

REAL ESTATE DEVELOPMENT

Our attorneys have extensive experience representing real estate developers, including individual entrepreneurs, traditional for-profit developers, nonprofit corporations, and public agencies, in conjunction with all types of commercial real estate transactions. We also represent buyers, sellers, landlords, and tenants. Our experience includes working with office buildings, shopping centers, hospitals and medical offices, industrial properties, hotels and restaurants, residential and commercial condominium developments, and mixed-use projects.

Real estate development attorneys at Hodgson Russ regularly:

- Draft and negotiate complex, multi-party acquisition contracts and commercial leases
- Form and advise in the administration of homeowners and condominium associations, including providing assistance with enforcement matters
- Manage a variety of complex tax issues, including tax credits, abatements, and other incentive programs
- Provide representation after completion of construction, including on leasing, refinancing, sales, and 1031 deferred exchanges
- Represent borrowers and lenders in construction and permanent financing
- Represent project developers and municipalities in conjunction with various alternative energy projects, including wind-farm developments
- Secure regulatory, land use planning, and zoning approvals and resolve environmental impact issues

Our attorneys have significant experience with myriad public financial incentives utilized for real estate development projects, including public-private partnerships, state and federal tax credits, industrial development agency incentives, Excelsior Jobs Program and Start-Up NY benefits, and other similar state and local financial incentives. Our attorneys are involved at all levels of these transactions, which often require the creation and utilization of complicated, multi-tiered ownership structures to maximize financial incentive eligibility. Hodgson Russ has been awarded prestigious “Best Law Firms” Metropolitan Tier 1 rankings by *Best Lawyers/U.S. News & World Report* in the Real Estate Law category.

Professionals

Attorneys

Evan Anderson
Brandon Cottrell
Krystal Daniels
Collin Doane
Adam Faeth
Christofer Fattey
Amy Fitch
Warren Gelman
Andrea Gervais
Elizabeth Holden
Alan Laurita
Peter Lutz
Rafael Pignataro
Chelsea Reinhardt
Joseph Reynolds
Robert Sands III
Frank Sarratori
Richard Slavin
Brienne Szopinski
Shannon Wagner
Dylan Weber
Sujata Yalamanchili
Anthony Yanez

Renewable Energy Project Manager

Bridget Lamb

Paralegals

Jeffrey Barber
Katherine Delaney
Melissa Magiera
Erin Nowak

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Experience

Hodgson Russ represented the Collateral Agent in connection with an approximately \$27 million syndicated construction loan. The transaction involved the construction of a mixed use facility, and the capital stack for the development included brownfield tax credits and various state and local tax incentives.

Hodgson Russ closed a merger transaction on behalf of a long-time, NASDAQ-listed defense and aerospace products manufacturing client. As a result of the merger, the client became a wholly owned subsidiary in a deal valued at approximately \$275 million. The closing completed a four-month project in which attorneys from many of our practices contributed in significant ways under intense time pressures and opposite some of the largest firms in the country. Our work included advising our client's board in connection with its fiduciary duties; negotiating the merger agreement; preparing a proxy statement for the special meeting of shareholders and dealings with the SEC and FINRA; defending the company and the board in two shareholder lawsuits alleging, among other things, breach of fiduciary duty by the board; appearing in federal and state court and ultimately settling the lawsuits; advising management on directors and officers insurance matters; advising the board and management on certain options and other benefit matters; handling HSR filings; and assisting on financing related to the transaction.

A Hodgson Russ team led by Terrence M. Gilbride served as counsel to a private development team hired by the City of Niagara Falls in conjunction with the development, construction, and financing of its \$45 million public safety complex. This transaction involved utilization of a first-of-its-kind public-private partnership and required procurement of special state legislation to allow for private development and construction of a municipal facility.

Hodgson Russ attorneys represented senior management in their purchase of a leading full-service grocery retailer in upstate New York, northern Pennsylvania, and western Vermont. The grocery retailer operates 155 full-service supermarkets and has more than 15,000 associates. Hodgson Russ also represented the senior management group in the financing of this purchase.

