

Hope K. Plasha

Counsel

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Hope K. Plasha has a broad-based real estate practice that includes the representation of landlords and tenants in leasing transactions, owners and developers in the acquisition and construction of commercial and residential properties, investors in the structuring of joint ventures, and lenders and borrowers in a wide-spectrum of real estate financings. In 2019, Ms. Plasha was elected a Fellow of the American College of Real Estate Lawyers.

Ms. Plasha serves as primary outside real estate counsel for a global media company in many of its domestic and international property matters. Representative projects include negotiating and restructuring its New York, London, and Hong Kong headquarters leases as well as numerous office and warehouse leases throughout the United States and in 37 different countries (including leases in Beijing, Tokyo, Frankfurt, Brussels, Moscow, Sao Paulo, Mumbai, Johannesburg, and many other locations), assisting in the acquisition and disposition of more than two dozen industrial and warehouse facilities (many with complex environmental issues), negotiating construction and design contracts, drafting easements/right-of-way agreements and addressing land development concerns with government agencies and utility providers, negotiating brokerage, service, and property management contracts with outside vendors, and offering general advice on real estate issues arising in the context of its corporate property portfolio (including with respect to domestic and international M&A).

Representative Matters

Extensive commercial leasing experience representing landlords and tenants in the negotiation of office, retail, industrial, and warehouse leases, both in the United States and internationally (including a private educational institution in the leasing and development of multiple school campuses throughout the United States and in major financial centers around the globe (including Brazil, China, Qatar, Mexico City, London, and elsewhere), a hospital system in the leasing of a 500,000 sq. ft. office, a landlord in the leasing of 150,000 sq. ft. to a major law firm, a professional school in the net leasing of 60,000 square feet of classroom and laboratory space, an international company in the leasing of a Hong Kong warehouse for product distribution, the net lease of 200,000 sq. ft. of incubator space to a technology company in Cairo, and a fashion retailer in the negotiation of numerous store leases (including flagship locations in New York, Tokyo, Honolulu, and Palm Beach)).

Representing owners, investors, and developers in the acquisition, disposition, and development of property and in the structuring of joint ventures (including the sale of a high-profile development site near the U.N. Headquarters in New York City, the development of a complicated site in Midtown Manhattan (including acquisition, financing, and the negotiation of management agreements), and the acquisition and development of various commercial properties throughout the United States for an international insurance company and its local partners)).

Negotiating various design and construction contracts on behalf of owners and developers, including “Green Building” projects (including the construction of a build-to-suit U.S. headquarters for a Japanese medical research company, the build-out of 80,000 sq. ft. of office space for a law firm, the construction of an underground facility for an entity subject to complex regulatory restrictions, the construction of a LEED-certified international conference center for a private foundation, and the installation of the largest solar panel array in the Northeastern United States for a corporate client).

Representing borrowers and financial institutions (including international lenders) in connection with over \$1,000,000,000 of loans, with a special emphasis on complex construction, permanent, mezzanine and preferred equity financings (including tax-advantaged bond financing and public-private joint ventures, Patriot Act concerns, and the unique issues presented by Islamic financing structures).

Pro Bono

Serve on the Board of Directors of Queens Community House, the Board of Advisors of West Harlem Environmental Action (WE ACT), and as a clinical supervisor in the Community Economic Development Clinic of a local law school.

Education

- Yale Law School (J.D., 1996)
- Oxford University, Magdalen College (M.Litt., 1993)
 - Marshall Scholar
- Columbia University, Columbia College (A.B., *magna cum laude*, 1990)
 - Phi Beta Kappa

Admissions

- New York

Professional Activities

- Elected a Fellow of the American College of Real Estate Lawyers.
- Named a 2014-2019 Super Lawyer (and Top Woman Lawyer in New York).
- Listed in 2014-2017 *Euromoney* Construction and Real Estate Expert Guide.
- Listed in 2015-2017 *Euromoney* Legal Media Group Rising Stars.
- Recipient of The Urban Justice Center’s 2016 Community Service Award.
- Participated (by invitation) in the 2007-2017 Advanced Commercial Leasing Institute of Georgetown University Law Center.
- Appointed to AIA-New York Committee preparing report to advise national organization about potential 2007 revisions to AIA form architecture contracts (2007).

Speaking Engagements

- Presented at New York State Bar Association on "Commercial Real Estate Leases" (October 2018).
- Presented at Columbia University’s Graduate School of Architecture, Planning and Preservation on Owner’s concerns in negotiating design contracts with architects (Feb 2017 and Feb 2018).
- Presented to NYC Bar Real Property Law Committee on "Owner-Architect Perspectives on the AIA B101" (April 2016).

Patterson Belknap

- "Dealing with Difficult Commercial Tenants (Short of Eviction)," Lorman Education Services CLE Webinar (December 14, 2015).
- Lectured at a New York City law school on public-private development projects (2013) and negotiating commercial leases from the tenant's perspective (2010-2012).
- Lectured at NYS Bar Association's Corporate Counsel Institute, "Leasing and Subleasing in a Distressed Real Estate Market: Avoiding the Pitfalls" (2009).
- Lectured at Center for Real Estate Law at Peking University (Beida), "Transferable Development Rights: A Market-Based Tool for Channeling Development" (2007).
- Presented to American Institute of Architects—New York Chapter on the 2007 revisions to the AIA Architect Agreements (2008).
- Presented to American Institute of Architects—New York Chapter on the B141/B151 Architect Agreements (2007).