



HILLARY BEAN

PARTNER AND CO-LEADER, WOMEN'S INCLUSION NETWORK

St. Louis, MO

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Hillary Bean handles leasing, financing, sales and other transactions for major companies such as a Fortune 100 multinational corporation.

She also played a key role in the \$290 million redevelopment of a Fortune 100 company's corporate headquarters in St. Louis. She was instrumental in the property acquisition of the various parcels of land where the project was constructed, construction financing, development and leasing. Hillary is currently handling leasing and construction financing for a new \$700 million development, the largest in St. Louis, for the company.

In her practice, Hillary negotiates and drafts leases and related agreements. She coordinates leasing objectives with overall design and development for the building or project. This includes the negotiation of work letters, management agreements, development agreements and loan documentation.

Hillary is skilled in all areas of land use, development, construction, finance and leasing issues relating to build-to-suit and design-build projects. She also counsels developers and owners in the acquisition and disposition of commercial properties. She negotiates and drafts purchase and sale agreements and conducts legal due diligence for properties including office buildings, retail centers, warehouses, manufacturing facilities, industrial, flex/office and mixed-use projects.

Hillary has experience in transactions involving environmental risk. She has negotiated and drafted contracts, escrows and insurance documents in which the environmental risk was a small part of a transaction and also when the transfer of environmental risk was the main motivation for the transaction.

For example, Hillary represented the buyer of a major coal fired power plant in a transaction in which her client assumed all of the environmental risks associated with pre-existing environmental conditions. The transaction was a true environmental risk transfer involving the use of innovative environmental and excess indemnity insurance and escrow.

In addition to her legal practice, Hillary holds several leadership positions within the firm. She is co-leader of the Women's Inclusion Network, which creates a positive and supportive environment for women attorneys through mentoring, networking and educational opportunities. She is also a member of the firm's Hiring and Inclusion Committees.

SERVICES AND INDUSTRIES

Real Estate

Environmental

Real Estate, Development,
Construction

Franchise Business
Acquisitions

ADMISSIONS

Missouri

New York

EDUCATION

- Washington University School of Law (J.D., *Dean's List*, 2004)
 - Honor Scholar Award for the Class of 2004 (top 10% of class)
 - CALI Excellence for the Future Awards
- Vanderbilt University (B.A., *magna cum laude*, 2001)

PROFESSIONAL ACTIVITIES

- The Missouri Bar
- New York State Bar Association

CHARITABLE AND CIVIC INVOLVEMENT

- Michael Tramble Scholarship Committee (Former Chair)

ACCOLADES

- Chambers USA: America's Leading Lawyers for Business, Real Estate (2020-present)
- The Best Lawyers in America*; Real Estate Law (2018-present)
- Leadership Council on Legal Diversity Fellow (2018)
- 40 Under 40, St. Louis Business Journal (2018)
- Missouri/Kansas Super Lawyers®, Rising Star (2014-2015)

BACKGROUND

Hillary was a summer associate with the firm during law school. Prior to joining the firm full time, she was an associate in the Finance and Real Estate Group of Dechert LLP in New York where she represented large investment and commercial banks in commercial mortgage backed security loans.

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.

\$10 Million Mining Operation, Real Estate Acquisition

Served as real estate counsel in approximately \$10 million acquisition of mining operations and associated real estate in southwest Missouri, including negotiation of the purchase and sale agreement; drafting and negotiation of several new easement agreements for cross access, utilities and rights of way; negotiation of new mineral

leases; and extensive title and survey review of approximately 880 fee-owned acres and approximately 1,000 leased acres of real estate.

45,000-Square-Foot Lease Negotiation for Real Estate Company

Represented a national real estate owner and management company in the complex lease negotiation for nearly 45,000 square feet of commercial office space in suburban St. Louis for a professional services company providing technology services to the federal government.

Acquisition of Transportation Services Company

Counsel to buyer in the acquisition of a transportation services company in a carve-out transaction. The transaction achieved the client's goals of expanding to several key locations in the Minneapolis-St. Paul metropolitan area and establishing key strategic partnerships with regional customers.

Risk Transfer for Two Former Coal-Fired Power Plants

Represented the risk transfer buyer of two former coal-fired power plants and negotiated the collateral package with insurers.

Multimillion-Dollar Deal in Client's First International Expansion

Represented a client that heat treats metal parts for general manufacturers, including those in the automotive and aircraft industries, in its first international expansion. The deal included providing assistance with a long term supply arrangement with an European equipment manufacturer as well as a long-term facility lease and construction agreements; retaining local counsel in Mexico; setting up foreign subsidiaries and adding a new U.S. subsidiary; as well as handling associated intellectual property, real estate and tax issues.

Representation of Class A Office Building Portfolio Owner

Represented owner of portfolio of Class A office buildings throughout St. Louis region.

\$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.

\$35 Million Sale of Industrial Site

Represented the seller in the complex sale of a 1,300-acre industrial property for \$35 million. The firm also represented the client in its purchase of the site three years earlier, which included handling several lawsuits inherited in the purchase.

Regulatory Analysis for New Product Offering

Conducted analysis of state regulations applicable to a new product offering by a national real estate brokerage. This included analyzing state real estate agency disclosures and obligations, and preparing and revising state disclosures and marketing materials.