Mr. Gilbride served as co-counsel to Empire State Development Corporation, the economic development arm of New York State, in conjunction with the ten-year renewal by the Buffalo Bills of the lease for Ralph Wilson Stadium and the related \$250 million stadium renovation project. This representation complemented his prior representation of Erie County, the owner of Ralph Wilson Stadium, in 1999 in conjunction with the structuring, negotiation, and documentation of the multi-tiered leasing arrangement for the stadium. This representation included securing

Senior Paralegals

Betsy Mills



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special state enabling legislation for consummation of the lease transaction and publicly funded renovation of the stadium complex, as well as engagement with the NFL general counsel's office on all league-related issues pertaining to the lease renewal.

Hodgson Russ has been critical to the extensive expansion and growth of a large commercial bank. Working closely with our client, Hodgson Russ assisted in the acquisition of both owned and leased properties, resulting in the addition of more than 500 new branches in New York, Connecticut, Massachusetts, and Pennsylvania. As part of the transactions, Hodgson Russ attorneys assisted the bank with environmental due diligence for each site. The work included coordination with environmental consultants in evaluation of site-specific risks and the identification and resolution of issues involved in transferring some sites to other parties after the initial acquisitions. The acquired branches totaled more than 2.3 million square feet and carried a purchase price of more than \$130 million. By virtue of these acquisitions, our client added an estimated \$6.5 billion in deposits.

Hodgson Russ helped a France-based, publicly traded manufacturer of automotive fluid transfer parts complete the acquisition of a Michigan-based automotive parts manufacturer from one of the largest private equity firms in the United States, including handling all employment-related legal aspects of the transaction. As a result of the deal, the French manufacturer now employs 8,000 people in 11 countries with annual projected sales of €620 million, up from €410 million in 2010. Hodgson Russ was the lead firm for the U.S. aspects of this transaction, including advising on the U.S. aspects of a multimillion-dollar acquisition financing package from a consortium of French lenders.

Terrence M. Gilbride led a team of Hodgson Russ attorneys that counseled Allegany County in conjunction with the development of a new municipal courthouse facility. This project was one of the first municipal projects in the state, if not the first, to take advantage of recent statutory modifications exempting public construction projects with project labor agreements from the multiple prime contractor requirements of the Wicks Law. This structure enabled the project to come in on time and below budget. We also served as State Environmental Quality Review Act (SEQRA) counsel for this project and successfully defended the county in litigation brought on environmental and state law grounds.

A Hodgson Russ team represented the Buffalo Sabres and its affiliate, HARBORCENTER, in conjunction with the development of HARBORCENTER, an approximately \$200 million, 600,000-square-foot sports, retail, entertainment, parking, and hospitality complex. This first-of-its-kind mixed-used facility includes two ice rinks; a 19-story, full-service Marriott hotel; a sports-themed nightclub and restaurant; retail space; and an 800-car parking facility, all of which are connected to the existing Key Bank Center via skywalk. Hodgson Russ has worked with the Sabres on all aspects of this project from its inception, including environmental review, contract negotiations, permitting, construction, economic development incentives, financing, and tax planning.

Acted as local counsel to an international wind energy company in the closing of building and project loans on two separate windfarms in upstate NY. The aggregate building and project loans were approximately \$194 million and \$13 million, respectively.

Hodgson Russ attorneys represented France-based Cegedim, a leading provider of databases and software solutions for the health care industry, in a deal reached in March to acquire Dendrite International, a former rival in the pharmaceutical marketing solutions sector. The \$751 million deal was expected to result in a combined company with operations in more

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than 75 countries throughout Europe, North and South America and Asia Pacific, and with annual revenues of approximately \$1.1 billion. Hodgson Russ assisted with all employment-related legal aspects of the transaction.

A Hodgson Russ team led by Mr. Gilbride has served as counsel to the program provider for the \$1 billion City of Buffalo public school refurbishment, renovation, and modernization project. This project, which required seven separate special pieces of state legislature resulted in the renovation of more than 48 antiquated public school buildings. Hodgson Russ's representation extends to all aspects of this unique public-private partnership project, including procurement of state legislation, assistance in securing state education department SED approvals on construction and financing, assistance with development of strategies and funding sources for the city's portion of the project costs, assistance in procurement of tax-exempt bonding, assistance with the State Environmental Quality Review Act review process, counsel regarding MBE/WBE compliance and workforce development, and procurement of all necessary architectural and construction services.

