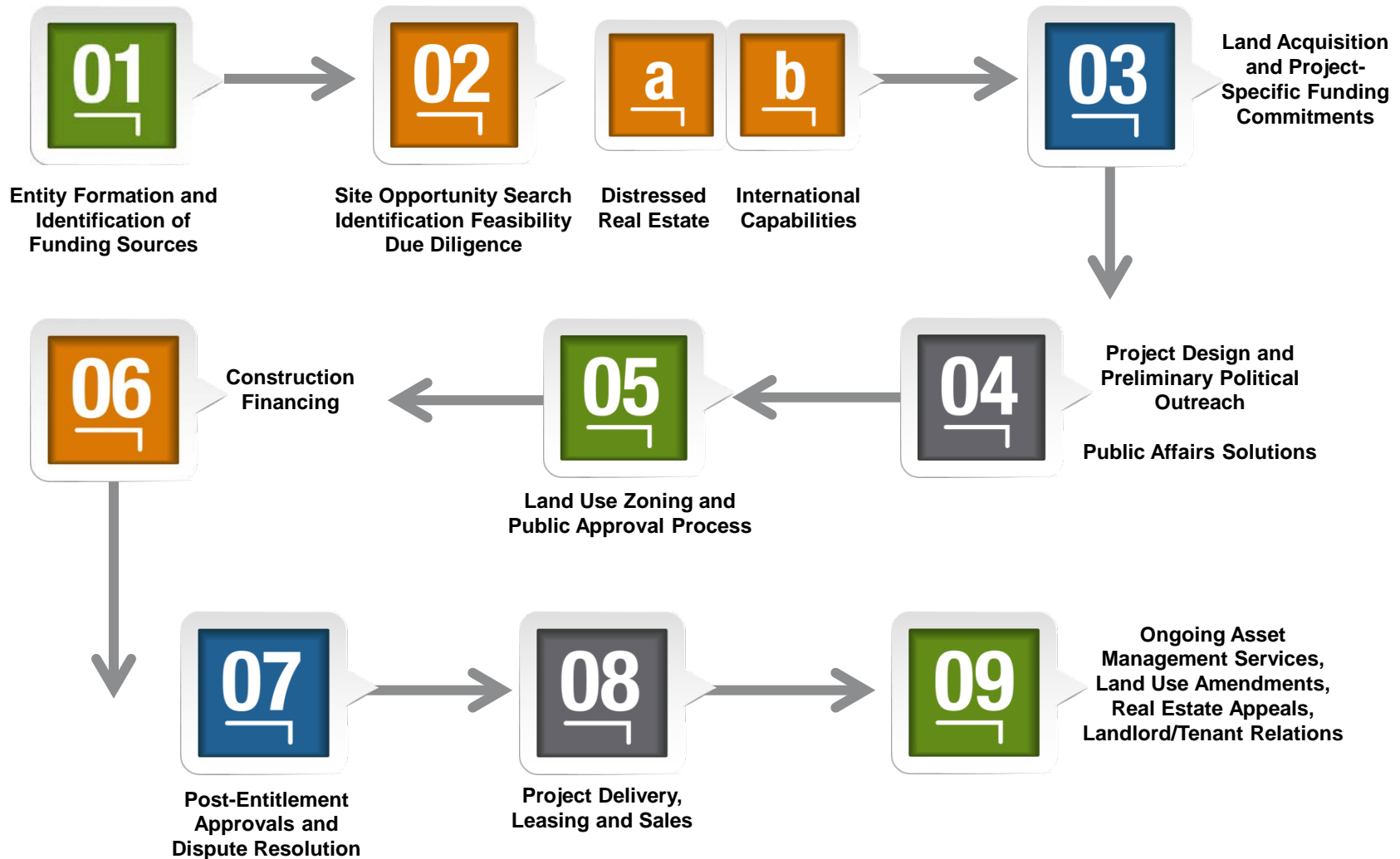


# Development Group Project Pipeline in Phases of Service Process Chart



# Entity Formation and Identification of Funding Sources

01



**Stephen D. Peterson**, Partner  
[speterson@mcguirewoods.com](mailto:speterson@mcguirewoods.com)  
404 443 5719

Our entity formation expertise is appropriately reflective of constantly changing variables and evolution in the structure of real estate ownership entities. We offer a multidisciplinary team of lawyers whose legal experience combines teamwork, flexibility and innovation, and reflects the national and international resources of the firm. Our approach is distinguished by a focused analysis on the appropriate type of entity, coupled with an equal focus on planning and creating a tax-efficient structure. Our corporate and real estate lawyers work with our tax lawyers to maximize tax efficiencies. We also can tailor the choices of entity to practical financing considerations. Financing sources, such as banks and investors, typically are used to seeing certain types of entities; thus, knowing the most favorable strategies for obtaining appropriate financing is critical.

Click to close.

# Site Opportunity Search Identification Feasibility Due Diligence

02

a

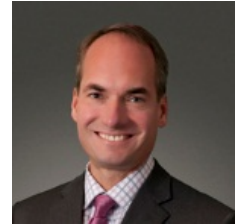
b

Distressed  
Real Estate

International  
Capabilities

The team's skills and expertise extend well beyond simply advising clients about local land use regulations and ordinances. From offices across the country, we advise clients on the zoning, development and environmental aspects of a particular site, and offer parallel assistance throughout the collective development process. Our clients benefit from the team's comprehensive experience in zoning and environmental, administrative, legislative and government relations matters. They also benefit from our well-established relationships with state and local governing bodies, developers, homeowners associations and civic groups. Working with our clients, we can help identify opportunities that have a high probability of success in the approval processes. Our team also has equally well-developed relationships with a wide range of landowners, investors and real estate brokers. We take pride in a deep knowledge of the markets we serve and often can help our clients identify acquisition opportunities.

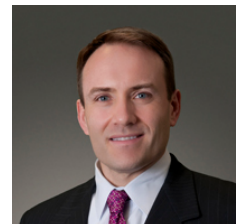
Click to close.



