

**NANCY A. PARK**

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**INTRODUCTION OF  
CURRENT PRACTICE**

A partner and leader of Best Best & Krieger’s Business practice group since 2020, Nancy Park is a real estate attorney with a focus on real estate transactions, leases, finance and contracts. She has been a CEO, banker, investment officer and attorney and works with private and public sector clients. Nancy represents all types of entities, from small businesses, institutional investors, banks, developers, farmers, hospitals, to cities and universities. A practical problem solver, she makes deals happen for her clients.

Based in the firm’s Sacramento office, Nancy’s practice includes real estate leasing (office, industrial, retail, mixed use, special purpose and ground leases), acquisitions, finance, development and joint ventures as well as property tax exemptions. Nancy also forms partnerships and limited liability companies, handles related corporate matters, and acts as corporate general counsel. She has extensive knowledge and financial experience advising clients on the negotiation of loan and workout documents, ISDA (interest rate swap) contracts, and opinion letters. Some of her private clients include institutional asset managers, pension fund advisors, developers, agricultural product processors, ranch owners, manufacturing facilities, movie/television studios, international and regional banks, and nature conservancies. Public clients include cities, counties, special districts, joint powers authorities and hospital districts, among others.

Nancy started her career with more than 10 years of experience as a commercial real estate lender for several community banks. Immediately prior to joining BBK, Nancy was the CEO of The Evergreen Company, a veteran Northern California developer of retail and office projects. As CEO, she handled financing, general counsel, administrative and joint venture matters. Nancy was also a transactional real estate attorney with McDonough Holland & Allen PC from 2000 to 2006. Prior to that, she was an investment officer for the California Public Employees’ Retirement System (CalPERS). In that capacity, she was responsible for investing \$1.8 billion in real estate assets, formulating policy and investment strategies, and negotiating and restructuring several major contracts for more than \$1 billion in timber assets.

Nancy has been involved in the Sacramento community as a volunteer leader for both Girl Scouts and Boy Scouts for more than 25 years. For over 10 years she was a mentor/leader at Camp CEO, the Bay Area Girl Scouts’ camp for at-risk girls. She is a Martindale-Hubbell AV Preeminent peer review rated attorney.

<p>CORE PRACTICES AREA OF FOCUS</p>	<p>Agri-Business &amp; Forest Products</p> <p>Business</p> <p>Business Transactions</p> <p>Housing, Economic Development and Real Estate</p> <p>Finance &amp; Banking</p> <p>Mergers &amp; Acquisitions</p> <p>Municipal Law</p> <p>Real Estate</p> <p>Special Districts</p>	
<p>INDUSTRIES</p>	<p>Agri-Business</p> <p>Business</p> <p>Municipal</p> <p>Special Districts</p>	
<p>EDUCATION</p>	<p>University of the Pacific, McGeorge School of Law, J.D. 1997</p> <p>California State University--Sacramento, B.S., Business Administration/Finance, Minor in Economics 1987</p>	
<p>BAR ADMISSIONS</p>	<p>12/10/97</p>	<p>State Bar of California</p>
	<p>3/30/23</p>	<p>State Bar of Oregon</p>

**EXPERIENCE**  
**Private Sector**

- Represented an international agricultural products processing company in \$63 million new credit facility (equipment, accounts receivable, real estate and line of credit).
- Represented developer in \$65 million real estate CMBS portfolio financing.
- Represented a nonprofit hospital in \$238.7 million California Health Facilities Financing Authority's bond financing and numerous other bond financings.
- Represented pension fund advisors and institutional fund managers in leasing matters related to a \$680 million portfolio of industrial and office properties and more than \$200+ million in mixed-use and television/movie production facilities.
- Represents small and large tenants in negotiation of office, industrial and retail space.
- Represented multi-state cattle rancher in acquisition of multiple properties totaling 14,600-plus acres, including conservation easements, grazing leases, personal property and leaseback arrangements.
- Represented hospital district in lease and operation agreement of package plant operation (water and sewage plant).
- Represents regional and international banks in drafting complex loan documents and advice regarding real estate and enforcement issues.
- Represented developer in CSCDA bond infrastructure financing.
- Represents multiple private developers of office and retail projects in connection with financing, leasing, acquisition and disposition in the greater Sacramento area.
- Represented regional developer in leasing, acquisition, disposition and construction of a 4.5 million square-foot portfolio of office parks, retail power centers and regional shopping centers.
- Represented out-of-state investor for 15 years in leasing and disposition of a 750,000 square-foot office and retail portfolio.
- Developed master lease templates for mixed-use and office developments for multiple clients.

