



## SUJATA YALAMANCHILI

Partner, Real Estate Leasing Practice Leader, Retail Sector Industry Leader

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Sujata draws upon her extensive experience in business and commercial real estate development, commercial leasing, and real estate investment and financing to provide business-focused legal advice to help her clients reach their goals. Sujata's experience includes structuring acquisition and development projects for office, distribution, and manufacturing facilities; advising retail sector developers and operators in development, acquisition, leasing, financing, and 1031 exchange matters; structuring, development, and financing of public-private partnerships, including providing due diligence review, project structuring, negotiating and drafting of project agreements, crafting and implementing legislation, financing, and real estate and tax matters; and handling real estate financing matters, including nontraditional sale leaseback and ground-lease matters. Sujata regularly advises tax exempt entities, including colleges, universities and health care providers, on tax exempt, board governance, real estate development and leasing matters.

Highlights of Sujata's work include:

- Acting as lead real estate counsel to a publicly traded financial institution, a nonprofit health care organization, and a UK-based retailer with more than 200 retail locations throughout North America
- Advising companies entering into contracts with airport authorities, including structuring joint venture arrangements to qualify for minority- and women-owned business status
- Assisting in the development of hospitality projects, including management contracts, leases, franchise agreements, and joint venture agreements
- 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, including development of comprehensive public-private partnership legislation to facilitate a multibillion-dollar expansion of the university center's campuses

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Suite 100  
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22 Adelaide Street West, Suite 2050  
Toronto, ON M5H 4E3  
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### Practices & Industries

Real Estate Leasing  
Real Estate Development  
Canada-U.S. Cross-Border  
International-U.S. Cross-Border  
Education  
Banking & Finance  
Financial Services  
Foreign Embassies & Consulates  
Green Building  
Home Care  
Hotel, Hospitality & Lodging  
Renewable Energy

## SUJATA YALAMANCHILI

- Acts as counsel to a \$1 billion private foundation affiliated with a state university system

Before attending law school, Sujata worked as a financial analyst for a Fortune 50 company, where her responsibilities included cost accounting, project analysis, budgeting, and forecasting.

At Hodgson Russ, Sujata previously served as a member of the firm's board of directors and is a former chair of its Committee for Attorney Recruitment, Development, and Diversity.

Sujata writes a column for *Tax Notes State* called "Real Assessment."

Sujata exclusively practices U.S. law and is admitted to practice in Connecticut and New York.

### Honors

- Listed, *Buffalo Business First*, Power 200 Women, 2017 - 2023
- Listed, *Best Lawyers in America*, "Lawyer of the Year" (Real Estate Law) 2021, 2023
- Listed, *Best Lawyers in America* (Real Estate Law) 2013 - 2024
- Listed, *Chambers USA: America's Leading Lawyers for Business*, (Real Estate) 2017 - 2023
- Listed, *Upstate New York Super Lawyers* (Real Estate) 2013 - 2023
- Recipient, ATHENA Leadership Award, 2021
- Listed, *Buffalo Business First*, Power 125 Women, 2018, 2019
- NFJC Community Leader, 2018
- Minority Bar Association Award, 2016
- University at Buffalo School of Management Alumni Achievement Award for Service to the School, 2010
- *Buffalo Business First's* 40 Under Forty Award, 2005
- *Who's Who in American Colleges and Universities*, 1988
- University at Buffalo Outstanding Undergraduate Award
- Wall of Fame, Williamsville Central School District

Retail Sector

Tax-Exempt Organizations

Telecommunications

### Admissions

New York

Connecticut

### Education

University at Buffalo, B.S., summa cum laude

University at Buffalo, M.B.A.

Cornell Law School, J.D.



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## Experience

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.

Assisted two separate nations with leasing matters relating to consular spaces in New York City.

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.

Represented a Consulate with the sale of a \$3,600,000 portfolio of consular properties, including negotiating broker agreements, sale agreements and closing.

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.

## In the News

Sean Kirst: Forty Years Beyond Guaranty Salvation, A Civic Toast to the Soul of Our City  
*The Buffalo News*, December 6, 2023

Revisiting Mortgage Tax Exemptions for Federal Credit Unions  
*Tax Notes State*, October 10, 2022

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Largest Buffalo commercial real estate law firms 2020

*Buffalo Business First*, September 11, 2020

Tax Life: A Conversation with Sujata Yalamanchili

*Forbes*, June 26, 2020

Portrait of Excellence: A Conversation with Sujata Yalamanchili

*Tax Notes State*, May 25, 2020

Absence of Lease or Contract Provision Concerning Payment of Property Taxes Deemed Fatal in Tax Assessment Challenge

*American College of Real Estate Lawyers (ACREL) - News & Notes*, November 12, 2019

Addressing the Special Concerns of Companies That Use Co-Working Spaces

*Commercial Lease Law Insider*, March 29, 2019

Buffalo Business First - Thought Leaders: Development

*Buffalo Business First*, February 15, 2019

Highlights of CARDD's 2018 Inclusion & Diversity Initiatives

January 15, 2019

Sujata Yalamanchili Selected to Buffalo Business First Power 125

*Buffalo Business First*, July 27, 2018

## **Press Releases**

55 Hodgson Russ LLP Attorneys Named to 2023 Upstate New York Super Lawyers List

August 23, 2023

83 Hodgson Russ LLP Attorneys Ranked in 2024 Edition of *Best Lawyers in America*

August 17, 2023

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

June 6, 2023

Fifty-Nine Hodgson Russ Attorneys Ranked in 2022 Edition of Upstate New York Super Lawyers