**Gregory A. Riegler, Partner**  
[griegle@mcguirewoods.com](mailto:griegle@mcguirewoods.com)  
703 712 5360



**Jonathan P. Rak, Partner**  
[jrak@mcguirewoods.com](mailto:jrak@mcguirewoods.com)  
703 712 5411



**D. Brennen Keene, Partner**  
[bkeene@mcguirewoods.com](mailto:bkeene@mcguirewoods.com)  
804 775 1005

# Distressed Real Estate

02

a

b

Distressed  
Real Estate

International  
Capabilities

From the first hint of trouble for a lender with real estate assets on a watch list, or for an owner who has real estate floundering through workout, bankruptcy or litigation, McGuireWoods' distressed real estate team of highly skilled transactional, bankruptcy and litigation lawyers can take problem real estate assets and turn them into income-producing successes for our clients.

Our attorneys provide nationwide counsel and interdisciplinary solutions to a broad range of clients, including lenders, private equity investors, specialty finance firms, borrowers, debtors, developers, municipalities, investment banks, landlords and tenants.

Our capabilities include pre-workout services, workouts, enforcement actions, investment opportunities, REO or investor assets and other specialty services, leases and CMBS.



**Dorothea W. Dickerman**,  
Partner

[ddickerman@mcguirewoods.com](mailto:ddickerman@mcguirewoods.com)

703 712 5387



**James Van Horn**, Partner

[jvanhorn@mcguirewoods.com](mailto:jvanhorn@mcguirewoods.com)

410 659 4468

202 857 1740

Click to close.

# International Capabilities

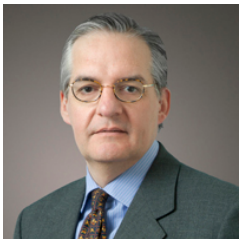
02

a

b

Distressed  
Real Estate

International  
Capabilities



**Hubert Andre-Dumont, Partner**  
[handredumont@mcguirewoods.com](mailto:handredumont@mcguirewoods.com)  
+32 2 629 42 60

Recognizing our client's growing interest in global real estate investment and development opportunities, the Team offers equally deep and diverse and expanding real estate development expertise and resources in our London and Brussels offices. Lawyers and professionals in these offices have successfully represented a wide range of commercial and industrial clients throughout western Europe often involving large scale headquarters or "trophy" type properties across a wide range of industries that include energy, pharmaceuticals, banking and mixed use development. The Team's European members are equally skilled at matching sources of overseas capital to investment opportunities in the United States.