Represented a developer/investor in multiple finance transactions which closed on the same day. These included a \$12.5 million loan secured by 11 multi-family properties, a \$15 million loan secured by 12 multi-family properties, and a \$4 million loan secured by 31 multi-family properties.

Represented an international manufacturing company in the negotiation of Owner-Contractor AIA form construction documents, which helped facilitate the expansion of their facility in Tonawanda, NY.

Hodgson Russ partner Terrence M. Gilbride serves as counsel to Corvias Group, a national developer of military and student housing, in conjunction with student housing projects in Massachusetts, Alabama, New York, and Georgia.

Hodgson Russ has represented many local businesses and developers across New York State, including an 18-hole golf course, a winery, a family-owned meat market, and a developer of a large mixed-use business/residential park. This representation has included state and local code interpretation, analysis of permitting requirements, the preparation and presentation of environmental and zoning applications, and defending approvals and permits in litigation.

Mr. Gilbride leads the team of attorneys at Hodgson Russ that represents Iskalo Development Corporation, a full-service real estate development company based in Williamsville, New York, specializing in class A office buildings throughout Western New York. This representation included the acquisition, development, and financing of the Electric Tower Building in downtown Buffalo, home of Buffalo's annual New Year's Eve ball drop.

Mr. Gilbride led a team of Hodgson Russ lawyers in representing a State University of New York university center on a major legislative initiative that ultimately became the basis for the NYSUNY 2020 legislation enacted into law by Governor Andrew Cuomo. This engagement included development of comprehensive public-private partnership legislation to facilitate a multibillion-dollar expansion of the university center's campuses. We also served as State Environmental Quality Review Act (SEQRA) counsel to the university center for the three campus capital project related to this legislative initiative.

Mr. Gilbride served as lead counsel to the owner of the medical office building in conjunction with the formation of a commercial condominium and sale of an entire floor of the building to a nonprofit corporation affiliated with the State of New York.

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Represented a client in the acquisition, construction financing, development, and leasing of a medical office building.

Mr. Gilbride serves as counsel to Buffalo 2020 Development Corporation, a nonprofit joint venture between the University at Buffalo Foundation and the Research Foundation of the State University of the New York. This entity has been actively engaged in various capital projects in and around the Buffalo Niagara Medical Campus, including development of a \$300-million clinical translational research facility and biosciences incubator for University at Buffalo. Through the utilization of a unique public-private partnership condominium structure, Buffalo 2020 Development Corporation was able to develop this facility by co-location with a working hospital, thereby maximizing operational efficiencies and substantially reducing duplicate costs for both facilities.

Mr. Gilbride represented a nonprofit affiliate of the University at Buffalo in conjunction with land acquisition for the development of the new School of Medicine and Biomedical Sciences facility in downtown Buffalo. This \$450 million facility, which anchors the university's new downtown campus, represents the largest single construction project ever undertaken by the State University of New York and incorporates an operational subway station in the lobby. This feature necessitated negotiation of a first-of-its-kind long-term air rights lease agreement with the Niagara Frontier Transportation Authority.

Representation of regional transit authority in connection with the acquisition and development of transit stations, condemnation matters and various real property transactions. Matter handled prior to joining Hodgson Russ.

Hodgson Russ assisted client Community Action Organization of Erie County, Inc. (CAO) on a \$16.25 million development project that turned a long-vacant orphanage on Buffalo's East Side into St. Martin Village, a low-income housing project comprising 60 housing units and related facilities and grounds. The project involved rehabilitating three architecturally significant buildings, demolishing eight other buildings, and constructing six new buildings. Hodgson Russ attorneys assisted CAO in securing \$1.32 million annually in low-income housing tax credits from the New York State Division of Housing and Community Renewal, with a total of \$13.2 million in tax credits anticipated. The firm also provided project-financing assistance, negotiating a construction loan not to exceed approximately \$9.5 million from KeyBank National Association; a permanent loan of \$1 million from Community Preservation Corporation; and secondary loans in varying amounts from the New York State Housing Trust Fund Corporation, the City of Buffalo, and CAO. The firm also assisted St. Martin Village in obtaining, through CAO, a grant from the New York State Urban Initiatives Program Fund and an approximately \$1 million federal home loan grant.

Hodgson Russ represented the purchasers of land in a new homeowners association-planned subdivision in Ellicottville, New York, at a popular ski resort. This representation included title and survey matters, and the coordination and review of various homeowners association declarations of covenants affecting the purchaser's title and land rights.

