

NANCY B. LASH

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DESCRIPTION OF CURRENT PRACTICE

Shareholder and Co-Chair, Miami Real Estate Practice

Nancy Lash is the Co-Chair of the Miami Real Estate Practice at Greenberg Traurig, P.A. She represents clients both in Florida and nationwide in broad aspects of commercial real estate. Her experience includes the negotiation, documentation and closing of the sale, purchase, financing and development of vacant land, office buildings, multifamily apartment buildings, shopping centers and large-scale mixed-use, hotel, condominium, office and retail projects. Nancy has wide-ranging experience in portfolio transactions with assets located in jurisdictions throughout the United States. She also represents landlords and tenants in complex lease negotiations, with a specialty in complex ground leased mixed-use developments in the public-private sector. Representative engagements include:

- Representation of Moffitt Cancer Center, one of the nation's leading cancer research and treatment institutions, in the development of "Speros FL", a 775-acre medical city in Pasco County, Florida, just north of Tampa. This phased development aims to create a hub for cutting-edge medical technology, research, and patient care, while incorporating residential, retail, and hospitality facilities to support long-term growth and innovation. The scale and complexity of Speros FL present unique challenges. The project's phased development requires precise coordination between Moffitt, private developers, various stakeholders, legal counsel (e.g., land use, CDD, tax, etc.) and other advisors. Nancy and her team have structured the long-term ground leases and development agreements with third party developers, as well as the legal framework for the master declaration that will govern the operation of the overall project and future expansions, ensuring seamless integration of each phase and building across the new medical city.
- Representation of Swire Properties Inc, the U.S. real estate arm of a Hong-Kong listed multinational corporation, in the acquisition and development of "Brickell CityCentre," a \$2+ billion large-scale mixed-use project consisting of 5.4 million square feet, including a luxury shopping center, two residential condominium towers, a hotel and two office buildings. Nancy's work has included representing Swire in the acquisition of the land and surrounding future development parcels, structuring the ownership and master declaration governing the overall project, overseeing the initial retail joint venture and hotel management agreements, and negotiating the anchor office tenant lease. More recently, Nancy represented Swire in the sale of the two office buildings in 2020 and hotel component in 2021, each of which were the largest sales in both asset classes in Florida during those calendar years. She and her team also represent Swire in retail leasing at the shopping center.
- Representation of Swire Properties Inc in its current landmark redevelopment of the Mandarin Oriental on Brickell Key. As planned, the 3.5-acre project will feature 220 luxury condo units in one tower and 151 guest room Mandarin Oriental hotel, 61 private residences, and 28 hotel residences in a second tower.
- Representation of Redwood CP Dev LLC in a ground-lease transaction with the City of North Miami for a new mixed-use development on an 11 acre site next to Claude Pepper Park, an area that historically has not seen significant private investment. When completed, the \$750 million project is expected to deliver up to 1,568 residential units, 180,000 square feet of retail and office space, and a redeveloped park and community center, providing an economic and social boost to the area.

- Representation of GL Commercial in the development of the mixed-use project known as “Radius at Sawgrass” in Sunrise, Florida. The project is anticipated to consist of 750,000 square feet of office space, 50,000 square feet of commercial space and 750 residential units. Nancy is representing the developer in the negotiation of the long-term build-to-suit leases for a \$180 million corporate headquarter and flight simulator facility with a separate 175-room captive hotel. She is also representing the developer in the master declaration governing the overall project.
- Representation of NR International, Inc. in the development of a mixed-use multifamily project in Coral Gables, Florida known as “Gables Station”, consisting of 495 residential units in three towers, 25,000 square feet of co-working space and 125,000 square feet of retail, including an 80,000+ square foot Life Time Fitness athletic club, Trader Joe’s and other specialty restaurants and shops. Nancy represented the developer in the construction financing for the project, all of the significant retail leases, the master declaration governing the project, and the \$430 million sale of Gables Station to Houston-based Hines in 2022.
- Representation of a joint venture between 13th Floor Investments and Adler Group in the negotiation of a long-term ground lease with Broward College for a 2-phased multifamily townhome project consisting of 770 residential units on the College’s campus and ancillary retail space. Nancy and her team are currently representing the developer in the construction loan for the project.
- Representation of NR International, Inc. in the development of the \$225 million mixed-use project in Coral Gables, Florida known as “Paseo de la Riviera”, consisting of 204 residential units, a 245-room THesis Hotel, restaurants and retail space. Nancy represented the developer in the construction financing for the project, the master declaration governing the project and several refinancings.
- Representation of Apartment Investment and Management Company and Air Communities in the acquisition and disposition of apartment projects, vacant land and other real estate assets throughout the State of Florida since 1997, including recent acquisitions of an apartment complex in the Edgewater area of the City of Miami for \$220 million, a large development site (to be the future home of a large-scale mixed-use multifamily project in Broward County) for \$100 million, and an office building in the City of Miami for \$185 million.
- Representation of several non-traded Denver-based REITs under the umbrella of Black Creek Group (now part of Ares Management) since 2010, in the acquisition of office buildings, shopping centers and industrial buildings throughout the United States valued in excess of \$4.5 billion, including the single largest U.S. commercial real estate portfolio transaction in 2010 consisting of 33 assets located in 15 states acquired for approximately \$1.3 billion.
- Representation of a joint venture between 13th Floor Investments and Adler Group in the negotiation of a long-term ground lease and development agreement with Miami-Dade County for a mixed-use transit-oriented development situated on 7.5 acres at the intersection of Miami and Coral Gables known as the “Link at Douglas Station”. The project, when completed, will comprise a total of 1,603 residential units, 280,000 square feet of office, and 68,000 square feet of retail, in addition to physical improvements to the Metrorail Station. Nancy and her team have also negotiated the construction loans for the various phases of the project and represented the developer in the master declaration governing the project.
- Representation of Atlantic Pacific Communities in the negotiation of a long-term ground lease and development agreement with Miami-Dade County for a mixed-income transit-oriented development known as “Atlantic Square”, which will feature 616 apartments and more than 24,000 square feet of retail, in addition to physical improvements to the Metrorail Station.
- Representation of Lions Group in the negotiation of a long-term ground lease and master declaration with Miami Parking Authority for a mixed-use development known as the “M-Tower”, which is anticipated to include approximately 675 residential units, 10,500 square feet of retail and 700 parking spaces.