**EXPERIENCE**  
**Public Sector**

- Represents University of California Regents in negotiation and documentation of 100,000 square-foot ground lease and leaseback for UCSD Medical School and in a master ground lease for a 1.3 million square-foot Science Research Park at UCSD.
- Represented numerous private and municipal clients in leasing of multi-use or specialty properties (ground leases and building leases) including movie theaters, airstrips, port facilities, rice leases, wastewater plants, solar farms, warehouses, airport passenger terminal, airport hangers, recreation facilities, a basketball arena and car repair facilities.
- Represented City of Monterey in development of master lease templates, policies and negotiation of leases in Fisherman’s Wharf, commercial wharf facility and other real estate.
- Represented the cities of Santa Cruz, Brentwood, Lafayette, Santa Rosa, Paso Robles, San Juan Capistrano, Ventura, Redlands, West Hollywood, Ontario, Winters, Mammoth and Woodland, in addition to special districts, water agencies, joint powers authorities and redevelopment agencies in drafting of leases, including ground leases, easement agreements, licenses, and acquisition/disposition agreements.
- Represented the City of Santa Cruz in the negotiation and documentation of ground lease, building lease and loan documents for its 4,000-seat NBA D-League arena.
- Represented the California Public Employees' Retirement System as lead negotiator of a \$1.2 billion partnership with John Hancock, UBS Brinson and The Campbell Group, including an \$800 million asset management agreement.
- Represents East Bay Municipal Utility District and Modesto Irrigation District in the preparation of lease templates, property swaps and real estate advice.
- Represented JPAs in negotiation of ground lease and commercial building leases.
- Represented special districts in sale of industrial and office properties.
- Represented public entities in interpretation and drafting of easements, licenses, rights of way, title matters, leases and acquisition/disposition agreements.

<p>ACCOLADES</p>	<ul style="list-style-type: none"> <li>• <i>Northern California Super Lawyers</i>, Real Estate, 2023–2024</li> <li>• <i>Sacramento Business Journal</i>, Women Who Mean Business honoree, 2022</li> <li>• The Best Lawyers in America®, Lawyer of the Year, Real Estate, 2021, 2025</li> <li>• The Best Lawyers in America®, Real Estate Law, 2020–2025</li> <li>• Woman Worth Watching in Leadership, <i>Profiles in Diversity Journal</i>, 2020</li> <li>• <i>Sacramento Magazine</i> Top Lawyers, Real Estate Law, 2020, 2023</li> <li>• Urban Land Institute District Council Member Achiever 2019</li> <li>• CREW-Sacramento Woman of Influence, 2019</li> <li>• CREW-Sacramento Champion of Excellence Award, 2014</li> <li>• Northern California Real Estate Woman of Influence, 2013</li> <li>• CREW-Sacramento Woman of Impact, 2008</li> <li>• CREW-National Networking Award Winner, 2001</li> <li>• CREW-Member of the Year, 2001</li> </ul>
<p>PROFESSIONAL &amp; COMMUNITY INVOLVEMENT</p>	<ul style="list-style-type: none"> <li>• California Lawyers Association, Commercial Leasing Committee Chair (2023-2024); Week in Legal London (2023)</li> <li>• UCSD Real Estate and Development Advisory Board Member, Board Member (2022 – present)</li> <li>• Urban Land Institute District Council Board (2016 – 2022)</li> <li>• CREW (Commercial Real Estate Women)- Sacramento Member, (1991 – present)</li> <li>• Downtown Sacramento Partnership, Executive Board Member (2022 – present)</li> <li>• ICSC Member (2023 – present)</li> <li>• LAI (Lambda Alpha International) Past President/Director (2012 – 2023), Member (ongoing)</li> <li>• Sacramento County Bar Association, Member</li> <li>• Sacramento Farm Bureau, Member</li> <li>• Sutter Club, Member (Ongoing)</li> <li>• Girl Scouts Volunteer Mentor (Ongoing)</li> </ul>