Represented a global chemical manufacturer in its expansion in Upstate New York. The transaction involved the purchase of vacant land, negotiation of railroad rights and related industrial development authority benefits.

Hodgson Russ advised an educational institution with respect to the federal tax issues upon the sale of a building with outstanding tax-exempt bonds. The advice involved an analysis of available IRS remedial actions to preserve the tax-exempt status of the bonds, including a redemption of the bonds and use of the disposition proceeds for an alternative qualifying use.

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Hodgson Russ attorneys represented an industrial development agency in all aspects of a financing transaction for the development of a major renewable energy facility in northern New York State. The scope of this more than \$490 million project included three wind farm projects involving more than 100 sites scattered over 5,000 acres of land. The project was named North American Renewables Deal of the Year by *Project Finance* magazine, Renewables Deal of the Year by *Infrastructure Journal*, and Environmental Deal of the Year in the Americas by *Project Finance International*.

Representation of private developer in connection with multiple regional shopping center financings. Matter handled prior to joining Hodgson Russ.

Mr. Gilbride served as lead partner to a team of Hodgson Russ attorneys representing the owner of the Key Center twin tower office complex in downtown Buffalo in conjunction with the Buffalo Information Technologies Innovation and Commercialization Hub. This project involved the formation of a commercial condominium and sale of over 100,000 square feet of space in the South Tower at Key Center to a nonprofit corporation affiliated with New York State. The space was developed as an information technology hub and leased to IBM.

Represented real estate investor/developer in the acquisition of a 43 property multi-family housing portfolio. This included related Fannie Mae financing and a \$23 million real estate loan secured by 52 properties.

Represented an estate in the sale of a large real estate portfolio. This included the sale of a New York City co-op, and a multi-transaction sale of 16 properties in Brooklyn, NY for a total purchase price of \$85,750,000.

Hodgson Russ served as lead counsel to the City of Buffalo in conjunction with the construction of a minor league baseball stadium. This representation included nearly every legal aspect associated with the construction of the 20,900 seat stadium, ultimately culminating in the lease agreement between the City of Buffalo and the resident team, the Buffalo Bisons. In the course of this representation, Hodgson Russ played a key role in structuring the multi-lender, \$37 million financing for this project.

A Hodgson Russ team led by Mr. Gilbride represented global hospitality and food service provider Delaware North Companies, Inc. in conjunction with the negotiation of a long-term anchor tenant lease agreement for its new 110,000-square-foot world headquarters in Buffalo, New York. This representation included negotiation of a build-to-suit lease for this state-of-the-art office facility and related state and local economic development incentives, ensuring Delaware North's commitment to a long-term presence in Western New York.

Assisted the owner of a historic former factory (which has been converted into a multi-tenant facility containing art studios, light manufacturing and office space) with an \$8 million loan refinancing.

Hodgson Russ represented a nonprofit corporation in conjunction with the development and construction of an \$11 million twin pad ice arena in Lockport, New York. This representation includes the negotiation of all construction, financing, naming rights, and management agreements for the facility

Hodgson Russ provided counsel to the owner of a vacant industrial property when it was purchased by another business. Jeffrey Stravino managed the overall coordination of the various legal teams and issues involved in the deal, and personally handled the environmental matters, including working with the client and New York State to get the site into the New York State Brownfield Cleanup Program. Joseph Endres assisted on the tax issues, and was very instrumental in working

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through tax and BCP issues that arose during the transaction.

As reported in the [New York Times](#), Micron announced the siting of a chip factory complex in the Town of Clay, located north of Syracuse, NY. Micron has retained a team of Hodgson attorneys (Chris Canada (Albany), Glen Doherty (Albany), Chris Doyle (Buffalo), Terry Gilbride (Buffalo), John Godwin (Buffalo), Joe Scott (Albany) and Jeff Swiatek (Buffalo)) to handle IDA, construction, real estate, tax and labor matters. The firm has already handled a significant amount of work of the matter relating to the structuring and completion of a Project Labor Agreement with the local trade unions through the efforts of Glen Doherty, with support by John Godwin and Jeff Swiatek.

The project is expected to be undertaken in multiple phases over a 10 year period, and involve the investment of over \$100 billion. Job estimates include 9,000 Micron employees and over 40,000 jobs for suppliers, contractors and vendors.

