

Real Estate

White and Williams Real Estate Group is comprised of highly respected, sophisticated lawyers with extensive industry knowledge and legal experience who understand the market and the nuances of a transaction. We are deal makers whose primary goal is always the success of the client.

We handle the full spectrum of real estate matters across the country, fostering a team approach to provide individualized attention to all levels of each client's internal organization. The dedication to and close-working relationships with our clients are the hallmarks of our practice. We represent:

- Investment Funds
- Hedge Funds
- Family Offices
- Insurance Companies
- Non-traditional lenders
- Financial Institutions
- Commercial property owners and tenants
- Buyers, sellers and investors
- Community associations
- Joint venture partners
- Manufacturing entities

Clients rely on our counsel, from transaction structuring to documentation, through closing and servicing. We get involved early in the life cycle of a transaction, advise on structuring issue, and apply keen problem-solving skills when issues arise. We pride ourselves on viewing the big picture, thinking creatively, and working productively with opposing counsel to implement "win-win" situations for clients in difficult transactions. Our dedication to clients encompasses enhancing client reputations and relationships and being trusted advisors who clients turn to as team members. We have helped many of our clients establish new business lines and initiatives, formulate internal policies and procedures, played an integral part in the development of training programs, and often conduct workshops and seminars on various subjects of interest. This holistic approach results in excellent client relations, better service and more complete solutions.

Our lawyers are active in the industry and often speak on emerging issues at events and conferences. We are members of, and have held leadership positions in, a number of professional organizations, including the American College of

PRACTICE CONTACTS

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RELATED PRACTICES

Commercial Litigation
Construction and Surety
Corporate and Securities
Finance
Financial Restructuring and Bankruptcy

RELATED INDUSTRIES

Financial & Investment Services
Gaming
Healthcare

PRACTICE HIGHLIGHTS

- Represent sellers and purchasers of real estate, along with other entities, in all areas of real estate transactions
- Serve clients regionally and nationally
- Possess diverse and extensive industry experience



Mortgage Attorneys, Mortgage Bankers Association, the CRE Finance Council, the American Land Title Association and CREW Network. Individual lawyers and the team are recognized in *Chambers USA*, *Best Lawyers and Law Firms* and *US News and World Report* and for achievements and client service in real estate law.

Mortgage, Mezzanine and Preferred Equity

We have extensive experience in the structuring, origination, acquisition, disposition, restructuring and enforcement of mortgage, mezzanine, "B" notes, participations and preferred equity investments across all parts of the capital stack. Having worked with such debt structures in times of both high growth and distress, we have significant market perspective and practice experience. We have earned a particularly strong reputation in the area of intercreditor, co-lender, participation and recognition agreement structuring, negotiation and enforcement.

We offer comprehensive service in the areas of:

- Permanent loans
- Mezzanine lending
- "B" notes and participations
- Balance sheet lending
- Bridge lending
- CMBS origination and securitization
- Construction and construction-to-permanent loans
- Intercreditor, co-lender and participation agreements
- Ground lease financing
- Hard money lending
- Joint venture agreements
- Preferred equity investments
- Syndicated and participated loans
- Agency loans
- Asset recovery and enforcement
- C-PACE loans
- EB-5 lending

General Commercial Real Estate

We represent commercial real estate clients, including owners, sellers, purchasers and developers, as well as property managers and community associations, in a variety of transactions and matters including:

- The purchase, sale and financing of all asset classes, including office, multi-family, hospitality and industrial
- Due diligence in connection with all of the above evaluations

- Assisting in property management
- Mechanics' liens, code compliance and construction-related issues
- Assisting condominium, cooperative and planned community associations in all aspects of planning, governance and operations for these communities
- The resolution of title insurance claims

Loan Modifications and Restructurings

We regularly advise and strategize with our client sin connection with consensual restructurings and alternatives to litigation of non-performing credit facilities and structured finance transactions. We represent clients as lenders or co-lenders, agents, participants and loan purchasers and investors in connection with distressed mortgage or asset-based loans, mezzanine loans and CMBS investments. We have extensive experience in efficiently negotiating and documenting complex or standard loan modifications, extensions, restructurings, forbearances, discounted pay-offs and sales of loans or participation interests.