- Representation of Kimco Realty in structuring the ownership and master declaration governing “Dania Pointe”, a 110-acre \$800+ million mixed-use development with over 1 million square feet of retail and restaurants, Class A office buildings, hotels, luxury apartment and public event space, in Dania Beach, Florida. Nancy’s work included representing Kimco in the sale and ground lease of various portions of the project.
- Representation of Brightline in structuring the ownership and master declaration governing “Miami Central Station” in Downtown Miami, an urban mixed-use intermodal facility serving as Miami-Dade County’s first all-inclusive ground transportation hub, including the railway station, related passenger areas, two residential apartment towers, an office building, retail and parking areas.
- Representation of South Florida Art Center, Inc., a not-for-profit corporation, in the \$88 million sale of its historic building on Lincoln Road, Miami Beach, Florida, which sale established a record purchase price for commercial property in the area.
- Representation of the Perez Art Museum Miami in the transformation of the City of Miami’s Maurice A. Ferré Park to “Museum Park”, a 30-acre waterfront public park that also includes the Phillip and Patricia Frost Museum of Science bringing world class art and science museums to the City of Miami. Nancy negotiated the long-term ground leases and development agreement with the City of Miami for the museums.
- Representation of landlords in leases with office tenants, including the owners of Four Seasons Tower on Brickell Avenue in Miami (since 2003), 1001 Brickell Office Building on Brickell Bay Drive in Miami and Douglas Entrance in Coral Gables.

EDUCATIONAL BACKGROUND

J.D., *cum laude*, Boston University School of Law, 1987

- Note Editor, *Law Review*

B.A., *cum laude*, Duke University, 1984

- President, Kappa Alpha Theta

BAR MEMBERSHIPS AND DATES

Florida, October 1988

Massachusetts, December 1987 (*Status: Retired*)

EMPLOYMENT HISTORY

Greenberg Traurig, P.A., Miami, FL 1995-present (Shareholder)

Greenberg Traurig, P.A., Miami, FL 1988-1994 (Associate)

Goodwin Procter LLP, Boston, MA 1987-1988 (Associate)

SPEAKING ENGAGEMENTS

- Speaker, “Negotiating Office Leases”, Greenberg Traurig, P.A. (interoffice), 2004-Present
- Opening Remarks, ULI Leadership Institute Program, 2023 and 2024
- Speaker, “State of the Market”, Greater Miami Jewish Federation, Real Estate Division, 2023
- Moderator, “Success in Big Law”, Greenberg Traurig, P.A. Shareholder Conference, Scottsdale, AZ, 2022
- Introductory Speaker, Moderator and Co-Organizer, ULI Florida Summit, Women’s Leadership Lunch, 2022
- Speaker, “Introduction to Real Estate”, University of Miami School of Law, LL.M. Graduate Program in Real Property Development, Welcome Luncheon, 2017-2019

- Speaker, “What Brokers Need to Know about Mixed-Use Developments”, CBRE, 2018
- Panelist, “Dispute Resolution Alternatives in Real Estate Transaction”, Miami Jewish Federation Real Estate Division, 2016

PUBLICATIONS

- Author, “Transit-Oriented Development Tips for Developers and Governments”, *South Florida Legal Guide*, 2020
- GT Alert, Taxing Multiple Parcel Buildings in Florida, March 2018

BAR ACTIVITIES

- Member, Florida Bar Association, Real Property, Probate and Trust Law Section
- Member, American Bar Association
- Former Co-Chair, Title Insurance and Surveys Committee for the Real Property Section of the American Bar Association
 - Committee revamped various ALTA endorsements (pre-2006)

PROFESSIONAL RATINGS

- Listed, Chambers USA Guide, Band 1
- Rated, AV Preeminent® 5.0 out of 5.0 (Martindale-Hubbell, Chambers and Partners, etc.)