The firm secured the work through a contact/referral at the Greenberg Traurig firm, who is acting as government relations consultant to Micron. In addition, the firm was able to demonstrate the experience and skill set necessary to handle such an engagement by describing the work currently being handled by the same team members for a \$300M offshore wind manufacturing project to be sited in the Port of Albany.

Represented a developer/investor in the \$21 million acquisition of three multi-family properties encompassing 350 units. This transaction included the closing of a \$16.6 million Fannie Mae real estate loan.

Assisted a distributor of specialty office products and printing machines in the acquisition, financing and construction contracts for the purchase and renovation of their offices in Kansas and North Carolina.

Represented a commercial developer in the acquisition of three multi-family properties for \$2.7 million and related \$2.1 million loan. Also represented this same client in the refinancing of a portfolio of commercial properties with a conduit loan lender, and the \$6.5 million refinance of a 27-property multi-family portfolio.

Represented a large, publicly traded financial institution with respect to construction contracts for a regional headquarters (\$3.6 million, including sustainable project provisions for LEED certification), leasehold improvements (\$525,000), branch renovations (\$1,020,000), and multi-site upgrades at dozens of their branches under a cost of work with GMP model.

Hodgson Russ advised the developer on all legal aspects of the permitting and IDA financing of multiple wind energy projects in Western New York providing power for more than 50,000 homes. The projects include over a hundred turbines, over 20 miles of access roads, electric collection systems, an operations and maintenance building, and a substation. Our work included guiding the environmental impact review processes, representing the company at public hearings, obtaining land use permits, defending the company in lawsuits from opposing neighbors, and negotiating road use and host community agreements. We served as local finance counsel in obtaining benefits from the IDA, and all real estate matters related to the project, including survey due diligence and acting as the title examiner for the projects.

A team of attorneys from Hodgson Russ's College & University Practice led by Terrence M. Gilbride represented a community college foundation on various matters related to the construction and financing of an apartment-style housing facility for students, including the preparation, negotiation, and review of related conveyance, construction, and financing documents and the resolution of title issues relating to the site of the facility. Prior to this engagement, this team of attorneys has also represented six other New York community colleges (or their affiliated foundations or auxiliary service

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corporations) in conjunction with student housing projects and one community college in conjunction with the development of a satellite academic facility.

Represented a client in the negotiation of an Owner-Contractor agreement for the build-out of retail and showroom space in a Manhattan office building.

Ralph Pignataro represented a client in the sale of a multi-tenant medical office building for \$18 million. The client then reinvested the proceeds of that sale into the purchase of a retail shopping center in California for \$15 million. Ralph represented another client sell two properties (one in Utah, another in Pennsylvania) for \$21 million, and then reinvest the proceeds via a 1031 exchange for a \$28 million purchase in upstate New York, with title held by three separate subsidiary companies. Known as like-kind or 1031 Exchanges, these complex transactions were structured in such a way as to help the client defer capital gains taxes on the sale of the relinquished property.

A Hodgson Russ team led by Terrence M. Gilbride recently completed the successful representation of a joint venture in conjunction with the structuring, development, and construction of a 200-vehicle, \$160 million bus garage/service facility in the Mid-Atlantic region for one of the nation's largest metropolitan transportation authorities. The project was undertaken through a joint venture between a real estate development company and a large national engineering firm. The joint venture and the transportation authority utilized a public-private partnership to develop the facility and was able to significantly reduce operating expenses and achieve significant cost and time savings in the construction of the project.

Represented a large public sector entity in the purchase of a historic building in Niagara Falls, NY, to facilitate future redevelopment.

Hodgson Russ worked with a private college to close on its acquisition of an adjacent complex, presenting the college with long-awaited opportunities to develop an interdisciplinary science center and solve its parking issues. The work began years earlier, when the college initiated the purchase of what was then the headquarters of a local health care company, along with an adjacent parking ramp, after the company announced its plans to build a new facility near the city's waterfront. Mr. Gilbride guided the college through signing a long-term purchase contract that allowed it the time necessary to raise funds for the \$18.5 million purchase while preventing the site from sitting vacant for the time between the signing and closing of the deal. It also expanded the college's footprint and connects the school with its athletic center.