*Hodgson Russ Press Release*, August 23, 2022

71 Hodgson Russ Attorneys Ranked in 2023 Edition of *Best Lawyers in America*

*Hodgson Russ Press Release*, August 19, 2022

Hodgson Russ Receives Top Marks for *Chambers USA 2022 Guide*

*Hodgson Russ Press Release*, June 2, 2022

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Fifty-Four Hodgson Russ Attorneys Ranked in 2021 Edition of Upstate New York Super Lawyers  
*Hodgson Russ Press Release*, August 20, 2021

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

## **Publications**

U.S. Department of Education Announces Long-Awaited Final Title IX Regulations  
*Hodgson Russ Education Alert*, April 25, 2024

New York Public Service Commission Commences Grid of the Future Proceeding  
*Hodgson Russ Renewable Energy Alert*, April 23, 2024

Appellate Court Clarifies Scope of Required CLCPA Compliance and Confirms Ripeness Under SAPA for Challenges to Agency Declaratory Rulings  
*Hodgson Russ Renewable Energy Alert*, April 3, 2024

EPA Finalizes Standards Impacting Hazardous Air Pollution Emissions at Gasoline Distribution Facilities  
*Hodgson Russ Environment & Energy Alert*, March 29, 2024

**Inter-Agency Fire Safety Working Group Releases Proposed Revisions to NYS Fire Code Related to Battery Energy Storage Systems**  
*Hodgson Russ Renewable Energy Alert*, February 22, 2024

**Applicant's Partial Loss of Site Control Results in First ORES Denial of Section 94-c Permit Application**  
*Hodgson Russ Renewable Energy Alert*, February 20, 2024

FY 2025 Executive Budget: Governor Hochul Proposes to Expedite and Consolidate Environmental Review and Permitting for Major Renewable Electric Generation and Transmission Facilities  
*Hodgson Russ Renewable Energy Alert*, January 23, 2024

National Grid Petition Seeks Retroactive Cost Increases From Multiple Solar Projects, Ability to Increase Costs on Future Projects  
*Hodgson Russ Renewable Energy Alert*, January 16, 2024

NYSERDA Reports on the Impacts of the Inflation Reduction Act and Submits Proposal Stretching Funding for Additional Solar Capacity  
*Hodgson Russ Renewable Energy Alert*, January 11, 2024

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2024 Draft Solar and Wind Valuation Model Under Real Property Tax Law § 575-b Released for Public Comment  
*Hodgson Russ Renewable Energy & Municipal Alert*, January 3, 2024

## **Presentations & Events**

Understanding The Impact Of NYC's Climate Mobilization Act  
NYSBA, April 21, 2021

NYS Decoupling Rules & How It Affects Real Estate, Commercial Leases and Personal Guarantees  
NYSSCPA, August 27, 2020

Community-Based Real Estate Development Training  
July 27, 2020

Commercial Real Estate Leasing in the COVID Era  
June 10, 2020

The Hodgson Russ CARES Act Webinar Series – A Primer for Businesses  
April 6 & 13, 2020

Hodgson Russ/FAE COVID-19 Webinar Series  
Foundation for Accounting Education: An Affiliate of the NYSSCPA, April 1 & 2, 2020

BizWomen Mentoring Monday  
Buffalo Business First, Buffalo RiverWorks, February 25, 2019

Negotiating and Drafting Licenses and Leases for Nontraditional CRE Space  
Commercial Lease Law Insider, New York, New York, January 28, 2019

Commercial Real Estate Leases  
Hodgson Russ LLP, October 23, 2018

Diversity Panel on Career Options in Law  
University at Buffalo Law School, February 21, 2018

## **Professional Affiliations**

- Fellow, American College of Real Estate Lawyers (ACREL)
- Member, Commercial Leasing Committee, ACREL
- *Commercial Lease Law Insider* board of advisors
- Member, Advisory Board of the Real Estate Development Program at the University at Buffalo ([www.ap.buffalo.edu/real-estate-development](http://www.ap.buffalo.edu/real-estate-development))
- Co-Chair, Leasing Committee of the Real Property Section, New York State Bar Association

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- New York State Bar Association
- Bar Association of Erie County

### **Community & Pro Bono**

- Board Member, University at Buffalo Foundation, 2021 - Present
- Board Member, the Williamsville Education Foundation, 2017 - Present
- Member and Former Chair, Dean's Advisory Council, University at Buffalo School of Management 2011 - Present
- Emerita Board Member, WNY Women's Foundation, 2008 - Present
- Emeritus Trustee, Theodore Roosevelt Inaugural Site Foundation, 2021 - Present
  
- Former Vice Chair, Shea's Performing Arts Center, 2021 - 2022
- Former Chair, Amherst Youth Board, 2008
- Past Co-chair, "What She's Made Of," WNY Women's Foundation, 2012
- Former President & Board Member, University at Buffalo School of Management Alumni Association