

Retail

The Polsinelli Real Estate practice sharply focuses on a client's goals as our team partners with retail leaders to achieve each project's full potential. Our attorneys have extensive experience representing the retail sector in terms of project acquisitions and dispositions, facility leasing, and management, as well as new project development and redevelopment. From power centers to mixed-use developments, we have represented developers, operators and national retailers across the country to help them achieve their retail-related business needs.

We foster our relationships with our clients by anticipating risks, identifying opportunities and making sound recommendations. Our clients can count on our team's business-oriented advice and knowledge of real estate industry trends to enhance their decision-making.

Matters

- Mixed Use / Museum Site - Representation of developer client in obtaining approval of \$90 million in Special Obligation Bond financing to help fund \$600 million mixed use project that will feature the first "franchise" location of the American Museum of Natural History in the country.
- Mission Farms West Development and Indian Creek Village - Representation of joint venture on all aspects of three mixed-use projects, including retail, residential condominiums, townhomes and offices spanning 1.5-million-square-feet in Leawood, Kansas. Representation included preparation of the declarations and restrictions for the entire project, creation of all controlling entities (such as homes association, condo association and master association), construction and permanent financing, and preparation of all retail leases and purchase and sale agreements for portions of the projects not retained by the joint ventures.
- Suburban Mixed Use Project - Representation of a developer in redevelopment of a block-and-a-half in downtown Arlington Heights, Illinois. The transaction included the negotiation of a tax increment financing-based redevelopment agreement with the Village. Successful representation of our client occurred in the face of significant organized opposition, including petitions by thousands of residents and litigation. Representation included preparation of reciprocal easement and operating agreement, Final planned unit development and plat approval, street vacation, establishment of joint ventures, leasing of space and numerous other issues.
- Prominent National Developers - Primary development counsel for multiple regional shopping centers. Secured development approvals and addressed tenant issues for multiple anchors, big box retailers, restaurants, movie theaters and other retail tenants. Oversaw financial incentives, development approvals and construction issues related to development and redevelopment of shopping centers.
- Regional Lifestyle Shopping Center - Representation of developer in obtaining annexation, development, land use and zoning approvals, including granting of governmental incentives, such as sales tax revenue

sharing agreements, for a 900,000-square-foot retail center and town home development and the successful development and operation of the retail center.

- Prominent National Fashion Department Store - Representation of prominent national fashion department store regarding negotiation of regulatory relief concerning the renovation of a 600,000-square-foot property located in downtown Chicago.
- Chicago MetraMarket - Representation of developer with respect to leasing of Chicago's first and only year-round, European-inspired indoor market with local artisans and purveyors located in suburban rail Ogilvie Transportation Center.
- Sutherland Lumber Company - Representation of a regional home improvement retailer with more than 60 locations throughout the Midwest, including leasing, acquisition and sales of real property, including the recent sale of a \$2.7 million property to be developed as a medical center/office in Olathe, Kansas, a recent sale and leaseback of a lumber yard in Boulder, Colorado, and the purchase of real property in Port Isabelle, Texas.
- Nebraska Furniture Mart - Representation of owner/developer with respect to the development of the 450,000-square-foot Nebraska Furniture Mart retail development and warehouse facility in Kansas City, Kansas, to anchor a 400-acre retail and entertainment project at the Kansas Speedway together with public-private incentives, including STAR Bonds.
- Mall Redevelopment - Redevelopment of existing mall site. The total project cost was \$250 million. Our lawyers led efforts to obtain obtaining all entitlements for new mixed use improvements and securing incentive packages from state and local governments totaling \$55 million.

Publications

April 20, 2025

Spot Funding Enters Stage Left As Small Retailers Struggle With Short-Term Capital

Quoted, Bisnow

February 12, 2025

Rethinking Strip Malls: Q&A with Polsinelli's Jared Rothkopf

Quoted, Connect Money

January 8, 2025

Why retail conglomerates are buying up New York City real estate

Quoted, New York Business Journal

October 29, 2024

Class A Retail Spaces in High Demand as National Chains Seek Smaller Footprints

Quoted, GlobeSt.com