

Mary Jane Judy

OFFICE MANAGING PARTNER

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Mary Jane focuses her practice on advising clients with respect to acquiring, selling and leasing of commercial real estate located throughout the country, including office buildings, multifamily projects, hotels, restaurants and shopping centers. Mary Jane has extensive experience representing both public and private real estate investment trusts (REITs), and she routinely serves as counsel in multi-property acquisitions, dispositions and sale-leaseback transactions. On portfolio transactions, ranging from handful of properties to over 300, Mary Jane engages a team that efficiently and effectively navigates through contract negotiation, due diligence, approvals and ultimately closing these complex matters for properties across the country.

Mary Jane is also a skilled leasing attorney, and has represented various parties related to professional sport stadium leases. Real estate leasing is an art that requires specific knowledge of both sides of the lease, and Mary Jane has not only the knowledge but also the nuanced skills to effectively negotiate the most important provisions to protect her clients' interests. Health care clients also rely on Mary Jane to guide them through a unique regulatory environment regarding their real estate leases, particularly compliance with the federal Stark Law and Anti-Kickback Statute.

Mary Jane draws on her breadth of experience in real estate transactions - from representing small start-up businesses to national developers across the nation - to identify the key issues to protect her clients in each unique transaction. Mary Jane's responsive and collegial approach assures clients that their matters are being handled professionally and efficiently.

Education

- University of Missouri-Columbia School of Law (J.D., 2006)
 - Journal of Dispute Resolution, Lead Articles Editor
- University of Missouri-Columbia (B.A., *summa cum laude*, 2003)
 - Phi Beta Kappa

Bar Admissions

- Missouri, 2006

Capabilities

- Health Care Real Estate
- Public Policy
- Real Estate Development
- Real Estate
- Real Estate Transactions
- Real Estate Investment Trusts (REITs)
- Sports & Entertainment

- Kansas, 2007

Memberships

Civic Involvement:

- St. Teresa's Academy
 - Board of Directors, 2022-present
- United WE "We Work for Change"
 - Honorary Co-Chair, 2022
 - Event Co-Chair, 2021
- Children's Mercy Hospital Foundation of Kansas City
 - Board member, 2021
- National World War I Museum and Memorial
 - Secretary, 2022-present
 - Board of Trustees, 2013-present
 - Buildings and Grounds Committee, Chair 2014-present
- Greater Kansas City Chamber of Commerce
 - Board of Directors, 2019-present
 - Executive Committee, 2022-present
- Greater Kansas City Chamber of Commerce Executive Women's Leadership Council, 2016-present
 - Chair, 2021
 - Vice-Chair, 2020
- BizPAC (Political Action Committee between the Civic Council and the Greater Kansas City Chamber of Commerce)
 - Chair, 2022-present
 - Representative, 2018-present
- Kansas City, Missouri Board of Parks and Recreation Commissioners
 - President, 2018-2019
 - Commissioner, 2013-2019
- Kansas City Museum Foundation
 - Board member, 2014-2017
- Committee for County Progress
 - Board member, 2009-2018
 - President, 2012-2013
- University of Missouri School of Law
 - Tigers '06 Scholarship Board Member, 2011-present
- Civic Council of Greater Kansas City
 - Kansas City Tomorrow, Class 2014
- Kansas City Missouri Liquor Control Board of Review
 - Chair, 2011-2013
 - Board member, 2007-2013

Professional Organizations:

- The Missouri Bar
- Kansas City Metropolitan Bar Association (KCMBA)
- KCMBA Bar Leadership Academy, Graduate 2010

Recognition

- Named a BTI Client Service All-Star, 2025

- Honored by *Missouri Lawyers Weekly's* 2022 Women's Justice Awards, Transactional Practitioner
- Selected for inclusion to *Kansas City Business Journal's* "Women Who Mean Business," 2021
- Selected for inclusion in *Best Lawyers in America*® for Real Estate Law, 2019-2026
- Selected as a Fellow of the American Bar Foundation, 2021
- Selected for inclusion in "Rising Stars" by *Kansas & Missouri Super Lawyers*, 2015-2018
- Recognized by *Ingram's Magazine* as a "40 Under Forty," Kansas City, 2016
- Selected for inclusion in *Missouri Lawyers Weekly's* "Up & Coming," 2014

Matters

- Represented multiple REITs in connection with the acquisition, financing, and securitization of commercial real estate assets throughout the United States.
- Serve as outside counsel to the Kansas City Chiefs Football Club on real estate matters, including stadium lease negotiations and World Cup 2026 host city stadium matters.
- *Serve as outside real estate counsel to a global aggregates company, advising on a broad range of acquisition, leasing, and development matters.
- Served as lead real estate counsel to a publicly traded healthcare company in the spin-off of its skilled nursing division in a transaction exceeding \$700 million, involving approximately 100 facilities across 15 states.
- Represented a Fortune 500 company in a \$3 billion sale-leaseback transaction involving a portfolio of 250 retail locations nationwide.
- Manage the leasing, acquisition, and financing of real estate assets for one of the nation's largest fast food franchisees.
- Represent the second-largest Catholic healthcare system in the United States in connection with the acquisition and leasing of its real estate assets.
- Represent a student housing developer in the phased acquisition and financing of a ground-up college student housing development.
- Represented a New York City-based developer in the acquisition, disposition, and financing of development projects, including the tallest residential condominium in Manhattan.

Publications

June 22, 2022

Women Leaders in the KC Legal Community - Part 2 - Mary Jane Judy

Featured, In Re KCMBA Podcast