



LYNN T. GOESSLING

PARTNER

St. Louis, MO

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Lynn Goessling has more than two decades of experience in commercial real estate and business law. She has a number of long-standing clients – a testament to her broad skill set and trustworthiness.

Lynn represents a diverse range of clients, from developers and landowners to privately held businesses and public companies. Active in all sectors of the commercial real estate industry – including multifamily housing, office, retail and restaurants, hospitality, health care and life sciences, senior care and rehabilitation facilities, and industrial development – Lynn is often called upon to counsel clients through acquisitions and dispositions, easements, leasing, sales, complex title issues, land development matters and projects involving economic development and municipal or special financing incentives, including tax abatement, tax increment financing (TIF) and various development districts. Her experience also extends to construction, utility infrastructure, zoning and environmental remediation.

Having represented both tenants and landlords, Lynn has a unique perspective in guiding real estate clients in honing their vision and achieving strategic goals. As such, she has extensive experience negotiating multimillion-dollar build-to-suit and design-build leases.

Lynn employs a thorough and intentional approach to representations, working alongside attorneys across practice areas and other service professionals, including brokers, lenders, accountants and construction/facility managers, to provide her clients with comprehensive, creative solutions. Based on her broad experience in areas ranging from employment law to real estate underwriting, Lynn has skillfully served as outside general counsel and built seamless cross-discipline teams to serve her clients' diverse legal needs.

She also has niche experience representing cellular tower owner-operators in real estate development matters.

BACKGROUND

Prior to joining Armstrong Teasdale, Lynn spent more than 25 years in private practice at other St. Louis area law firms.

EDUCATION

- Saint Louis University School of Law (J.D., 1993)

SERVICES AND INDUSTRIES

Real Estate

Real Estate, Development,
Construction

Debt Finance

Public Finance

Outside General Counsel

Mergers and Acquisitions

Health Care and Life Sciences

ADMISSIONS

Missouri

Illinois

- Employment and Labor Certificate
- Saint Louis University (B.S., *cum laude*, 1990)
 - Business Administration
 - Economics
 - Personnel and Industrial Relations

PROFESSIONAL ACTIVITIES

- Commercial Real Estate Women (CREW) Network, Board of Directors (2021)
- St. Louis County Land Clearance for Redevelopment Authority (LCRA), Board Member (2021)
- St. Louis Chapter of Commercial Real Estate Women (CREW), President (2018); Board Member (2014-2019); Mentorship Program Leader (2019-2021); Chair of Golf Committee (2013-2014); Sponsorship Committee (2009-2012)
- Missouri Growth Association, CREW Board Representative (2019)
- American Bar Association, Real Estate and Business Law Section
- Bar Association of Metropolitan St. Louis
- The Missouri Bar
- Illinois Bar Association

CHARITABLE AND CIVIC INVOLVEMENT

- Mary Queen of Peace Board of Education, Board Member and Past President
- Fontbonne University Advisory Board

ACCOLADES

- St. Louis Small Business Monthly, Best Attorneys (2019)
- CREW St. Louis Career Advancement for Women Award (2020)
- CREW St. Louis Spirit of CREW Award (2014)
- CREW Successful Together/Networking Story of the Year Award (2010)

EXPERIENCE

HUD Financing and Construction Agreement Negotiation for Major St. Louis Developer

Handled HUD financing and negotiated construction agreements for a multifamily housing building in Maplewood, Missouri.

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.

Due Diligence for Rehab Center Prior to Development Deal

Evaluated site options and conducted due diligence on behalf of a rehabilitation company in advance of a deal for future development.

Developer Representation in Hospital Site Purchase

Represented the developer in the sale of a site to a Missouri health care system for the construction of a hospital.

Negotiation with Utility Companies Regarding State Highway Expansion

Negotiated deals with three major Missouri utility companies on behalf of a local developer related to infrastructure and expansion along a state highway. Handled zoning analysis and opinion letters.

Commercial Condominium Creation for Developer

Assisted a client in creating two new commercial condominium units in Maplewood, Missouri, including site evaluation, management of related legal issues, and negotiation with the Missouri Department of Transportation regarding their use of common ground for state highway expansion.

Local Counsel to National REIT in Retail Center Purchase

Served as local counsel to a national REIT in the purchase of a retail center in Illinois. Drafted local opinion letters and handled due diligence.

Commercial Condominium Buyout in Illinois

Advised a client with office space in a commercial condominium in Illinois on a transaction involving the buyout of a holdout owner.

Multifamily Housing Development Involving Historic Tax Credits

Counseled client on a multifamily housing development in the city of St. Louis, involving historic tax credits.

Negotiated Build-to-Suit Leases for National Grocery Distributor

Served as counsel in negotiating build-to-suit leases for over 3 million square feet of refrigerated warehouse space for a national grocery distributor.

Counsel and Negotiations in 65-Acre Mixed-Use Development in Illinois

Served as counsel in assembling and developing a 65-acre tract in Shiloh, Illinois, including approval of a Public Utility District and amendments to permit the construction of mixed-use project with 288 apartment units, 86 villas and a senior community. Negotiated transactions and secured government approvals regarding utilities and sewage.

Counsel in Development of 145-Acre TIF District

Served as counsel during development of Central Park Plaza in O'Fallon, Illinois, including a 145-acre TIF district. Closed and structured sale and build-to-suit lease transactions.

Counsel for Biotech Company from Acquisition to Environmental Mitigation

Counseled biotechnology company in acquisition, financing and construction of new research lab facility. Resolved environmental challenges through post-closing escrow agreements.

Negotiated Expansion and Development of 200+ Towers for Nation's Largest Wireless Infrastructure Provider

Assisted nation's largest wireless infrastructure provider in managing leasing, title and

customer issues, as well as purchasing perpetual easements in connection with over 200 tower sites.

Obtained Amendment to Zoning Code for National Developer

Acted as local counsel to national developer in issuing loan opinion letters and managing zoning issues for industrial project expansion in Union, Missouri. Obtained amendment to zoning code.

Acquisition and Development of Multiple Sites for Assisted Living Center Client

Assisted in acquisition and development of several sites for assisted living center in St. Louis, Missouri.

Negotiation and Closing on \$50 Million Leaseback for Long-Term Acute Care Hospital Portfolio

Negotiated and closed \$50 million leaseback of national long-term acute care hospital (LTACH) portfolio with a REIT.

Negotiation, Closing of \$90 Million Purchase of Major League Baseball Garages and Assets

Negotiated and closed a \$90 million purchase of major league baseball stadium-affiliated garages and assets in the Midwest.