TEACHING ACTIVITIES

- Adjunct Professor, University of Miami School of Law, LL.M. Graduate Program in Real Property Development, Real Estate Documents Workshop, 2017 – 2021
 - Course covered purchase and sale transactions from LOI through Closing with a focus on drafting skills
 - Preparation of materials for initial course required 40-50 hour time investment, with 15+ hours to update materials each year
 - Two-hour long lectures each week with an average of 15-20 students per class
 - Substantial time required to grade assignments every week, including mark-up and meeting with students to review and improve drafting skills
- Guest Speaker (for Adjunct Professor Stephen Nostrand), University of Miami, Master of Real Estate Development and Urbanism, 2012 – 2016
 - Assisted Adjunct Professor on an ad hoc basis throughout Fall semester with lectures covering LOIs, office leases, retail leases, purchase and sale agreements and mixed-use developments

COMMUNITY SERVICE AND PRO BONO ACTIVITIES

- Miami Children’s Museum, Board of Directors, 2017-Present
- United Way of Miami-Dade County, Trustee, 1990-Present
- South Florida Art Center, Inc., Pro Bono negotiation of State grants, 2022
- Miami Children’s Museum, Pro Bono review of Covid-19 Relief Loan, 2020
- United Way of Miami-Dade County, Pro Bono representation in acquisition of current Miami headquarters, 2014
- South Florida Art Center, Inc., Pro Bono negotiation of parking license, 2015
- Miami Art Museum (n/k/a Perez Art Museum Miami), Pro Bono negotiation of County grants, 2010
- Miami Children’s Museum, Pro Bono negotiation of County and City Grants, 2008-2010
- Miami Children’s Museum, Pro Bono negotiation of permanent financing for Museum facility, 2005-2006
- Miami Children’s Museum, Pro Bono negotiation of License Agreements for Disney Exhibits, 2005
- Miami Children’s Museum, Pro Bono review of Charter School Agreements, 2004
- Miami Children’s Museum, Partial Pro Bono negotiation of Construction Financing for Museum facility, 2001-2002
- Miami Children’s Museum, Partial Pro Bono negotiation of Ground Lease and Development Agreement with City of Miami for Museum facility on Watson Island, 2000-2001

- United Way of Miami-Dade County, Pro Bono negotiation of Office Lease for Corporate Headquarters, 1990

OTHER MEMBERSHIPS

- Member, Association of Commercial Real Estate Women

HONORS

- Listed, *The Best Lawyers in America*, Real Estate Law, 2008-2025
- Listed, *Chambers USA Guide*, 2010-2024
- Listed, *Lawdragon*, 500 Leading Global Real Estate Lawyers, 2024
- Team Member, *Daily Business Review*, "Florida Legal Awards: Real Estate Transactions Award," 2020-2021 and 2023
- Listed, *Euromoney's Expert Guides: "Women in Business Law,"* 2021-2022
- Listed, *Super Lawyers magazine*, Florida Super Lawyers, 2006-2007, 2009-2020, and 2022-2023
- Listed, *South Florida Legal Guide*, "Top Lawyer," 2020-2021
- Listed, *The Legal 500 United States*, Real Estate, 2009-2020
- South Florida Power Women, *Bisnow*, 2018
- Shortlisted, *Euromoney Legal Media Group's Americas Women in Business Law Awards*, "Best in Real Estate," 2016
- Finalist, *Daily Business Review*, "Top Dealmaker of the Year – Retail Category," 2015
- Selected, *Daily Business Review*, "Top Dealmaker of the Year - Industrial (Real Estate) Category," 2012-2013
- Honored, Women Extraordinaire, *Business Leader Magazine*, 2011
- Selected, Top Dealmaker Finalist - Retail Category, *Daily Business Review*, 2010
- Honored, Top Women in Florida Commercial Real Estate, *Florida Real Estate Journal*, 2007

ATTACHMENTS

See Law Firm Biography attached

PERSONAL

- Born in West Hartford, Connecticut, October 27, 1962
- Married to Peter Lash
- Mother to Jeremy Lash (31, wife Shreya Baid) and Jaclyn Lash (27)
- Enjoys photography, movies, golf, long walks on the beach and travel