Leasing

We represent clients in all types of commercial real estate lease transactions, regionally and nationally, including space leases, "big box" leases, ground leases and build-to-suit leases. The range of clients we represent in these transactions includes:

- Retailers and other tenants in shopping center leases
- Shopping center owners
- Tenants and landlords in warehouse leases
- Real estate owners and investors, as landlords in office leases
- Various businesses, as tenants in office leases
- Lenders and rent receivers as landlords of foreclosed real estate projects of all kinds

We work closely with other members of a client's team, including brokers, property managers, architects, construction managers and environmental consultants. We also collaborate with lawyers in the Financial Restructuring and Bankruptcy Group to represent landlords or tenants in the disposition of leases in bankruptcy proceedings.

REPRESENTATIVE MATTERS

Represented senior lender in the origination of a \$167 million mortgage loan related to the refinance of the Margaritaville Hotel on Times Square, New York City's largest hotel financing in 2021

Represented trust fund in negotiation of mortgage and mezzanine loan documents and intercreditor agreements in connection with a \$240 million total financing of a class "A" office building on Madison Avenue in New York City

Represented New York-based investment fund in the origination of a \$68 million mortgage loan financing secured by Class A office tower in Chicago, IL

Represent investment management company in all aspects of its ownership of landmark New York City property, including lease negotiations, refinancing of debt on the property, ongoing landlord/tenant matters, licensing agreements and other transactional matters

Represented investment firm in its extension of \$60 million in highly structured EB-5 financing behind approximately \$100 million in two mortgage loans and a mezzanine loan for a luxury resort and gold club in West Palm Beach, Florida

Represent real estate investment management company in the launch of its strategic investment and partnership for purchase and redevelopment of warehouse spaces, including handling joint venture negotiations and documenting complex management agreements

Represented New York investment fund in the origination of \$193 million mortgage loan secured by multifamily apartment complexes in Dallas- Fort Worth, TX, including structuring overall financing as eight separate loan transactions for each of the joint venture-entity property owners

Represented New York investment fund in its strategic alliance to co-originate commercial real estate bridge loans relating to transitional properties

Represented senior mezzanine lender group in workout negotiations and sale of the group's \$300 million debt position in the capital structure that financed the \$5.4 billion acquisition by Tishman Speyer and Blackrock Realty of Stuyvesant Town – Peter Cooper Village, an 80-acre apartment complex located in the Lower East side of Manhattan

Represented capital management company in the co-origination of \$75 million ground up construction financing of a luxury multi-family residential project in San Antonio, TX, including drafting of A/B co-lender agreement and negotiation of "B" note lender position in the co-lender relationship

Represented national lender in a \$184 million commercial/industrial multi-property portfolio loan to a major REIT that included numerous issues in both structuring and for collateral realization

Represented mezzanine lender of \$135 million of convertible mortgage and mezzanine debt on New York property, inclusive of negotiation of co-lender and intercreditor agreements and structuring of B-note

Represented lender group in the origination, syndication and subsequent restructure of a \$130 million mortgage loan for resort development

Represented investment management company in the \$107 million acquisition and construction financing for 2020 Logistics Center, a state-of-the-art distribution facility being constructed in Edison, New Jersey. Brookfield originated both the mortgage and mezzanine debt. The deal team overcame a number of challenges to ensure the project and proposed use conform with current zoning ordinances and environmental regulations, and closed the financing on an accelerated timeline.