Assisted a plastics manufacturer with the purchase of real property and securing of industrial development agency incentives for the purpose of expanding their manufacturing operations.

Represented a large, Canada-based real estate investment company in the closing of two separate real estate acquisitions and related Freddie Mac loans of \$16,730,000 and \$17,880,000, respectively.

Acted as real estate counsel to a mid-sized town in Western New York on various real estate matters, including road, utility and common space dedications in connection with residential development and various title matters.

Mr. Gilbride serves as real estate counsel to the Buffalo Niagara Medical Campus, a nonprofit corporation responsible for the development and operation of the Buffalo Medical corridor. This representation has included the acquisition and redevelopment of the former M. Wile and Trico industrial facilities located on the campus.

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Mr. Gilbride serves as outside real estate counsel to IDEX Corporation, a NYSE-traded international manufacturer of fluidics equipment and engineered products with annual revenues of in excess of two billion dollars. For more than 25 years, Terry has handled national and international real estate acquisitions, dispositions, and leases for IDEX and its more than 40 subsidiary entities.

Assisted a growing community college in the Finger Lakes region of New York with multiple purchases of property around their campus.

Hodgson Russ represented a Fortune 1000 company in the acquisition of the interests and real property of a privately held specialty parts manufacturer with locations on four continents. Our responsibilities included environmental due diligence review, the management of various environmental consultants, risk analyses related to various acquired properties, and contract drafting and negotiation.

Hodgson Russ represented a premier U.S. hardwood lumber company in its acquisition of a privately held hardwood company with 11 saw mills in four mid-Atlantic and southern states. The acquisition involved extensive environmental, real estate, tax, and zoning issues at all locations. Our attorneys successfully structured the complex deal, including determining the type of purchase to pursue and its implementation. This acquisition required the client to obtain a new credit facility to finance the transaction. For this same client, Hodgson Russ performs five to six acquisitions of varying size and complexity every year. Hodgson Russ represented the family-owned specialty chemical manufacturer in connection with the sale of the company to a large private-equity fund. The transition included the sale in both the U.S. and Europe and included the use of representation and warranty insurance in connection with the purchase agreement.

When a European-based heavy machinery manufacturer sought to strengthen its presence in North America, it saw in a U.S. company the perfect opportunity to expand its product line and distribution capabilities in the United States. With the help of Hodgson Russ, the U.S. division of this manufacturer completed the acquisition of this company and its complementary product line, thereby significantly increasing the size of its U.S. operations and positioning itself for future growth in this market. The acquisition — valued at approximately \$43 million, combining a cash purchase price and assumption of debt — is the multinational manufacturer's largest U.S. acquisition to date. The company's U.S. employee base more than quadrupled with the addition of the U.S. company's approximately 400 employees, and it added locations in Alabama, Florida, Indiana, Iowa, Kentucky, Tennessee, Texas, and other states to its manufacturing and distribution network. Prior to this acquisition, Hodgson Russ handled the incorporation of the European manufacturer's U.S. division and its acquisition of a smaller U.S. manufacturing company. In connection with this expansion, we designed and drafted restricted stock plans to incentivize their key employees. Since this transaction, Hodgson Russ has represented this client in two additional acquisitions, one on the East Coast and one on the West Coast.

Assisted a large town in Western New York with real estate matters, including the negotiation of amendments, extension and leases for the construction of new cell tower sites.

Represented a healthcare client in the \$16.2 million sale of a medical office park in suburban Buffalo, NY and the related 1031 exchange.

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Hodgson Russ's bond counsel, real estate, environment and energy, and education law attorneys work together to assist school districts in capital improvement projects, including school districts' evaluation of environmental impacts under the State Environmental Quality Review Act (SEQRA). The dozens of projects we have worked on include improvements such as new school buildings and sports facilities, additions to existing campuses, roadways, and reconstruction and renovation work.

Ralph Pignataro has helped clients secure property tax, sales tax, and mortgage recording tax abatements from multiple industrial development agencies (IDAs) across New York State. He has structured payment in lieu of tax agreements (commonly referred to as PILOT agreements) and installment sale agreements that help reduce the property tax and sales tax burdens on newly purchased, renovated, and improved commercial properties.

