

About the Contributors

Karen E. Abrams is a senior attorney at Meislik & Meislik. Her practice includes a broad range of experience in leasing, banking, and commercial real estate transactions. She has extensive experience in drafting and negotiating commercial leases, representing local, regional, and national commercial landlords and tenants with respect to both retail and office space. Her real estate practice includes the acquisition, sale, and financing of real property. Ms. Abrams also is involved in all areas of lending, with particular emphasis on commercial banking, asset-based lending, and real-estate secured transactions. She has represented many of the leading institutional lenders in the New York and New Jersey metropolitan area, including major commercial banks. Ms. Abrams was selected as a 2009 award winner of the *Mid Atlantic Real Estate Journal's* Executive Women in Business. She speaks and writes regularly on various aspects of real estate law and, among other things, was recently published in the November/December 2009 issue of *Probate & Property*. Ms. Abrams is a member of the bars of New York, New Jersey, and the District of Columbia, as well as of the American and New Jersey Bar Associations. She is also a member of the International Council of Shopping Centers. Ms. Abrams earned a J.D. and an M.B.A., with a concentration in Finance and Investment, from The George Washington University, and a B.A., with honors, from Washington University in St. Louis.

Jack Fersko is a partner in the Westfield, New Jersey, firm of Farer Fersko, where he chairs the Real Estate & Redevelopment practice group. He has over 25 years of experience as a commercial real estate and general business lawyer. His legal services emphasize industrial and commercial real estate activities, urban redevelopment, financing, and the impact of environmental laws on real estate and business transactions. He has successfully negotiated many real estate agreements involving complex environmental transactional issues and related insurance agreements. He counsels clients on issues related to green building and sustainable development initiatives such as solar installations and their impact on leases and other agreements. Mr. Fersko is editor of and a contributor to *Commercial Real Estate Transactions in New Jersey* (ICLE, Second Edition), and has authored chapters for *Brownfields—A Comprehensive Guide to Redeveloping Contaminated Property* (ABA) and *Commercial Real Estate Transactions Handbook* (Aspen Press), among other publications. Mr. Fersko is a Fellow in the American College of Real Estate Lawyers (Board of Governors; past Chair of Land Use and Environmental Committee). He is a member of the National Association of Industrial and Office Properties (past Chair of National Environmental and Infrastructure Committee; N.J. Chapter Board of Trustees), the Industrial and Office Real Estate Brokers Association, the American Bar Association Real Property, Trust and Estate Law Section (Chair of Leasing Group), the New Jersey State Bar Association, and the U.S. Green Building Council.

Dennis L. Greenwald is a partner in the Santa Monica, California, law firm of Greenwald, Pauly, Foster & Miller, where he specializes in nearly all aspects of real estate transactional law. Mr. Greenwald is a summa cum laude, Phi Beta Kappa graduate of the University of California at Santa Barbara, and the University of San Diego Law School, and is admitted to practice in New York and California. Mr. Greenwald is a frequent lecturer and writer for various professional groups, including the American Bar Association. Most recently, Mr. Greenwald authored a 1,350-page practice guide for California lawyers, published by The Rutter Group, entitled *Real Estate Transactions*.

Celeste M. Hammond is a professor and director of the Center for Real Estate Law at The John Marshall Law School in Chicago. She has a J.D. from the University of Chicago Law School and was in private practice for eight years before joining the faculty. She is past chair of the ABA subcommittee on Commercial Leasing Publications of the Real Property, Trust and Estate Section of the American Bar Association, past chair of the Chicago Bar Association Real Property Law Committee, and founder and first chair of the Association of American Law School's Section on Real Estate Transactions. She is a member of the Urban Land Institute, the American College of Real Estate Lawyers, and Lambda Alpha International Land Economics Society, which awarded her the Ely Distinguished Educator Award in 2003. She is an author (with Bender, Madison & Zinman) of 4th ed. *Modern Real Estate Finance and Land Transfer—A Transactional Approach* for Aspen (2008). She is author with Daniel Bogart of *Commercial Leasing—A Transactional Primer* for Carolina Academic Press (2007) that uses the ABA Leasing Formbook OFFICE LEASE as its focus. The case book is used in both law school and business school courses on commercial leases. Her latest scholarship focuses on the need to prepare law students for careers in transactional practice. "Borrowing from the B Schools: The Legal Case Study as Course Materials for Transaction Oriented Elective Courses: A Response to the Challenges of the Mac Crate Report and the Carnegie Foundation for Advancement of Teaching Report on Legal Education" will be published by University of Tennessee Law School *Journal of Business Law* in winter 2010. She teaches Property and Real Estate Transactions in the J.D. program and Real Estate Finance, Commercial Leasing and ADR in the LL.M. and M.S. in Real Estate Law program. She can be reached at 7hammond@jmls.edu.