Represented insurance company and its investment advisor in origination of \$85 million mortgage loan relating to 254-unit luxury apartment complex

Represented institutional lender in \$75 million receivables financing for more than 50 multi-state projects located throughout the US; projects were branded by a nationally recognized resort company and developed by the company itself or by other developers with fee-based service arrangements with the company

Represented a life insurance company in origination of \$35 million mezzanine loan relating to Class "A" office building in Philadelphia, PA

Represented an investor on a \$25 million EB-5 mezzanine loan secured by indirect interests in 281 Fifth Avenue, New York

Represented a manufacturer in the acquisition and financing of a facility in Philadelphia requiring bank, PIDC and PIDA financing

Represented a corporate tenant in a lease for 116,000 square feet of space for its headquarters in a major Center City Philadelphia office building

Represented a suburban office park landlord in the lease of a 128,000 square foot building to an insurance company tenant

Represented a tenant in a build-to-suit lease transaction for a 75,000 square foot climate- controlled storage facility

Represented a shopping center landlord in a lease for a 100,000 square foot anchor tenant

Represented a shopping center landlord in a ground lease transaction for a bank branch on an out parcel

CASES & DEALS

White and Williams Represents Investment Fund in \$68 Million Bridge Financing Mortgage Loan

5.10.21

Nizao Real Estate Corp. Completes Sale and 1031 Exchange of Three Bronx Properties

5.10.21

White and Williams Team Completes Complex Sale Leaseback of Seven Properties

4.15.21

Real Estate Finance Team Assists Client in Extension of \$35.5 Million Mortgage Loan

3.23.21

White and Williams Real Estate Finance Team Represents Brookfield Asset Management in \$107 Million Financing

10.13.20

Real Estate Finance Team Secures Junior Mezzanine Financing for American Dream Meadowlands

8.3.19

White and Williams Team Leads Corporate Restructuring and Financing for Transformation of Heating Plant into Luxury Residences

7.24.19

Finance Team Executes Roll-Up of Multi-Entity Business into SPE

4.17.19

Massachusetts Appeals Court Affirms Dismissal of Zoning Complaint

8.3.18

White and Williams Secures \$195M CMBS Loan and Refinancing of Aruba Marriott
1.26.18

NEWS

Meredith Bieber Returns to White and Williams As Real Estate Finance Partner
8.31.22

Best Lawyers® Recognizes 40 White And Williams Lawyers
Firm News, 8.18.22

Congratulations 2022 DE, MA, NJ, NY and PA Super Lawyers and Rising Stars
7.13.22

Chambers USA 2022 Ranks White and Williams as a Leading Law Firm
6.1.22

Stamford Office Grows with Addition of Partner Eric Sauter
2.3.22

Agatha Mingos Joins White and Williams as Partner in New York City
1.12.22

White and Williams Announces 15 Lawyer Promotions
1.3.22

White and Williams Ranked in Top Tiers of "Best Law Firms"
11.5.21

White and Williams Welcomes Ten New Associates
11.4.21

White and Williams Lawyers Recognized as Super Lawyers and Rising Stars
11.1.21

White and Williams Adds Two Lawyers to Growing Real Estate Finance Practice
10.18.21

Best Lawyers® Recognizes 38 White and Williams Lawyers
8.19.21

White and Williams Opens Stamford, CT Office
FIRM'S EXPANSION CONTINUES WITH TWO NEW PARTNERS, ASSOCIATE IN REAL ESTATE AND FINANCE GROUPS
8.2.21

Sarabeth Gaver and Thomas Infurna Join White and Williams Real Estate Finance Team
6.21.21

Chambers USA 2021 Ranks White and Williams as a Leading Law Firm
5.20.21

Patrick Haggerty Promoted to Counsel
5.12.21

White and Williams Earns Tier 1 Rankings from U.S. News "Best Law Firms" 2021
11.5.20

Best Lawyers® Recognizes 43 White and Williams Lawyers
8.20.20

Chambers USA 2020 Ranks White and Williams as a Leading Law Firm
4.23.20

Introducing the C-PACE Webinar Series
Presented by White and Williams LLP and CounterpointeSRE
3.12.20