Click to close.

# Land Acquisition and Project-Specific Funding Commitments

03

Collectively, the team offers a significant body of experience on all sides of real estate transactions and financing. Team members handle matters across the United States and abroad, and represent real estate investors, developers and financial institutions, as well as Fortune 100 corporations and other businesses in which real estate is a major component.

Click to close.



**Scott L. Weber, Partner**  
[sweber@mcguirewoods.com](mailto:sweber@mcguirewoods.com)  
804 775 4303



**Charles L. Menges, Partner**  
[cmenges@mcguirewoods.com](mailto:cmenges@mcguirewoods.com)  
804 775 4331



**Edward S. Pittman, Partner**  
[epittman@mcguirewoods.com](mailto:epittman@mcguirewoods.com)  
804 775 1038

# Project Design and Preliminary Political Outreach

04



**Christopher D. Lloyd**, Senior  
Vice President and Director  
[clloyd@mwcllc.com](mailto:clloyd@mwcllc.com)  
804 775 1902



**Tracy M. Baynard**, Senior  
Vice President  
[tbaynard@mwcllc.com](mailto:tbaynard@mwcllc.com)  
703 712 5083



**Richard Theodore Lunger  
III (Tad)**, Senior Counsel  
[tlunger@mcguirewoods.com](mailto:tlunger@mcguirewoods.com)  
703 712 5003

Through the resources and expertise of our affiliate, McGuireWoods Consulting, we offer our clients a wide range of services necessary to build and develop positive messages in the land use approval process and create partnerships with state and local governments that can unlock opportunities not available in conventional real estate markets. Such services include:

- **Public/Private Partnership Opportunities.** Through the resources of McGuireWoods Consulting the team offers unparalleled expertise and resources regarding innovative partnership structures with state and local governments throughout the United States.
- **Incentives.** The team is deeply knowledgeable about the economic development incentives offered by state and local government – and we know how to motivate public officials to support a company's growth efforts.
- **Strategic Communication.** We offer a strategic communication and grassroots team that can develop effective public relations and community outreach strategies, as needed, to shape and deliver messages through the mainstream media and online.
- **Stakeholder Engagement.** The team has extensive experience in developing sound strategic dialogue and grassroots/grass tops plans and programs to enable our clients to identify and affect the outcomes of their particular projects. The team has both the political understanding and the tools necessary to motivate stakeholders on a variety of issues at the local, state and federal levels.

## Public Affairs Solutions

The challenges of real estate development rarely fit into traditional professional service silos. As a result the Team's lawyers and our clients benefit from the expertise of the highly accomplished lobbyists, public affairs specialists and media relations professionals at McGuireWoods Consulting in developing multi-faceted strategies for creatively sourcing public private partnership opportunities, identifying incentives and building political and community support for new projects.

Click to close.



# Land Use Zoning and Public Approval Process

05

- **Land Use Permitting.** The team includes a group of lawyers and land use professionals, and is among the largest, most diverse and most experienced of its kind in the Washington metropolitan region. A reflection of the firm's national footprint, we offer related expertise in markets including Richmond and throughout growing communities in central and southern Virginia. The land use team has particular expertise in topics and issues related to mixed-use and transit-oriented development and draws appropriately from the multiple disciplinary resources on this collective team.
- **Environmental Permits.** The environmental lawyers on this team are experienced in all fundamental matters related to environmental law permitting rulemaking and legislation. Team members also act as an effective agency liaison at the federal, state and local levels. Our expertise has distinguished itself by focusing on client needs, preventing future problems, capitalizing on environmental assets and searching for more sustainable practices. Team members include former governmental regulators and lawyers with technical backgrounds in engineering and the natural sciences. The expertise is diverse in subject matter and geography. We provide complete project permitting management for clients across North America, and we work closely with environmental consultants and engineers who have the technical knowledge and information readily available to prepare the initial permit application to process the same efficiently.
- **Sustainability Initiatives.** Almost 25 years ago, McGuireWoods began assisting developers who wanted to make their projects more "environmentally beneficial" and were interested in developing mixed-use, walkable communities. Working with these pioneering clients placed us at the forefront of several trends that have come to define development today. We were charter members of the Congress for the New Urbanism, and we have taken leadership positions in almost every organization focusing on these types of communities – or the form-based codes or smart codes that create them. We have served as counsel to the U.S. Green Building Council for more than a dozen years, as well as counsel to the World Green Building Council since its inception in 2002.