Gregory-Scott R. Haney is a partner in the real estate practice group in the Tampa, Florida office of Shumaker, Loop & Kendrick, LLP. Mr. Haney has substantial experience in representing both landlords and tenants in commercial leasing transactions involving office, retail, warehouse, and industrial properties, as well as physicians and medical practice groups who have specialized needs when acquiring or leasing property. Mr. Haney also has substantial experience in handling negotiation, financing, title, and all other aspects of commercial real estate transactions involving shopping centers, office buildings, retail centers, multifamily housing projects, and hotels, as well as related land use issues. Mr. Haney brings to his transactional practice the benefit of a significant litigation background, having practiced in state and federal courts in the areas of commercial, landlord/tenant, con-

struction, surety, bankruptcy, and foreclosure litigation, which allows for a broader understanding of how to negotiate and structure real estate transactions and leases in a manner that accounts for potential issues and risks. Mr. Haney received his Bachelor of Science degree in Finance, with honors, from Louisiana State University in 1991, and then received his Juris Doctorate degree, with honors, from the University of Florida College of Law in 1995. He is admitted to practice law in the state of Florida. Mr. Haney is an executive member of the Board of Directors of the Florida Museum of Photographic Arts and served on the Membership Committee of the Tampa Theatre from 2002 to 2006.

Steven P. Heller is a partner in the Santa Monica, California, law firm of Gilchrist & Rutter and a member of the firm's real estate and sustainability practice groups. He handles all aspects of real estate transactions, focusing on commercial leasing, development, and sales/acquisitions, with an emphasis on leasing retail, office, and industrial properties. Mr. Heller has had several articles published in the areas of leasing, real estate, and business entities. His memberships include the American Bar Association, Los Angeles County Bar Association, the International Council of Shopping Centers, and the Moriah Society of American Jewish University. Mr. Heller previously served as Director of Leasing and Associate General Counsel for BH Properties, a national real estate investment company based in Los Angeles. Mr. Heller received a B.A. degree, Phi Beta Kappa, from the University of California, Berkeley, after attending the University of Pennsylvania as a Benjamin Franklin Scholar, and received a J.D. degree from the University of California, Berkeley Boalt Hall.

Jon ("Chip") Leyens is a partner in the Steeg Law Firm in New Orleans, Louisiana, where his practice focuses on commercial real estate leasing and development, as well as business financing. His leasing work includes the representation of office, retail, and industrial landlords, as well as the representation of tenants in significant office and hotel transactions. Mr. Leyens is a frequent panelist for various professional groups, including the American Bar Association, CCIM, the Urban Land Institute, and the Turnaround Management Association. He is the current Chair of the Warehouse and Industrial Leasing Committee of the American Bar Association's Real Property, Trust and Estate Law Section, and also is chairing a Green Lease Task Force of the American Bar Association's leasing group. Mr. Leyens currently serves on the Board of Zoning Adjustments of the City of New Orleans. He received his B.A. in history from Amherst College (*magna cum laude*) in 1987 and his J.D. from Harvard Law School in 1993. Mr. Leyens is admitted to practice in Louisiana and Texas.

Orlando Lucero works in the Escrow Department of Stewart Title, where his work includes commercial and residential transactions. He also performs a variety of general counsel functions. Before joining Stewart Title, Mr. Lucero was a practicing attorney; his primary area of practice was real estate transactions, including sales and purchases of real estate, § 1031 exchanges, commercial real estate lending (representing both lenders and borrowers),

commercial leasing, and development and land-use matters. Mr. Lucero is a frequent lecturer and writer on a variety of topics related to real estate transactions, title insurance, 1031 exchanges, and business entities. He is a senior editor and contributing author to *The Commercial Property Lease, Vols. II and III* (ABA 1997 and 2000). Mr. Lucero is a coauthor of “Tenant Remedies: an Oxymoron” published in *Probate and Property* (January/February 1998) and in *The Best of the ABA* (Fall 1998). He is also the author of “The Nuts and Bolts of Commercial Lease Listing Agreements” published in *Probate and Property* (July/August 2000). Mr. Lucero is a coeditor/author of *Commercial Leasing Forms*, a practical forms book published by the ABA. He is the coauthor of an online skills CLE program on title insurance developed by the Real Property, Trust and Estate (RPTE) Section of the American Bar Association. Mr. Lucero is the immediate past-chair of the RPTE Standing Committee on Diversity, and currently serves on the RPTE Council and the RPTE Planning Committee.

Susan Fowler McNally is a partner in the Santa Monica, California, law firm of Gilchrist & Rutter and a member of the firm’s real estate and sustainability practice groups. Her practice focuses primarily on real estate transactions, including purchases and sales, office, retail and industrial leasing, financings, insurance, telecommunications licenses, TV and movie access licenses, asset management contracts, and construction, design professional and consultant contracts, as well as sustainability and “green” issues in design, construction, leasing, and asset management contracts. Ms. McNally has been featured in *Real Estate Southern California’s* list of “Influential Women in Real Estate” eight times, and she has been included in the list of Southern California Super Lawyers in real estate law published by *Law & Politics* for the past several years. In 2009 Ms. McNally was honored as one of four “Women at the Top” in commercial real estate in Southern California by CREW-LA, featured in the *Los Angeles Business Journal’s* “Who’s Who in L.A. Law” list of “L.A.’s Top 100 Lawyers,” as well as being selected by her peers for inclusion in “The Best Lawyers in America” in the area of real estate law. Ms. McNally has written, or been quoted, on a wide variety of real estate issues in a range of publications, including the *The Wall Street Journal*, *American Bar Association Journal*, *Lease Negotiation Handbook*, *Annual Survey of Letter of Credit Law & Practice*, and *Commercial Lease Law Insider*. She also serves on the Board of Advisors of the *Commercial Lease Law Insider* and CREW-LA. Ms. McNally is a frequent lecturer at local, regional, and national conferences and seminars. She is a member of the American Bar Association Real Property, Trust and Estate Law Section, as well as the Construction Forum. She received her B.A., Phi Beta Kappa, from University of the Pacific, Raymond/Callison College, graduating with the highest academic honors and her J.D. from UCLA Law School.

