

# Brook M. Bailey

SHAREHOLDER

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Brook Bailey helps clients create a vision for their projects, while also providing skilled advice on various complex real estate issues.

Brook is the lead attorney on portfolio projects. Managing the real estate component of large-volume mergers and acquisitions, particularly health care systems and industrial projects, she mobilizes a team of attorneys and real estate analysts to tackle complex closings. Her highly skilled teams are able to quickly and efficiently navigate through due diligence, contract negotiation, and financing of these projects. She has developed a systematic process that provides clients with a quality and cost-effective product. In addition, she helps clients design a document management system that is uniquely tailored to meet each client's business needs.

Specializing in medical office leasing arrangements and transactions, Brook regularly advises clients in health care compliance matters, specifically navigating the effect of the Stark Law and Anti-Kickback Statute on lease arrangements.

Brook has extensive experience negotiating office, retail, and industrial lease arrangements. Drawing on her broad experience representing landlords and tenants, she anticipates arguments on both sides of the table and offers compromises instead of conflicts. Her positive and collegial attitude helps clients successfully close deals and execute leases to the satisfaction of all the parties.

Clients range from national restaurant franchisees to industrial office park developers to health care providers, including pro bono legal services for regional nonprofit organizations.

## Education

- Loyola University Chicago (J.D., 2002)
- Grinnell College (B.A., 1998)

## Bar Admissions

- Missouri, 2006

## Capabilities

- Faith-Based Health Care Organizations
- Health Care Real Estate
- Real Estate Development
- Real Estate
- Real Estate Transactions
- Real Estate Investment Trusts (REITs)

- Illinois, 2002
- Kansas, 2008

## Memberships

- Te Deum, Inc.
  - Board of Directors, 2020-present
- Greater Kansas City Chamber of Commerce
  - Centurion's Leadership Program, Class of 2019
- Kymel, Inc.
  - Board of Directors, 2020-2023
- Central Exchange
  - Board of Directors, 2015-2019
- Association for Women Lawyers of Greater Kansas City
  - Board of Directors, 2015-2018
- American Bar Association
- The Missouri Bar
- KC CREW (Kansas City Commercial Real Estate Women)
  - Community Services Committee Member
- Women's Employment Network
  - Volunteer for mock interviewing and resume review
- Morning Glory Café
  - Volunteer for V.I.S.I.O.N. Program

## Recognition

- Selected for inclusion in *Best Lawyers in America*® for Real Estate Law, 2022-2026
- Honored by *The Kansas City Business Journal* as "Best of the Bar" in Commercial Real Estate Transactions and Leasing, 2015
- Selected by *Missouri Lawyers Weekly*, Up and Coming Attorneys - Missouri, 2012

## Matters

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- Represents health care entities in connection with space and services leasing arrangements in medical office buildings, hospitals, and health care facilities, which encompasses a highly technical analysis of compliance with federal regulations, including Stark and Anti-Kickback Statute.
- Represented a Fortune 500 company in the sale of 250 retail location across the country in a \$3 billion sale/leaseback transaction.
- Manages the acquisition and disposition of dozens of restaurant franchises across the country.
- Coordinated the sale/leaseback of over 50 medical office buildings, comprising over 3,000,000 square feet of space in 10 states.
- Provides counsel and advice on the sale, acquisition, and leasing of data centers and colocation facilities, including the negotiation of FishNet Security's national headquarters on the Sprint campus, consisting of 70,000 square feet of office space.
- Served as lead counsel for UnitedLex's expansion from its flagship headquarters in Overland Park, Kan., to New York City, including the lease of 17,000 square feet of office space in lower Manhattan.
- Collaborated on assemblage of nearly 400 acres of land in Wyandotte County, Kan.,

for the development of a waterpark resort.

- Negotiates and prepares leasing agreements for a Chicago office building, including the lease of the unique office space for Red Frog Events, LLC, which includes tree house conference rooms, a climbing wall, zip line, and a foosball table.