**THOUGHT LEADERSHIP  
Publications**

- A Fast-Changing World Calls for New Strategic Business Principles,” *Sacramento Business Journal*, Jan. 12, 2023
- “Do Your Homework! Thorough, Fact-Finding Due Diligence Mitigates Risks for Public Agencies,” PublicCEO.com, July 8, 2021
- “Should Business Owners Consider A Property Tax Appeal?,” *The Press-Enterprise*, June 3, 2021
- “Best in Law: Three Steps Commercial Landlords Should Take to Avoid COVID-19 Liability,” *The OC Register*, Mar. 28, 2021
- “Best in Law: Six Business Lessons Learned from 2020,” *The Press-Enterprise*, Feb. 27, 2021
- “Businesses and Masks: What’s Mandatory, What’s Optional in California,” *The Sun*, Nov. 20, 2020
- “Cell Site Landlords: Expect Increase in Requests to Install Generators,” BBK Legal Alert, Nov. 17, 2020
- “Commercial Landlords and Tenants Should Work Together During COVID-19,” BBK Legal Alert, June 29, 2020
- “Paycheck Protection Program Flexibility Act Makes Big Changes to COVID-19 Paycheck Protection Program,” BBK Legal Alert, June 8, 2020
- “Requirements for Supporting COVID-19 PPP Forgiveness Requests,” BBK Legal Alert, June 3, 2020
- “Calculating COVID-19 PPP Loan Forgiveness,” BBK Legal Alert, June 1, 2020
- “COVID-19: Guidance for Landlords and Tenants,” BBK Legal Alert, Mar. 31, 2020
- “COVID-19: Small Business Support,” BBK Legal Alert, Mar. 30, 2020
- “COVID-19: Eviction and Foreclosure Moratoria and Business Regulations,” BBK Legal Alert, Mar. 23, 2020
- “Pre-Printed Contracts – To Use...or Not,” *The Orange County Register*, Aug. 17, 2019
- “Holy Smoke! Can You Smoke Cannabis at Private Events?,” *The Press-Enterprise*, April 19, 2019
- “Business Owners: Don’t Get Stung by Buried Obligations in Lease Agreements,” *Riverside Press-Enterprise*, Dec. 3, 2013
- “Developing a Municipal Real Estate Management Strategy,” BBK Legal Alert, May 17, 2012
- “Managing Municipal Real Estate Assets Post-Redevelopment,” BBK Legal Alert, May 2, 2012

THOUGHT LEADERSHIP  
Presentations  
(CLE in Bold)

- "Public Real Estate Transactions," U.C. Davis Extension, 2012 – 2024 (6.5 Hrs CLE)
- "Weathering the Looming Office Storm: Strategies to Navigate the Rough Waters Ahead," California Lawyers Association Real Property Law Section, 9th Annual Women in Commercial Leasing Law Symposium, Mar. 9, 2024 Co-Presenter (1hr CLE)
- "R Street Corridor," Moderator, LAI International Conference, May 5, 2023
- "Let's Talk Leases: COVID and Commerce," Santa Cruz County Business Council, Mar. 25, 2021
- "COVID-19 Guidance for Commercial Tenants," Downtown Impact Series, Downtown Sacramento Partnership, Aug. 6, 2020
- "COVID-19 Guidance for Commercial Landlords," Downtown Sacramento Partnership, July 30, 2020
- "COVID-19 & Rental Agreements," Best Lawyers National Webinar, May 1, 2020
- "Careers in Public Service," McGeorge School of Law, October 16, 2019
- "Women in Commercial Real Estate: Challenges & Opportunities," Moderator, CCIM, Nov. 7, 2018
- "Folsom Boulevard Corridor Catalysts" Moderator, Urban Land Institute, Sacramento, Nov. 1, 2018
- "Mastering the Art of Leasing for Public Entities," League of California Cities Annual Conference and Expo Attorney Track, Sept. 12, 2018 (including White Paper) (1 hr CLE)
- "The Big Picture and the Fine Print - Mastering the Art of Leasing for Public Entities," California County Counsels' Association's Real Estate Study Section Conference, Mar. 22, 2018 ( 1.5 hrs CLE)
- "Lessons in Leasing- Making the Most of Your Real Estate Broker and Attorney," Co-presenter, Sacramento Professional Advisors Network, Mar. 16, 2017
- "Behind the Scenes Negotiating Secrets," California Special District Association's General Manager Leadership Summit, July 13, 2015
- "ABC's of Leasing" Best & Krieger LLP, Feb. 11, 2015 (1 hr CLE)
- "Networking for Lawyers"- Sacramento Bar Public Law Section January 20, 2015
- "Effective Municipal Real Estate Management," BBK Seminar for Public Agencies and Redevelopment Agencies, co-presenter July 12, 2012
- "Maximizing the Return on Your Real Estate Assets," Association of California Water Agencies, Co-Presenter May 2012



