

A photograph of a modern, multi-story building at dusk. The building features large glass windows and balconies, some of which are illuminated from within, casting a warm glow. The sky is a deep blue, and the foreground shows a paved area with a street lamp and some landscaping. The overall scene is a mix of cool blue tones and warm yellow/orange tones from the building's lights and street lamps.

HUSCH BLACKWELL

REAL ESTATE, DEVELOPMENT
& CONSTRUCTION



Named to the BTI Client Service A-Team 2016, honoring exceptional service by corporate counsel at Fortune 1000 and other large organizations.

MALL REDEVELOPMENT TENANT DEMANDS ROI PRESSURE DEAL COMPETITION

DEEP IN YOUR FIELD

The drive to build the future, create value and provide a return on investment connects real estate, development and construction projects of all size and scale. *Although achieving these goals can be challenging as the landscape shifts, complex times also offer opportunities and potential rewards for forward-thinking businesses.*

Business leaders expect their trusted partners to understand their industry. Our skilled advisors know how to navigate projects and deliver results. We are advocates who can innovate and negotiate solutions to the most sophisticated challenges.

Clients rely on our industry-first structure. The nearly 100 attorneys on our Real Estate, Development & Construction team offer decades of combined experience. Our understanding of your industry is deep and broad, which means we can help you identify opportunities and overcome obstacles. The result? You'll achieve your business objectives more quickly and efficiently.

Industry leaders of today and tomorrow rely on Husch Blackwell. We are fully focused on advising businesses in the following areas:

- Construction and design
- Corporate real estate: domestic and international
- Government contracts
- Housing: affordable, multifamily, senior and student
- Land use: state and local government
- Levee and flood protection
- P3 and tax credit-financed developments



"Husch Blackwell has provided us with excellent and experienced legal representation in sophisticated transactions, unique land-use issues and just about every other aspect of our company."

— Chief Legal Officer for national shopping mall developer

TAX INCREMENT FINANCING
DEEP IN RESULTS

GOVERNMENT APPROVALS

NEW-MARKETS TAX CREDITS

Basketball Arena Fit for Kings

Situation The city of Sacramento and the NBA's Kings sought to create a public-private partnership to build a new arena at the site of the largely defunct Downtown Plaza. As lead outside counsel to the city, our team structured the P3 arrangement and negotiated the primary agreements for the design, development, funding and use of the arena.

Result The \$477 million publicly owned, multiuse arena is the catalyst for the redevelopment of Sacramento's Downtown Plaza. It will anchor an entertainment district that will draw visitors to downtown Sacramento for years to come.

Green Development Transforms Rail Yard

Situation Our client sought to build a sustainable apartment complex in the River Market area of downtown Kansas City, Missouri. Our incentives team assisted the client with public financing that included city grant funds, tax abatements and low-income housing tax credits.

Result The project promises to transform what was once a gritty railroad yard into a vibrant neighborhood. It also restores the historic street grid of the River Market, where Kansas City was born.

Vacant Missouri Mall Is Repurposed

Situation Northwest Plaza Shopping Center in Missouri, at one time the largest mall in the country, had fallen on hard times. Tenant departures and other market changes created an opening for redevelopment of the 125-acre property. Raven Development called upon Husch Blackwell's real estate team to assist.

Result Our team negotiated the acquisition of the vacant mall, as well as leasing and sale transactions. We assisted our client in arranging financing for the \$106 million, multiphase project and in securing significant federal, state and local incentives.

Historic Train Station and Hotel Get a Facelift

Situation When Lodging Hospitality Management bought the St. Louis Union Station and hotel, it embarked on a magnificent restoration and redevelopment project. Our team assisted with the acquisition and financing, including securing \$5 million in New Markets Tax Credit funds.

Result The \$50 million project included updates to all 539 hotel guest rooms and restoration of the sweeping archways, frescoes, mosaics and art-glass windows in the station's historic Grand Hall.