White and Williams Announces Lawyer Promotions
Two Lawyers Elected to Partnership and Eight Associates Promoted to Counsel
1.2.20

13th Annual Coverage College Hosts Over 400 Insurance Professionals
11.1.19

White and Williams Earns Tier 1 Rankings from U.S. News "Best Law Firms" 2020
11.1.19

Congratulations 2019 DE, MA, NJ, NY and PA Super Lawyers and Rising Stars
10.17.19

Best Lawyers® Recognizes 29 White and Williams Lawyers
8.15.19

Chambers USA 2019 Ranks White and Williams as a Leading Law Firm
4.26.19

White and Williams Earns Tier 1 Rankings from U.S. News "Best Law Firms" 2019
11.1.18

12th Annual Coverage College Features Current Trends and State of the Insurance Claims Industry
10.23.18

Congratulations 2018 DE, MA, NJ, NY and PA Super Lawyers and Rising Stars
10.18.18

Best Lawyers Recognizes Twenty White and Williams Lawyers
8.15.18

Chambers USA 2018 Ranks White and Williams as a Leading Law Firm
5.10.18

Congratulations 2017 DE, MA, NJ, NY and PA Super Lawyers and Rising Stars
11.11.17

White and Williams Earns National "Best Law Firm" Rankings from US News
11.1.17

Best Lawyers Recognizes Fifteen White and Williams Lawyers
8.15.17

Heidi Sorvino Joins White and Williams New York Office
4.3.17

Tim Davis Accepted as Fellow into the American College of Mortgage Attorneys
2.24.17

White and Williams Elects Four Lawyers to Partnership, Promotes Six Associates to Counsel
1.6.17

White and Williams Earns Tier 1 Rankings from U.S. News "Best Law Firms" 2017
11.1.16

Congratulations 2016 DE, MA, NJ, NY and PA Super Lawyers and Rising Stars
10.18.16

Best Lawyers Recognizes Twelve White and Williams Lawyers
8.15.16

Steven Coury Joins White and Williams in New York
6.1.16

White and Williams Announces the Election of Five Lawyers to the Partnership and the Promotion of Five Associates to Counsel
1.14.16

White and Williams Lawyers Recognized by *Best Lawyers*
8.17.15

PUBLICATIONS

Commercial Lease Disputes and Renegotiation – A Look Back During the COVID-19 Pandemic
Corporate Disputes Magazine, July - September, 2021

Commercial Lease Disputes and Renegotiation – A Look Back During the COVID-19 Pandemic
Corporate Disputes Magazine, July - September 2021 Issue

The Powerful Power of Attorney: Changes Coming in New York State
Real Estate and Tax and Estates Alert, 5.4.21

COVID-19 Pandemic Preference Amendments to Bankruptcy Code Benefiting Vendors, Customers, Commercial Landlords and Tenants
Financial Restructuring and Bankruptcy Alert, 3.30.21

Good News for the Restaurant Industry – and Perhaps Their Landlords and Lenders
Real Estate and Finance Alert, 3.17.21

New York State Legislature Reintroduces Bills to Extend Mortgage Recording Tax to Mezzanine Debt and Preferred Equity
Real Estate Alert, 2.12.21

Commercial Real Estate Mezzanine Loan Foreclosures
LexisNexis: A Practical Guidance® Practice Note, 1.21

Rental Assistance Program: Good News for Tenants and Possibly Landlords
Real Estate and Finance Alert, 1.19.21

CDC Issues Moratorium on Residential Evictions Through 2020
Real Estate Alert, 9.8.20

New York State Legislature Considers Extending Mortgage Recording Tax to Mezzanine Debt and Preferred Equity
Real Estate Alert, 9.8.20

New York Court Temporarily Enjoins UCC Foreclosure Sale
Real Estate Alert, 8.14.20

