Development Life Cycle Map

pillsburg

3 Purchase/Site Acquisitions

We regularly handle the acquisition, disposition and ground leasing of properties of all kinds, including office buildings, hotels, retail projects, health care facilities, mixed -use development projects and sports complexes. We also handle highly structured sale-leaseback transactions for clients seeking to dispose of owned real estate portfolios (for balance sheet and other reasons).

2 Land Use/Environmental

We regularly advise on land use entitlements, licensing, permitting and other regulatory requirements, including special legal requirements affecting construction such as the American with Disabilities Act. We are well versed in all aspects of land use and environmental processes within federal and many state and local jurisdictions.

Joint Venture/ • Appropriate entities

We represent real estate opportunity funds (debt and equity), developers, owners, investors and operators in the creation of joint ventures to develop, own and operate properties in all asset classes throughout the world.

Distressed Real Estate

We represent a wide range of sophisticated clients dealing with complex "distressed real estate" situations, including in the context of workouts, receiverships, foreclosures, deeds-in-lieu and bankruptcy. Our clients include creditors, debtors and all participants in the arena of troubled loans and investments.

1 (Litigation

We can offer Litigation experience in the following areas:

- i. Eminent Domain
- ii. Inverse Condemnation
- iii. Financial Disputes
- iv. Commercial Lease Disputes
- v. Zoning Disputes
- vi. NEPA/CEQA Disputes
- vii. Environmental Litigation
- viii. Property Tax Disputes
- ix. Easement/ Boundary Disputes

Design

We structure and negotiate complex development agreements and assist in every stage of construction, from designing the contracting structure to drafting, negotiating and administering architecture, engineering, procurement, construction and construction management contracts and subcontracts.

Construction

We assist clients during the construction phase of development to mitigate and resolve construction-related claims. When necessary, we assist with mediation, arbitration and litigation before and during the construction phase and in post-construction proceedings. We have successfully resolved construction disputes arising from virtually every aspect of the construction process, including non-performance claims, design and construction defect litigation and complex insurance coverage litigation.

Financing

We regularly represent borrower entities and their principals – as well as commercial and investment banks and institutional lenders - in making or obtaining secured and unsecured bridge, mezzanine and mortgage loans, including acquisition, construction, syndicated and securitized loans.

7 Leasing

We regularly handle the leasing, sale-leasebacks, and ground leasing of developments.

Insurance

We have the ability to successfully recover insurance proceeds for an array of clients under builder's risk, general liability, professional indemnity, pollution, commercial property, EPL, business interruption and other policies. We are also experienced in handling numerous claims involving subcontractor default insurance, and payment and performance bonds, and can handle such disputes arising out of catastrophic occurrences.

Long term operation and maintenance (O&M)

We represent leading developers and other clients in construction and real estate with respect to brand standards and approval rights, and we are also particularly experienced with respect to the negotiation of management agreements, many involving leading brands known throughout the world.

Learn more at pillsburylaw.com