# BBK

BEST BEST & KRIEGER LLP  
ATTORNEYS AT LAW

## GIVE BACK ACTIVITIES

In addition to speaking and writing, I have been very involved over my career in a few key organizations, with themes running through my activities. I have promoted diversity and women's leadership in all my activities and organizations, offering myself as a leader and mentor to others in the community, the real estate industry, and the legal industry with future, current and recent law school graduates.

These activities range from Boy Scout Merit Badge Counselor in Law, Chair of the inaugural CREW Sacramento Commercial Real Estate Career Day for high school girls, Mentor and Mock interviewer at McGeorge School of Law and at several local high school career days, Advisory Board Member, class speaker and student mentor for UC San Diego's Real Estate and Development program, and mentor/leader at Bay Area Girl Scouts Camp CEO for At Risk Girls, in each talking about the law, legal careers at all levels and representing the real estate legal industry to encourage others to join. In the community, Girl Scouts and Boy Scouts have both been my organizations of choice to lead and volunteer, and in both I have received numerous awards for my contributions.

In my professional life, I have spent considerable time with Commercial Real Estate Women (CREW) primarily on a local level though with a significant number of years doing national level activities through organizing and moderating panels at national conferences as well as serving on the Grant Making Committee for 2 years. A member for over 32 years, I have served on the board for many years culminating in President in 1999 and National Delegate in 2000-2002 plus a number of ad-hoc roles as needed through 2015. I have been less active in CREW as my involvement in Urban Land Institute and my speaking engagements and public practice grew. Continuing to mentor women and young people in legal and real estate careers, as well as promoting best practices in law, real estate and economics have been the themes in my involvement and activities.

In Urban Land Institute, an international organization devoted to best practices in land use, I was involved at the Board level and in the Women's Leadership Initiative from 2016-2020, and as a Young Leader mentor for 2020, as well as the organizer, chair and moderator for numerous programs including Emerging Trends. I have also been involved with other organizations in officer roles such as LAI (formerly known as Lambda Alpha International) and as President from 2018-2020.

From 2012 until the present, I have co-taught a course on Public Real Estate Acquisition at University of California Davis Extension originally started by a firm partner 25+ years ago. The co-teachers are an appraiser and an environmental engineer, and I teach 6 hours of legal content in





addition to their sections. This course entirely focuses on public agency real property acquisitions and the unique aspects of those transactions, while also teaching the basics. This has been a tremendous opportunity to educate lawyers but also other real estate professionals in public agency service.

During COVID, I found my knowledge and experience was in great demand as a speaker on practical and real topics such as how landlord and tenants could work together, and I did many virtual talks to local community organizations across Northern California and on a national level for Best Lawyers of America, fielding questions from tenants who could not afford a lawyer, and helping landlords find practical solutions. I was told by many listeners that my perspective as a former banker plus the legal knowledge was invaluable. Further, I became an expert on the PPP loan program, advising with alerts on the PPP program, issues and process.

Finally, in the past 4 years, I have become more involved at the state bar level, joining, actively participating, and ultimately becoming Committee Chair for the Commercial Leasing Committee in 2023 -2024. Further, I was selected to co-present with a colleague at the State Bar Real Property Section Retreat in March 2024 on creative leasing strategies. The co-presenter and I were on opposite sides of a deal and collaborated to provide some unique solutions for the audience.

During all of my legal career, I have taught and led numerous legal courses in-house at my firm on significant legal topics, real property economics, as well as legal skills such as negotiation. Whether it was in house, in the community, or in the organizations I served as a volunteer, I gladly shared my knowledge and skills.