



DANIEL R. WOFSEY

PARTNER

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Dan Wofsey guides businesses of all sizes in real estate and financing matters. These issues include acquisition, development, leasing and condominium and timeshare law.

For companies, landowners and developers, Dan advises in all aspects of land use, real property development and government incentive contracts. He obtains approval for redevelopment plans, zoning and development agreements. His work includes projects involving office buildings, apartments, hotels, regional malls, retail centers, medical centers, timeshare resorts, warehouses, manufacturing facilities, chains of service stations and mining properties.

He often represents banks, insurance companies and other financial institutions in their roles as lenders to real estate projects. In addition, Dan assists subdivisions and developers in zoning and indenture enforcement matters.

His experience includes assisting health care institutions in buying, leasing, selling and developing such facilities as nursing homes, hospitals, medical office buildings and clinics.

Dan is one of the founders of Non-Profit Real Estate Advisors, which provides pro bono consulting services to nonprofit organizations in Missouri and Illinois.

Dan is a frequent speaker on a variety of issues regarding commercial real estate including leasing; covenants, conditions, and restrictions; and subdivision indentures.

EDUCATION

- Vanderbilt University (J.D., 1979)
 - Vanderbilt Journal of Transnational Law, Associate Articles Editor (1978-1979)
- University of Rochester (B.A., *cum laude*, 1976)

PROFESSIONAL ACTIVITIES

- The Missouri Bar

ACCOLADES

- *Chambers USA: America's Leading Lawyers in Business* for Real Estate, Band 1 (2010-present)

SERVICES AND INDUSTRIES

Real Estate

Financial Services

Financial Services and Banking

Real Estate, Development,

Construction

Health Care and Life Sciences

ADMISSIONS

Missouri

- *Missouri/Kansas Super Lawyers® / Super Lawyers® Business Edition* (2008-present)
- *The Best Lawyers in America®*; Real Estate Law (2003-present)
- Received the "Volunteer of the Year" award from Southside Early Childhood Center as part of their Non-Profit Real Estate Advisors (NPREA) Project (2012)
- AV® Peer Review Rated, *Martindale-Hubbell*

EXPERIENCE

Property Acquisition, Construction Contracts, Public Incentives for 1 Million-Square-Foot Development

Represented a health care client in acquisition of property for a multi-building campus development in excess of 1 million square feet. Negotiated design and construction contracts for the project, as well as a public incentive package valued at more than \$450 million.

\$1 Billion Medical Center Development

Represented a major medical center in the development of multiple buildings comprising more than 2 million square feet of office and medical space and multiple parking garages. Project costs exceeded \$1 billion.

Build-to-Suit Lease for 500,000 Sq. Ft. Office Space

Represented a tenant in a build-to-suit lease for a project in excess of 500,000 square feet of office space and related subdivision and development documentation.

Drafted and Negotiated Leases for Owner of Multi-Use Project

Represented an owner of a large multi-use project in drafting and negotiations of numerous office, retail and restaurant leases.

Represented Buyers, Sellers Across the Country

Represented numerous buyers and sellers of office, hotel, industrial warehouse, apartment and medical facility projects in numerous states across the country.

\$200 Million Construction Financing

Closed \$200 million in construction financing for construction of a health care client's headquarters expansion. Also helped the client secure various state and local tax incentives, including the issuance of \$715 million in Chapter 100 bonds for the project.

\$32 Million Construction Loan for Distribution Facility

Represented purchaser and developer in the acquisition and development of an approximately 830,000 sq. ft. distribution facility in St. Louis, Missouri, including the closing of a related \$32 million construction loan.

Warehouse/Industrial Development Exceeding 2 Million Square Feet

Represented investors in development of warehouse/industrial projects in excess of 2 million square feet.