



Meyers Nave attorneys provide pragmatic and sophisticated real estate transaction services to a variety of clients with wide-ranging needs and goals.

The Daily Journal, California's premier legal publication, has recognized our attorneys as among the state's "Top Land Use Lawyers," "Top Development Lawyers" and "Top Real Estate Lawyers." Our lawyers have also been named to the *Los Angeles Business Journal's* list of "Who's Who in L.A. Real Estate Law," Martindale-Hubbell's list of "Top Rated Lawyers in Land Use and Zoning," and the *Best Lawyers in America* in "Litigation-Land Use and Zoning." *Super Lawyers* also recognizes one of our real estate attorneys, Jon Goetz, in the category of "Real Estate: Business."

In real estate transactions, we draft and negotiate the full spectrum of contracts from small projects—single parcels and rehabilitation of existing structures—to large and complex developments that involve multiparty, multi-parcel, and multi-phased projects. These include purchase and sale agreements, ground leases, commercial leases, and loan and financing documents including loan agreements, promissory notes, and financing documents related to the use of state and federal funds and tax credits.

Our attorneys have served as lead counsel for a multitude of real property matters, including dozens of commercial and retail projects, construction and rehabilitation of regional and neighborhood shopping centers, hotels, theaters, "big box" stores, restaurants and auto dealerships, and numerous purchases and sales of residential, business and agricultural properties. In all matters, we focus on quickly and efficiently resolving issues through negotiation and creative problem-solving.

Primary Attorneys – Summary Experience

- Stephanie Downs, Chair of Meyers Nave's Economic Development, Real Estate and Housing Practice Group, advises clients on a wide scope of real estate transactions, including leases, purchase and sale agreements, development agreements, easements and covenants, option agreements and deed restrictions. She previously served as Finance Manager for the Port of San Francisco, where she negotiated ground leases and public-private partnerships for Port development projects, including the rehabilitation of the historic ferry building, the AT&T ballpark, and the Pier 1 maritime office development.

- Meyers Nave attorney Jon Goetz has 30 years of experience representing a broad spectrum of private-sector landowners and real estate developers, cities, housing authorities, and universities in real estate transactions, land use planning, and public-private development. He has extensive experience in all aspects of real estate transactions — acquiring, financing, leasing and disposing of all forms of improved and unimproved real property. He has served as lead attorney for more than 50 commercial and retail projects; purchases and sales of residential, business and agricultural properties; and more than 150 housing developments including master planned communities and mixed use and transit oriented developments.
- Prior to joining Meyers Nave, Steven Farkas served as in-house General Counsel of a national refining and petroleum product company that owned several refineries and product terminals. His 25 years of experience includes handling many complex real estate transactions and associated land use issues involved in the acquisition and sale of refineries, terminals, pipelines and oil production facilities in various states. He also worked on the real estate transaction for the acquisition of land for the construction of an asphalt terminal.

Representative Real Estate Projects

- Served as lead negotiator for the City of South San Francisco on a 2.25-million-square-foot life sciences campus, including office and research facilities, hotel, retail marina and public recreation open space. We advised on the preparation and negotiation of a disposition and development agreement that provided public and private financing, an agreement with the harbor district regarding facility improvements, an leases with multiple public agencies to facilitate the construction of the ferry terminal.
- Advised the County of Stanislaus in preparing a disposition and development agreement and two long-term (99 years) ground leases for the reuse and redevelopment of the 1,528-acre Crows Landing Naval Air Facility and 1,268 adjacent acres of property. The former base was redeveloped for industrial and commercial use as an inland rail port and intermodal storage yard, a general aviation airport, and an array of distribution, warehouse, manufacturing and business park uses on the former base and adjacent property.
- Represented the City of Reno on the development and financing of a \$50 million stadium for the Reno Aces triple A team and related retail district. We negotiated with property owners to assemble land; negotiated and drafted a ground lease, stadium lease, sublease agreements, option agreements and guaranty agreement; and negotiated numerous complex agreements with third-party owners, including a land exchange, relocation of a City fire station, and obtaining the state of Nevada's approval for use of a historic structure.
- Structured an agreement between a private developer, a redevelopment agency, and the Bay Area Rapid Transit District for a \$100 million transit village development with 231 housing units, \$20 million in improvements to light rail, train and bus stations, retail space and public infrastructure.

- On behalf of the City of Inglewood and Inglewood Redevelopment Agency, negotiated and prepared a development agreement and advised on the specific plan and owner participation agreement for the re-use of the Hollywood Park racetrack in Inglewood. The project authorized 2,995 residential units, 620,000 square feet of retail, 75,000 square feet of office, a 300-room hotel, and renovation and expansion of an existing on-site casino.
- Assisted the City of Rancho Cordova in the development and approval of the City's largest land development project -- a 3,828-acre master-planned community that consists of 12,189 residential units, nine schools, 247 acres of commercial space, 269 acres of industrial park, 510 acres of wetland preserve, 178 acres of community parks, and 16 miles of trails. Our work included land use entitlements, an EIR/EIS, development agreement, specific plan, affordable housing agreement, and finance plan. The project will transform a mine tailings site into a community with schools, parks and retail.
- Advise the University of California on development projects on numerous campuses in connection with new or updated Long Range Development Plans (LRDPs). The scope of work includes land use and environmental law services for matters that arise while planning and implementing LRDPs. In addition to advising throughout the CEQA and NEPA review processes, Meyers Nave defends campus projects in a variety of land use and other matters, such as defeating CEQA, zoning, taxation, and public funding challenges to the new \$162 million Conference and Guest Center on the University of California, Los Angeles, campus.
- Represented a coastal city in reacquiring waterfront property and in the public-private development of a proposed \$400 million retail, restaurant, hotel and entertainment center on property to be ground-leased to a large development company.
- Designed an innovative ground lease structure for purchasers of homes in an 86-unit university workforce housing development.
- Handled the disposition and development agreement for a 30-acre, \$70 million open-air retail and entertainment center.
- Represented a large land company in leasing of commercial and retail space in a freeway-adjacent center.
- Structured ground lease and public assistance for a city to facilitate an affordable housing project estimated to double the city's population.
- Represented a school district in the leasing of on-campus community health centers.
- Represented a winery in acquisition of agricultural land and resolution of water rights dispute with neighbors.
- Facilitated land acquisition, business relocation, land exchange and development of a \$35 million downtown theater.