Click to close.



**Daniel K. Slone, Partner**  
[dslone@mcguirewoods.com](mailto:dslone@mcguirewoods.com)  
804 775 1041



**Kenneth W. Wire, Partner**  
[kwire@mcguirewoods.com](mailto:kwire@mcguirewoods.com)  
703 712 5362



**James A. Thornhill, Partner**  
[jthornhill@mcguirewoods.com](mailto:jthornhill@mcguirewoods.com)  
804 775 1163



# Construction Financing



**Charles L. Menges, Partner**  
[cmenges@mcguirewoods.com](mailto:cmenges@mcguirewoods.com)  
804 775 4331



**Dorothea W. Dickerman,**  
**Partner**  
[ddickerman@mcguirewoods.com](mailto:ddickerman@mcguirewoods.com)  
703 712 5387

Team members have assisted clients in all aspects of real estate construction finance in almost every jurisdiction in the United States. As legal advisors, we have maintained long-standing relationships with parties on all sides of construction finance matters. That depth of experience has allowed us to develop numerous best practices and a strong overall institutional knowledge that can uniquely streamline processes.

**Click to close.**

# Post-Entitlement Approvals and Dispute Resolution

07



**Richard D. Holzheimer**, Partner  
[rholtzheimer@mcguirewoods.com](mailto:rholtzheimer@mcguirewoods.com)  
703 712 5087

- **Commercial Litigation.** Team members also have a wide range of focus and experience on litigation matters specific to real estate development and real estate transactions. We represent the full spectrum of real estate development clients, from emerging companies to multinational Fortune 100 companies. Our litigation management approach is based on the simple idea that we help clients achieve their business goals through counseling, alternative dispute resolution and negotiated settlements with fully dedicated teams to provide aggressive and creative representation before judges, juries and administrative panels. Our litigation team members also work closely with real estate professionals to identify and manage litigation risk throughout the development approval process.
- **Condominium Approvals.** We have developed a particular area of concentration in homeowner's associations and condominium law and have extensive experience in preparing necessary condominium instruments and homeowner association documents. .

Click to close.

# Project Delivery, Leasing and Sales



Team members from our real estate practice group represent both office and retail landlords in a full range of leasing-related matters.

Click to close.

**Edward S. Pittman, Partner**

[epittman@mcguirewoods.com](mailto:epittman@mcguirewoods.com)

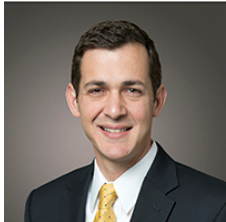
804 775 1038

# Ongoing Asset Management Services, Land Use Amendments, Real Estate Appeals, Landlord/Tenant Relations

09



**Jonathan P. Rak, Partner**  
[jrak@mcguirewoods.com](mailto:jrak@mcguirewoods.com)  
703 712 5411



**Kenneth W. Wire, Partner**  
[kwire@mcguirewoods.com](mailto:kwire@mcguirewoods.com)  
703 712 5362

We pride ourselves on long-term relationships with all of our clients. To that end, we are always willing to creatively and efficiently explore options to add value to projects through strategic amendments to governing approvals and/or property tax appeals. Similarly, team members always remain well-versed in the constantly changing regulatory landscape. We advise clients on a continual basis on how best to react to changing regulations to minimize their risk and add value.

Click to close.