

## Overview

Understanding the complex challenges of today's commercial real estate market is central to finding the right solutions to further your business strategy and protect your assets. To seize opportunities and develop creative solutions to avoid risk, you need a skilled team with practical advice and insight to help you execute successful leasing transactions.

Dentons focuses on what drives your business. Our team's extensive experience involves negotiating and drafting all forms of office, retail and warehouse leases, including build-to-suit or turn-key leases, ground leases, sale-leaseback arrangements, subleases and more. Because we have represented parties on both sides, our specialized teams understand the issues, concerns and risks that affect landlords and tenants. We understand the need to maintain and enhance income growth and capital value for landlords and developers alike, whatever the type of real estate asset. We also understand the critical issues that a tenant faces to maintain the flexibility to protect its business needs; a commercial lease can be a valuable asset and a significant liability for tenants.

Our lawyers have the experience to guide you through issues relating to occupancy, questions involving building design and operations, arrangements for expansion and protections in the event of construction delays. Our team of industry-leading professionals has the expertise to ensure that you achieve your business needs, regardless of legal or commercial challenges.

From disputes and default to termination, interpretation, enforcement and beyond, we have the resources and understanding to ensure your interests are protected and your business comes first. With Dentons as your trusted advisor, you benefit from a highly driven team of innovative, creative and agile lawyers with the depth and breadth of experience to deliver. At Dentons we can deliver business and legal solutions locally, nationally and across multiple jurisdictions and borders.

## Representative Experience

- **200 Kent Street Limited:** Representing the vendor in the sale to The Great-West Life assurance Company for a purchase price of \$143.4 million. The transaction involved the sale of one of the largest office buildings in Ottawa, the assignment of a lease with a Crown covenant for the majority of the building and Competition Act approval. Lawyers from our Toronto and Ottawa offices represented the vendor first, in negotiating the renewal of the underlying Crown lease with Public Works and Government Services, and then in respect of the sale transaction commencing with the bid process through to closing.
- **EnCana Corporation:** Advising on the sale and leaseback to Centre Street Trust of "The Bow," the two million square foot office building in Calgary's downtown financial district being constructed by Centre Street Trust for EnCana's head office. This CA\$1.3 billion transaction was the largest single real estate transaction and the largest sale/leaseback transaction in Canada when completed in February 2007. Members of the real estate and municipal planning departments in our Toronto and Calgary offices, together with construction and financial services lawyers in Calgary, have been involved in all aspects of "The Bow" starting with the initial land assembly and most recently the CA\$425 million, 42 month construction facility put in place on April 23, 2009 by Centre Street Trust from a syndicate of lenders led by RBC Capital Markets and TD Securities as arrangers and including, in addition to Royal Bank of Canada and The Toronto-Dominion Bank, The Bank of Nova Scotia, Alberta Treasury Branches and Canadian Western Bank.
- **Lufkin Industries:** Advising a Texas headquartered global manufacturer in the leasing of prime office space to

house its new Eastern Hemisphere regional hub along with its country headquarters.

- **Major international oil company:** Advising on the preparation of a commercial lease agreement, including facility management services, under the laws of Azerbaijan, and negotiations over a lease of several floors of major commercial space in a high-profile new office development in Baku.
- **O'Donnell Investments Co. :** Assisting in site acquisition, equity funding, leasing and pre-development activities for proposed 1.2 million square foot office building on a 2 acre site along the Chicago River.
- **Panattoni Germany Management GmbH:** Advising on the development and lease of a 16,000 square meter logistics center located in Southern Germany. The development of the logistics property in the southern German city of Schwaebisch Gmuend has given Panattoni a successful entry into the German market. Our team regularly advises logistics real estate developer Panattoni on all aspects of real estate acquisitions and project development.
- **Perry Ellis International:** Advising in consolidating two office locations in midtown Manhattan and leasing more than 96,000 square feet at 1120 Avenue of the Americas for its menswear operations (originally the site of the Hippodrome Theatre from 1905 to 1939). Almost 60,000 square feet is initially leased pursuant to a sublease, which will subsequently go direct under the lease with landlord.
- **The Greek Orthodox Archdiocese of American and St. Nicholas Church:** Representing in their negotiations with The Port Authority of New York and New Jersey to relocate St. Nicholas Church onto a portion of the World Trade Center (WTC) site adjacent to Liberty Park, as part of the overall WTC redevelopment. The original St. Nicholas Church had been destroyed in the events of September 11, 2001.