Congress Introduces HOPE-ful Solution for Distressed CRE Borrowers
Real Estate Alert, 8.3.20

How COVID-19 Mezzanine Foreclosures May Fare In NY Courts
Law360, 7.7.20

Mezzanine Loan Defaults, UCC Foreclosures and Recent New York Court Decisions
Real Estate Alert, 7.6.20

Debt Forbearance/Settlement Agreements: One of the Most Important and Often Overlooked Clauses
Real Estate and Finance and Tax and Estates Alert, 6.25.20

Consider Short-Term Lease Workouts For Commercial Tenants
Law360, 6.17.20

What's the Standard for "Commercially Reasonable" in a Commercially Unreasonable World (Health Crisis)? Part II
Real Estate and Finance Alert, 5.19.20

What's the Standard for "Commercially Reasonable" in a Commercially Unreasonable World (Health Crisis)?

Real Estate and Finance Alert, 5.15.20

Looming Hotel Bankruptcies Impact Loan Workouts

Part One of a Two-Part Series Covering Hospitality Industry Bankruptcy Considerations

Financial Restructuring and Bankruptcy Alert, 4.24.20

Second Circuit Decision Addresses New York Usury Laws and Post-Default Mortgage Loan Obligations

Real Estate Alert, 4.17.20

Commercial Lease Workouts During the COVID-19 Pandemic

Real Estate, Finance and Financial Restructuring Alert, 4.6.20

Loan Modifications Due to COVID-19 Pandemic: FDIC Answers CARES Act FAQs

Real Estate and Finance Alert, 3.30.20

Distressed Debt and Workout Agreements During the COVID-19 Pandemic

Real Estate, Finance and Financial Restructuring Alert, 3.27.20

Delaware COVID-19 Emergency Order Restricts Normal Operations of Insurers, Lenders, Landlords and Utilities

Real Estate Alert, 3.27.20

Selling and Purchasing Performing and Non-Performing Loans: Threshold Issues to Consider

Real Estate Alert, 3.26.20

COVID-19: Loan Enforcement and Foreclosure-Related Actions

Real Estate Alert, 3.25.20

Checklist for Lenders in Turbulent Times: Reviewing Your Portfolio

Real Estate Alert, 3.24.20

Coronavirus: Key Issues for Commercial Leases

Real Estate Alert, 3.23.20

Preparing for a "Looming" Recession: Practical Tips for Lenders

Part One of a Three-Part Series

Finance Alert, 9.16.19

Philadelphia Enacts Commercial Property Assessed Clean Energy (C-PACE) Program

Real Estate Alert, 8.14.19

Philadelphia Taxpayers Win Challenge to City's Discriminatory Tax Assessments of Commercial Properties

Real Estate Alert, 7.18.19

New York City Council's Carbon Emissions Regulation Opposed by Real Estate Board

Taking Care of Business, 5.9.19

Key Issues for Preferred Equity Investors in Real Estate Transactions

Real Estate Alert, 4.22.19

PACE Loan Considerations for Commercial Real Estate Lenders

Real Estate Alert, 2.5.19

DFS Wins New York State Appeal Reinstating Portions of Regulation Aimed at Controlling Title Insurance "Marketing" Expenses

Real Estate and Finance Alert, 1.16.19

Mortgage and Pledge of Equity — Clogging the Equity of Redemption?

Real Estate Alert, 8.7.18

Key Provisions to Focus on When Negotiating Senior/Subordinate Co-Lender Agreements

Real Estate Finance Journal, Spring 2018

Recent Bankruptcy Court Decision Reminds Lenders That Perfection of a Security Interest May Not Be Enough to Protect Funds in a Bank Account

Taking Care of Business, 1.3.18

Key Takeaways from Real Estate and Finance Forum

Presentation on "America's Brick-and-Mortar Retail Stores – A Vanishing Act in an Online Shopping World"

Real Estate and Finance Alert, 11.17.17

Key Provisions to Focus on when Negotiating Intercreditor Agreements

Finance Alert, 10.5.17

Real Estate Finance and Bank Regulatory Capital: Will HVCRE be Replaced by HVADC?