Martin P. Miner is a partner in Holland & Knight LLP, resident in its New York City office. Mr. Miner’s practice is principally in the area of commercial real estate, primarily specializing in leasing, financing, and entity structuring. His leasing practice has involved office, industrial, commercial, and retail space and, over the years, has aggregated millions of square feet. Mr. Miner is active in the American Bar Association, Real Property, Trust and Estate Law

Section, where among other positions, he served on its Supervisory Council. He currently serves on the Community Outreach Committee. He has written and lectured extensively on real estate-related topics. Mr. Miner is a member of the American College of Real Estate Lawyers and served as an adjunct professor at Columbia Business School. He received his A.B. from Muhlenberg College and his J.D. from Columbia University School of Law.

Mark Morfopoulos is an attorney in Aboyoun & Heller in Pine Brook, New Jersey. As a former in-house attorney for a Fortune 500 company, he was instrumental in initiating a company-wide environmental audit program. As a private practitioner, he managed the Toys 'R Us lease in Times Square, New York, and negotiated a successful cable franchise contract with Verizon. Mr. Morfopoulos's practice focuses on all aspects of commercial real estate transactions, with particular emphasis on leasing and shopping centers. He is also involved in the representation of business owners in various non-real estate-related matters. Mr. Morfopoulos received his B.A. degree from Binghamton University and his J.D. degree from Buffalo Law School. He has articles published in the *Practical Real Estate Lawyer*, *New Jersey Law Journal*, *Commercial Lease Law Insider*, *Commercial Tenant's Law Insider*, *Commercial Property Management Insider*, *Retail Law Strategist*, *Mid Atlantic Real Estate Journal*, *National Parking Association*, and *Commercial Leasing Law & Strategy*. He was also Planning Chair for the ALI-ABA webinar "The Art of Reviewing a Leasehold Title Policy."

Roseleen P. Rick is a retired partner of Troutman Sanders, L.L.P. During her practice, she specialized in multifamily financing and commercial real estate law. Mrs. Rick served two terms as a supervisory council member in the Real Property, Trust and Estate Section of the American Bar Association. She is a past supervising council member of that section's Leasing Committee. She was formerly chair of both the Retail Leasing Committee and the Committee on Specialized Leases. In addition, Mrs. Rick was vice chair of the Real Property, Trust and Estate Section's standing committee for Goal IX-Diversity. She has been a frequent panelist and author on many leasing subjects and has had articles published in the ABA's *Commercial Property Lease, Volumes I and III*, as well as *The Practical Real Estate Lawyer*.

Tara A. Scanlon is a Partner in the Washington, D.C., office of Holland & Knight LLP where she is cochair of the firm's National Retail Development and Leasing Team in the Real Estate Section. Ms. Scanlon concentrates her practice on commercial real estate transactions that include development matters, sales, and acquisitions, as well as retail and office leasing. She has extensive experience in retail real estate transactions representing both institutional and entrepreneurial owners of regional malls, shopping centers, and high-end street retail projects in connection with various leasing, finance, operational, and transactional matters. Other areas of experience include commercial finance involving construction, and permanent real estate loans, asset-based lending, and equity investments, as well as the restructure of debt and security instruments.

Steve Teitelbaum is a partner at Jones Day in its Washington, D.C., office. He has nearly 30 years of experience practicing in commercial real estate transactions, with an emphasis on representing users, owners, and developers of real estate projects in acquisitions, sales, leasing, financing, and development matters. He is also a coleader of the firm's hospitality industry specialty team. An emerging area of expertise is "green" leasing. Mr. Teitelbaum is the author of the Building Owners and Managers Association International's (BOMA) *Guide to Writing a Commercial Real Estate Lease* (2005) and its sequel, *Guide to Writing a Commercial Real Estate Lease, Including Green Lease Language* (2008), and served as an industry reviewer for the U.S. Green Building Council's *Green Office Guide* (2009). Mr. Teitelbaum is also the coauthor of the article "Anti-Terrorism Clauses in Commercial Real Estate Transactions," which appeared in *The Practical Real Estate Lawyer* (March 2009). He speaks frequently on real estate-related topics, particularly leasing. He holds undergraduate and law degrees from Columbia University and is admitted to practice in Washington, D.C., and New York.