required to make that dream a reality.

Our guidance to clients in the corporate real estate sector includes:

- Campus planning and development
- Construction
- Development incentives and tax credits
- Document analysis and drafting

Environmental matters

Facilities operations

Financing

Lease negotiation and administration

Purchase and sale transactions

Experience

\$2M Client Savings

\$22.5M Client Savings

\$2.9M Client Savings

Representative Experience

Represented Dairy Farmers of America to secure 10-year, 75 percent tax abatement; \$1 million in STAR bonds; and sales tax exemptions on construction materials for their new corporate headquarters.

Structured P3 arrangement and negotiated primary agreements for design, development, funding and use of new \$477 million, publicly-owned arena for the city of Sacramento and the NBA's Kings.

Assisted H&R Block in moving its corporate headquarters, a project involving \$150 million in financing, the purchase of real estate from Kansas City, Missouri, and state and local incentives.

Assisted MasterCard in the development, construction and

financing of a 500,000 square-foot global operations and technology center. Negotiation of a complex leasing structure designed to facilitate tax abatement assistance also was involved. The project later earned a LEED Gold rating for its sustainable practices and features.

Assisted a leading plastic container manufacturer with site development, incentives and related transactional details for construction of a 135,000-square-foot manufacturing, warehouse and distribution facility in Pennsylvania. Obtained funding proposal from the state's economic development agency, which included property tax abatement and job creation tax credits.

Represented Harsco Corp., a multinational corporation with operations in mining, manufacturing and transportation, in sale of industrial property. Sale was complicated by the fact that transaction required approval and clearance from Wisconsin Department of Natural Resources for voluntary clean-up of the contaminated site. We represented Harsco in its negotiations with the buyer, city and state and were able to address the needs of all concerned parties.

Assisted with transfer of more than 25 properties associated with M&A transaction for Fortune 500 company, coordinating local counsel in foreign jurisdictions. The divestiture helped the client focus on maximizing the strength of its global cross-border payments platform and financial network.

Represented water technology provider in the negotiation of a build-to-suit lease with construction financing baked in, providing client leverage to get project completed.

Represented a privately owned cleaning products company with its redevelopment and expansion of a corporate headquarters, including a manufacturing and distribution complex, in St. Joseph, Missouri. Worked with the client and the state of Missouri to develop an environmental risk remediation plan and secure Brownfields Tax Incentives to help with the expense.

Advised a Fortune 25 company on the development of its corporate headquarters consisting of five buildings containing 1 million square feet of office and operations space.

Represented a private equity fund in the sale and lease back of a 10-acre industrial property in Michigan that would be used for a subsidiary.

Assist with industrial leasing for a Midwest-based third-party logistics company's national portfolio of distribution centers, representing the tenant.

Assist with office leasing for a Midwest-based infrastructure design firm's national portfolio of office space, representing the tenant.

Assist with industrial leasing for a Midwest-based appliance parts distributor's national portfolio of industrial space and distribution centers, representing the tenant.

Represented one of the largest privately owned dairy producers in the county, in a build-to-suit lease deal for a cold storage distribution facility, including assistance in acquiring the land, selling the land to a developer, and negotiating the build-to-suit lease worth more than \$300 million.

Represented Conagra Brands in the \$500 million

redevelopment of its Omaha campus.