Real Estate and Finance Alert, 10.4.17

Ten Considerations for Financing Medical Office Buildings

An Intersection of Real Estate and Healthcare

Real Estate Alert, 9.21.17

Revised Common Level Ratios Provide Opportunity for Tax Savings

Tax Alert, 6.26.17

Assigning Loan Documents: Practical Reminders

Real Estate Alert, 4.28.17

Title Insurance Rate Premiums in New York: Immune to Rate Disruption?

Real Estate Alert, 4.25.17

Construction Mezzanine Financing

Finance Alert, 3.29.17

Philadelphia Revises Realty Transfer Tax Treatment of Acquired Real Estate Companies

Real Estate Alert, 12.27.16

Residential Mortgage Lenders and Servicers Beware of Changes to Rule 3002.1
Financial Restructuring and Bankruptcy Alert, 11.30.16

Executing Documents with Powers of Attorney and Confessions of Judgment in PA Just Got Easier
Real Estate Alert, 10.25.16

School District of Philadelphia to Challenge Real Estate Tax Assessments
Tax and Real Estate Alert, 9.30.16

IRS Reverses Position on "Bad Boy" Guarantees
Tax and Finance Alert, 5.16.16

REGULATION B UPDATE: Can a Spousal Guarantor Invoke its Protections?
Finance Alert, 3.23.16

"Bad Boy" Guarantees Reviewed by the IRS
Tax and Finance Alert, 3.22.16

Vacant Property and the Right of Redemption in Pennsylvania
Real Estate Alert, 2.10.16

FASB Finalizes Effective Date for Proposed New Leasing Standard
Finance Alert, 11.17.15

Regulation B: Who can Invoke its Protections?
Finance Alert, 10.20.15

Pennsylvania Coalbed Methane Gas: Is it Coal or Gas?
Real Estate Alert, 5.6.15

EVENTS

Interest Rate Risk Management: Trends and a Refresher on the Basics
Webinar, 9.8.22

Borrowers' Perspective: Sourcing Debt in Today's Crowded Market
iGlobal Forum 12th Real Estate Mezzanine Financing Summit, 5.4.22

Focus on Deals - Where are the Key Opportunities in Mezzanine Lending?
iGlobal 11th Real Estate Mezzanine Financing Summit (Virtual), 9.28.21

Acquisitions, Due Diligence & Dispositions: What Are You Buying, Selling & The Tools You Are Using?
IMN U.S. Real Estate Opportunity & Private Funds Investing Forum (Newport, RI), 9.9.21

Adaptive Reuse & Best Practices in Repositioning Distressed Assets
IMN NYC Distressed CRE Virtual Forum, 1.27.21

Selling and Purchasing Performing and Non-Performing Loans

iGlobal Forum 10th Real Estate Mezzanine Financing Summit (Virtual), 7.8.20

Commercial Leases In Economic Distress: Pre-and Post-Bankruptcy Strategies for Landlords

Negotiating Lease Modifications With Distressed Tenants, Participating in the Bankruptcy Process

Webinar, 6.11.20

C-PACE for Green Roofs & Renewables in Philadelphia and Pennsylvania

5.12.20

Real Estate Mezzanine and A/B Loans: Structuring and Enforcing Intercreditor and Co-Lender Agreements

Reconciling the Demands and Objectives of Senior and Junior Lenders

Strafford CLE Webinar, 5.12.20

C-PACE for Retrofits: Maximizing Value of Existing Buildings

Webinar, 4.28.20

C-PACE for New Construction/Repositioning

Webinar, 4.14.20

C-PACE 101: An Introduction to Philadelphia and Pennsylvania Programs

Webinar, 4.7.20

Mezzanine Finance vs Preferred Equity and Associated Legal Considerations

IMN Real Estate Mezzanine Financing & High Yield Debt Forum (New York, NY), 11.7.19

