



## LEASING

Luce Forward's team of real estate attorneys have extensive experience in all types of leasing transactions, including retail leases, restaurant leases, office leases, ground leases, industrial leases, and sale leaseback transactions.

We represent owners, developers, corporate clients and tenants in negotiating leasing of space in a number of settings, including urban, suburban, office parks, shopping centers and mixed-use projects. Working with landlords and tenants enables us to understand the competing interests, challenges, and needs of both parties. Luce Forward also works with clients from various fields, including retail, office, industrial, resorts, healthcare facilities and restaurants.

Our leasing clients benefit from Luce Forward's depth of experience, market knowledge, and business skills in negotiating many types of leasing transactions. We realize that entering a lease, for landlord and tenant, often involves significant resources as well as a long-term commitment. We also understand the economic factors involved in lease negotiation, including rent escalation clauses, tenant improvement costs and construction issues, assignment, subleasing, and office sharing rights, expansion and renewal options, and tenant concessions. We work with clients to flag these and other important issues in the early stages of negotiating to avoid roadblocks to a successful deal. In addition, we bring the experience and proficiency necessary to produce timely results.

We routinely assist owners and building managers in day-to-day building operations and management issues. Such matters include negotiating options to renew or expand; handling disputes; negotiating subleases; drafting form lease documents and work letters; and reviewing, drafting and negotiating brokerage, property management, maintenance, telecommunications and other service contracts.

Moreover, our real estate lawyers work closely with attorneys from our tax, land use, finance, eminent domain, bankruptcy and litigation practices. Depending on the requirements of the transaction, we can readily draw on these resources to provide advice and assistance on matters such as unlawful detainer actions, bankruptcy proceedings, and environmental concerns.

Whether you are a developer, owner or tenant, Luce Forward will work with you to identify the unique challenges, aspects and business needs of your project or transaction and team you with experienced lawyers with the appropriate expertise and background. This approach will allow us to respond to your business objectives with efficiency and effectiveness.

## &gt; REPRESENTATIVE MATTERS

**Office Leases.**

- Represented landlord in successful negotiation and lease of 125,000-square-foot office space in the Bay Area to a national technology company.
- Represented a large commercial developer in leasing a new 315,000-square-foot class "A" office building in a premier location of the Irvine Business Complex.
- Represented an international discount brokerage company in leasing entire San Francisco high-rise for world headquarters.
- Represented a national commercial developer in leasing a 100,000-square-foot office building in Rocklin, California.
- Represented landlord in the leasing of retail, office, and rooftop licenses for 600,000-square-foot class "A" office building in the San Francisco financial district, including the construction of tenant improvements and enforcement of leases.
- Represented international medical device company as tenant in leasing of North American headquarters office in San Francisco.
- Represented technology tenant in its relocation to new office space in downtown San Francisco including the construction of tenant improvements and subleasing of space.
- Performed lease negotiations for various office tenants renting space in downtown high-rise buildings (partial and full floors) throughout Southern California.
- Drafted comprehensive form leases for office, shopping center and industrial/biotechnology space for use by clients' property management departments such that minimal attorney input would be required.

**Industrial Leases.**

- Represented landowner in acquiring, financing, leasing, and renovating under tenant improvement allowance of single-user industrial facility in Fresno.
- Represented landlord in leasing a 140,000-square-foot industrial facility to a building materials manufacturer in El Cajon, California.
- Represented landowner in acquisition and management of fee subject to industrial and office leases in Corte Madera.

**Build-to-Suit Leases.**

- Represented international big-box retailer as tenant in build-to-suit leases in Temecula, Martinez, Clovis, and Fresno.
- Represented national developer / landlord in 150,000-square-foot build-to-suit lease in San Diego for office and R&D facility for Fortune 100 company.

> REPRESENTATIVE MATTERS *CONTINUED***Retail Leasing.**

- Represented international fashion house in the leasing of high-end retail space in West Hollywood for its flagship West Coast store.
- Represented landowner in acquisition and management of fee subject to lease to single-tenant regional drug store in Chico.
- Represented landlord in lease to international big box home improvement store in San Rafael.

**Shopping Center Leases.**

- Represented a large commercial developer in leasing a new 300,000+ square foot shopping center, which included negotiating with a national home improvement store for approximately 100,000 square feet.
- Represented owner/developer in tenant leasing in shopping centers in Chico, Oroville and Aliso Viejo.
- Represented a shopping center portfolio lease in-line shops, pads and anchor tenants in several grocery-anchored shopping centers.

**Mixed-Use Developments.**

- Represented a large commercial developer in negotiating and administering the leasing of retail space in a mixed-use residential apartment project in downtown Los Angeles.
- Represented national commercial owner/developer in leasing office space within a lifestyle center in Chino Hills, California.
- Represented a national owner/developer in leasing space to retail tenants in a mixed-use project (residential condominiums and retail) in Irvine, California.

**Ground Leases.**

- Represented international big-box retailer as lessee in ground leases on Oahu and Maui and in San Jose, Fremont, Stockton, Novato, and South San Francisco.
- Represented a San Diego shopping center developer in developing and leasing a shopping center located in Oceanside, California, which included the ground lease of a pad to Wal-Mart.
- Represented a charter school to acquire ground lease raw land from a city for the establishment of one of its campuses.

> REPRESENTATIVE MATTERS *CONTINUED*

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**Technology and Biotechnology Facilities.**

- Represented a closely held biotechnology landlord to negotiate and administer dozens of leases for start-up and national biotechnology facilities, including office, research and laboratory space in multiple projects.
- Represented international information technology company as tenant in leasing buildings for 400,000-square-foot expansion of headquarters campus in Milpitas, California.

**Hotels.**

- Represented developer of Hawaii hotels as landlord in negotiating retail space leasing.
- Represented landlord in its acquisition of several hotel properties located throughout the country and developed a ground lease structure separating ownership of land from improvements.
- Represented landowner as landlord in ground leases to hotel developers adjacent to San Francisco International Airport.

**Restaurant Leases**

- Represented restaurant developer and operator in leasing of space in Anchorage, Alaska.
- Represented landowner as landlord in leases to national chain restaurants and car rental companies adjacent to San Francisco International Airport.

**Golf Courses**

- Represented developer in ground leasing, constructing, establishing and operating private club and golf course on the island of Hawaii.