Incentives Help Build New Headquarters

Situation Dairy Farmers of America (DFA) wanted a new corporate headquarters in Kansas City, Kansas, for its 325 employees. We represented the dairy cooperative to secure a 10-year, 75 percent tax abatement; \$1 million in STAR bonds; and sales tax exemptions on construction materials.

Result DFA employees will work in a state-of-the-art building designed to LEED standards that pays tribute to the sustainable practices farmer-owners employ on their dairies.

Navigating the Path to Development

Situation A Wyoming landowner sought to have 1,300 acres annexed into the adjacent city and rezoned to accommodate a mixed-use development with a long-term buildout. Our team assisted with the complex land use and zoning issues.

Result The city approved the annexation, customized PUD zoning and vested rights for 25 years. The development will provide 1,800 new homes, hotels, restaurants and stores, as well as open space, parks and trails.



Selected in 2016 for National Tier 1 ranking in Real Estate Law by *U.S. News-Best Lawyers*.

CONTRACT BID DISPUTES CONSTRUCTION DELAYS FEDERAL CONTRACTS FINANCING
DEEP IN RESULTS

Public-Private Pipeline Keeps Water Flowing

Situation To deal with the increased demand for water in San Antonio, Texas, the Vista Ridge Consortium was formed to transport groundwater from 142 miles away. Our public-private partnerships team was tapped to represent Garney Construction in the consortium.

Result The \$3.4 billion, 30-year pipeline project allows the city of San Antonio to sustain burgeoning population growth and sets an example for other P3 water projects in the United States.

Energy Company Resolves Issue in Nepal

Situation A project in Nepal was the first U.S.-sponsored, internationally financed run-of-the-river hydroelectric plant. The contractor building the plant asserted \$40 million in claims against our client, Panda Energy International Inc.

Result The matter was resolved favorably for Panda through mediation conducted by a retired judge from the Australian Supreme Court under the rules of the United Nations Commission on International Trade Law (UNCITRAL).

New Teaching Hospital Takes Shape in Texas

Situation Travis County Health Care District (aka Central Health) wanted to construct a new teaching hospital. The project needed a complex long-term ground lease with the University of Texas System and a corresponding sublease with Seton Family of Hospitals.

Result The new \$300 million hospital will start delivering healthcare services in 2017. The tri-party arrangement also has sparked the development of a medical district/innovation zone in downtown Austin.

FEMA's Decertification of Levees Is Blocked

Situation The Federal Emergency Management Agency (FEMA) notified some U.S. communities that as part of a national map modernization program, the agency intended to decertify certain levees. This would require mandated homeowners' flood insurance of \$50 million per year. On behalf of all the impacted communities, our team brought suit against FEMA to invalidate proposed maps that would decertify one of the country's major levee systems.

Result The federal agency—for the first and only time—shelved its proposed maps.

REIT Buys Open-Air Center in Premier Location

Situation CBL & Associates Properties Inc. sought to acquire Mayfaire Town Center and Community Center, a premier open-air shopping center in the affluent coastal market of Wilmington, North Carolina. Our team provided significant transactional and land use work associated with this purchase.

Result The transaction closed, making it one of the largest ever deals for CBL at \$192 million cash purchase. The Center now generates more than \$200 million in annual sales, placing it in the Tier 1 asset pool for CBL's REIT.

Engineering Corporate Office Space Savings

Situation The global corporation Jacobs Engineering leased and owned more than 400,000 square feet of office space in three Dallas-Fort Worth locations. The leases were expiring, and with our support, Jacobs sought to consolidate 750 employees into 150,000 square feet.

Result Jacobs saved millions in overhead costs. Our team completed a complex transaction to downsize into smaller locations, obtain financial incentives and commence the new leases simultaneously with the expirations for the current locations.

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Industry First. Husch Blackwell is completely organized around your business. Other law firms talk about understanding the client's industry. For us, it's at the core of how we function, starting with the organization of our entire operation into industry teams. Placing your interests ahead of our own,

we take a fully integrated team approach to deliver greater efficiency and higher value, going deep into your particular industry. We identify risks and explore emerging opportunities to help your business thrive, now and into the future. Simply stated, your industry is our business.

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