



**BUSINESS SOLUTIONS
FROM A TRUSTED PARTNER**



ABOUT HARTMAN SIMONS & WOOD LLP

BUILT FOR THE FAST PACED WORLD WE SERVICE

We are a young firm, yet we have a rich commercial real estate history. Our founding partners practiced together in a predecessor firm, bringing their values, strengths and reach to Hartman Simons & Wood LLP. In 2002 our founding partners decided to break away from the bigger, general practice law firm concept and focus on what we know, what we do, and what our clients need: commercial real estate. The concept was simple: build a law firm around all the levels and areas of expertise that clients need and expect when dealing with commercial real estate. Take the core areas -- leasing, acquisition, development, construction, environmental, and land use -- and complement that mix with expertise in the areas of law essential to supporting those practices, such as litigation and corporate entity skills. The result is a law firm with big firm experience and a national reach, yet one with the feel, and attention to detail, of the small law firm down the block.

Our lawyers, paralegals and staff understand the demands, complications and pace of commercial real estate, and we are ready to show you how our collective experience will create a better client experience for you. Although we practice in Atlanta, odds are we have experience, connections, and expertise in your backyard, wherever you are located. Hartman Simons & Wood LLP is the kind of law firm we would want if we ran your business. We have the aptitude and the energy to understand and worry about your problems. We will not be the largest law firm you can find, but we will be the best at understanding your commercial real estate law needs.



A LEADING COMMERCIAL REAL ESTATE LAW FIRM

Hartman Simons & Wood LLP is a law firm of commercial real estate experts who serve as experienced business advisors to our clients throughout the United States. We are Atlanta-based, with a national reach, and we bring to our clients a deep expertise crossing the disciplines that make up commercial real estate. We are committed to providing clients with excellent representation in the following legal areas:

- Commercial leasing
- Commercial development
- Construction and sustainable development
- Corporate and business entities
- Creditor's rights and bankruptcy
- Environmental
- Finance and investment
- Land use and government relations
- Litigation
- Distressed property, workouts & restructuring

SERVING CLIENTS NOT CASE FILES

From development to disposition, from finance to foreclosure, whether you need environmental advice to create value, or a seasoned real estate litigator to enforce the value you have already created, we can help. Whether you need a new partnership agreement or want to find a way out of your old one, our commercial real estate lawyers have the experience to fulfill your needs. We know commercial real estate, and we know how to make it work. We measure our success by the degree to which our clients achieve success. Our real estate lawyers bring a wealth of experience, not only in the law, but also in business. We know how to get things done.



COMMERCIAL REAL ESTATE SERVICES

ACQUISITIONS AND DIVESTITURES

Hartman Simons & Wood LLP handles the acquisition and disposition of commercial real estate projects of all sizes, as well as complex, multi-project and portfolio transactions. Our knowledgeable group of commercial real estate attorneys can swiftly and efficiently execute deals across a spectrum of complexity and geography.

OUR FIRM'S CLIENTS INCLUDE:

- Developers
- Financial institutions
- Insurance companies
- Individual investors
- Landlords
- Tenants
- Operators
- Real Estate Investment Trusts

DEVELOPMENT

Hartman Simons & Wood LLP represents both investors and developers engaged in the development and leasing of the following types of real estate projects:

- Office
- Retail
- Industrial
- Multi-family

In just the last five years, and through the difficult economic climate, Hartman Simons & Wood LLP attorneys have been directly involved in handling all legal aspects for the development or redevelopment of more than 20 million square feet of commercial real estate projects throughout the United States.

FINANCING

Developers, investors, owners and lenders all look to Hartman Simons & Wood LLP for financing expertise. The lending market is a competitive arena, with a variety of financing methods available to borrowers. Our attorneys have extensive experience and are extremely well-informed about commercial real estate financing.