Non-traditional, Non-bank Lending

IMN Real Estate Mezzanine Financing & High Yield Debt Forum (New York, NY), 11.7.19

Keeping Pace with C-PACE: An Introduction for the Commercial Real Estate Community

White and Williams LLP (Philadelphia, PA), 10.10.19

The 3 R's of Mezzanine and Subordinate Financing: Risks, Rewards and Remedies

American College of Mortgage Attorneys 2019 Annual Meeting (Monterey, California), 9.6.19

Mezz vs. Preferred Equity: Where Should You Invest In The Capital Stack & Why?

The 20th Annual U.S. Real Estate Opportunity & Private Fund Investing Forum (Newport, RI), 6.21.19

Real Estate Fundamentals: The Current State of the Property and Capital Markets

iGlobal Forum 9th Real Estate Mezzanine Financing Summit (New York, NY), 5.7.19

Real Estate Mezzanine and A/B Loans: Structuring and Enforcing Intercreditor and Co-Lender Agreements

Reconciling the Demands and Objectives of Senior and Junior Lenders

Strafford CLE Webinar, 3.14.19

Mezzanine Lending and Preferred Equity Panel

Mortgage Bankers Association of New York Breakfast Program (New York, NY), 3.5.19

Structuring A/B, Pari Passu, Mezzanine, Preferred Equity and Intercreditor Arrangements for Securitization
Strafford Webinar, 2.21.19

IMN Real Estate Mezzanine Financing & High Yield Debt Forum: Bridge Loans Panel
IMN Real Estate Mezzanine Financing & High Yield Debt Forum, 11.13.18

Philadelphia Real Estate Taxes
Philadelphia Bar Association Bench-Bar & Annual Conference (Atlantic City, NJ), 10.12.18

Debt Fund 2.0: New Players and Evolving Roles Changing the Face of Mezz
iGlobal Forum 8th Real Estate Mezzanine Financing Summit (New York, NY), 6.7.18

What's Happening in the Retail Leasing and Lending Market
CRE Finance Council (New York, NY), 5.17.18

IMN Real Estate Mezzanine Financing & High Yield Debt Forum: Bridge Loans Panel
IMN Real Estate Mezzanine Financing & High Yield Debt Forum (New York, NY), 11.8.17

America's Brick-and-Mortar Retail Stores – A Vanishing Act in an Online Shopping World
Philadelphia, PA, 11.2.17

Trends in the Philadelphia Commercial Real Estate Market
Risk Management Association, Philadelphia, 6.20.17

Finance Forum: Current Lending Issues Regarding Environmental Risks and Limited Guaranties
Philadelphia, PA, 1.26.17

Business Leases & Real Estate Matters for Corporate Counsel
Wilton, CT, 11.30.16

Business Leases and Other Real Estate Matters for Corporate Counsel
Association of Corporate Counsel, Westchester/Southern Connecticut Chapter, 11.30.16

IMN Borrower & Investor Forum: Bridge Loans
IMN Borrower & Investor Forum (New York, NY), 11.1.16

IMN Borrower & Investor Forum: Mezzanine Originator Panel
IMN Borrower & Investor Forum (New York, NY), 11.1.16

The Changing Landscape of Commercial Loan Documents
Philadelphia, PA, 4.7.16

Finance Forum: Cybersecurity in Financial Transactions
Philadelphia, PA, 11.12.15

Bridge Loans: What Opportunities Does this Market Hold for Lenders/Borrowers in 2016?
IMN Borrower & Investor Forum (New York, NY), 11.10.15

Finance Forum: Intercreditor and Subordination Agreements in Real Estate & Commercial Finance

Philadelphia, PA, 4.23.15