A Hodgson Russ team led by Terrence M. Gilbride represents five state university-affiliated foundations in conjunction with the development and operation of 11 privatized student housing projects on the campuses of University at Buffalo, SUNY Canton, Buffalo State College, and SUNY Purchase. This representation involved the creation of a unique financing model for the development and construction of on-campus student apartments with 100 percent private funding. This representation includes negotiation and drafting of all lease and facility related agreements between SUNY and the nonprofit sponsors of the individual housing projects.

In the News

Hodgson Russ Taps Head of New Real Estate, Enviro Practice
Law360, October 20, 2023

Falls City Council Moves Forward with Plans for Centennial Park Project
Niagara Gazette, November 23, 2022

Largest Buffalo commercial real estate law firms 2020
Buffalo Business First, September 11, 2020

Buffalo Business First - Thought Leaders: Development
Buffalo Business First, February 15, 2019

Albany Business Review- Industry roundtable: Downtown development
Albany Business Review, October 22, 2018

Buffalo Business First - Thought Leaders: Finding Solutions
Buffalo Business First, November 3, 2017

Who Decides a Shopping Mall Is Dead?
Buffalo Business First, March 11, 2016

Building a Better WNY: Economic Development Leaders Talk About Growth
Buffalo Business First, November 6, 2015

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Albany Business Review- Industry Roundtable: Economic Development
Albany Business Review, October 16, 2015

Real Estate & Development Special Report: Zombie Houses
Buffalo Law Journal, March 17, 2014

Press Releases

Richard J. Slavin Joins Hodgson Russ LLP
October 3, 2023

Hodgson Russ LLP Receives Multiple Top Marks from *Chambers USA Guide 2023*
June 6, 2023

71 Hodgson Russ Attorneys Ranked in 2023 Edition of *Best Lawyers in America*
Hodgson Russ Press Release, August 19, 2022

Hodgson Russ Receives Top Tier National and Metropolitan Rankings in 2022 Best Law Firms Listings
Hodgson Russ Press Release, November 15, 2021

Sujata Yalamanchili Named to the Power 200 Women List by Buffalo Business First
Hodgson Russ Press Release, August 10, 2021

Hodgson Russ Receives Top Marks for *Chambers USA 2021* Directory
Hodgson Russ Press Release, May 26, 2021

Two Hodgson Russ Attorneys Selected to Author Monthly Columns in *Tax Notes State*
Hodgson Russ Press Release, April 27, 2020

Hodgson Russ Receives Top Marks for *Chambers USA 2020* Directory
Hodgson Russ Press Release, April 24, 2020

Peter Lutz Joins Hodgson Russ
Hodgson Russ Press Release, September 16, 2019

Hodgson Russ Adds 5 Lawyers in the Capital District
Hodgson Russ Press Release, September 3, 2019

Publications

Dual-Use Development and the Agricultural Assessment Conversion Penalty
Tax Notes State, November 6, 2023

Limited Liability Company Anonymity
Tax Notes State Real Assessment, October 16, 2023

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New York State Passes \$3 Billion Act for Environmental Restoration and Protection – Next Stop, the Ballot Box
Hodgson Russ Environmental Alert, April 6, 2020

Gervais Profiled in *Business First* Real Estate Article
Buffalo Business First, January 2, 2020

Who Decides a Shopping Mall Is Dead?
Buffalo Business First, March 11, 2016

New Buffalo Green Code May Make It Easier to Build in the Queen City
Real Estate Development Alert, October 29, 2015

Taxing Not-for-Profits: Is Maine Starting a Trend?
Talk of the Towns, March 2015

REITs Expand Beyond Real Estate
Commercial Real Estate Development, Winter 2014

Eminent Domain as an Alternative Means of Addressing Underwater Mortgages and the Foreclosure Crisis: Is it a Viable Tool or an Invitation to Litigation?
Talk of the Towns, October 2013

Convert Security Agreements With Care
Lawyers Weekly, August 28, 2012

Presentations & Events

Emerging Trends in Environmental Diligence - What You Need to Know, and Why You Need to Know It
May 17, 2022

Community-Based Real Estate Development Training
July 27, 2020

Opportunities for Building Owners and Property Developers from the Reforming the Energy Vision (REV) Program
Buffalo, NY, June 1, 2016

International Council of Shopping Centers (ICSC) Canadian Law Conference: Dealing With U.S.-Based Tenants
Toronto, ON, April 14, 2015