We advise our clients of the many different options for financing a project that is best for them, including:

- Venture capital
- Equity investments
- Special opportunity investments
- Mezzanine loans
- Structured finance
- Recapitalization
- Restructuring of properties and entities

LEASING

Hartman Simons & Wood LLP represents both landlords and tenants in the facilitation and execution of commercial leases. We understand the complexities of lease negotiations from both the landlord and tenant perspectives. Our decades of experience in commercial real estate gives us a broad base from which to develop strategies for overcoming challenges and finalizing the deal. Our team's methodology also drives us to operate in the most efficient and sensible manner possible, to ensure that our clients do not miss out on favorable leasing opportunities.

WORKOUTS

We are acutely aware that the most efficient resolution for an asset in default is not litigation or bankruptcy. Instead, when it makes sense for our clients, we pursue negotiated, voluntary settlements that protect their portfolios. Our team facilitates credit workouts of all sizes and levels of complexity. We work with projects as small as single-asset real estate and commercial loans, all the way up to complex deals involving multi-bank credits to major national real estate and operating companies. The workouts we assemble vary from traditional economic restructurings or collateral recovery to liquidation workouts or prepackaged bankruptcy plans.

OUR ATTORNEYS

Recognized for excellence by people who know the difference Hartman Simons & Wood LLP attorneys are recognized leaders in real estate. Many of our attorneys also have the distinction of being named in publications, such as Chambers USA and Best Lawyers in America, and have achieved regional and local recognition in Georgia Super Lawyers, and Georgia Trend Legal Elite. We are proud that our attorneys are AV® Preeminent(TM) Peer Review RatedSM by Martindale-Hubbell®, the highest rating available for their legal abilities and adherence to ethical standards.





CONTRACT

Further to this evidence
capital markets have
the ability to en
level, thus c
found that th
compared the
five capital
Studies of
interaction of
efficient, other
with the bid
adjustment to
and widely pub
event. The
of a market
between the
management
The market
can be found
in any kind of
all the members
of company pro
is the powerfu
feedback and
interaction of
positions in market.

PRACTICE AREAS

SERVING BUSINESSES IN GEORGIA AND THROUGHOUT THE UNITED STATES

From our offices in Atlanta, Georgia, Hartman Simons & Wood LLP lawyers assist our commercial clients throughout the United States with commercial real estate acquisitions, development, leasing and investment, land use, environmental issues, construction matters, financing, corporate law, partnership issues, tax, litigation, dispute resolution and structuring transactions. Learn how we can serve your

COMMERCIAL LEASING

- Retail
- Industrial
- Office
- Mixed use

COMMERCIAL DEVELOPMENT

- Acquisitions
- Divestitures
- Land use
- Financing
- Leasing
- Construction
- Workouts

FINANCE & INVESTMENT

- Lending
- Borrowing
- Private equity
- Foreign investment

CONSTRUCTION & SUSTAINABLE DEVELOPMENT

- Construction agreements
- Architectural and consulting contracts
- Sustainable development certification

CORPORATE & BUSINESS ENTITIES

- Commercial agreements
- Corporate governance
- Mergers and acquisitions
- Private equity
- Tax
- Partnerships and joint ventures

CREDITOR'S RIGHTS & BANKRUPTCY

- Bankruptcy litigation
- Distressed real estate
- Foreclosures
- Landlord-tenant bankruptcy
- Workouts

ENVIRONMENTAL SERVICES

- Contract negotiations
- Due diligence
- Regulatory affairs
- Remediation and compliance

LAND USE & GOVERNMENT RELATIONS

- Permitting and licensing
- Private property rights
- Public-private partnerships
- Regulatory affairs
- Zoning

LITIGATION

- Business litigation
- Real estate litigation
- Intellectual property and technology litigation



BUSINESS SOLUTIONS FROM A TRUSTED PARTNER

Our clients value our attorneys' business acumen as much as their outstanding legal credentials, and they appreciate the attentive service our firm consistently provides. Access the power of a legal partner you can rely upon to understand your business objectives and help you get it done.

For more information on these services, contact us:
info@hartmansimons.com
770.955.3555