



## Gregory R. Andre

### Partner

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## OVERVIEW

Greg Andre is a partner in the firm's Real Estate practice. He has more than 35 years of extensive experience in commercial real estate law, including design and construction contracts, land use and development, leasing and sale-leasebacks, acquisitions and sales, real estate and construction dispute resolution and other matters involving properties located throughout the United States.

Greg has experience with major urban and suburban office buildings, retail centers, hotels, hospitals, senior housing, master-planned communities, mixed-use projects, multi-family housing, data centers, golf courses, industrial and manufacturing facilities, biofuel facilities and public utilities, airports, highways and infrastructure. He is the author or co-author of more than 20 books and articles on various real estate and construction subjects and is well recognized in the industry.

## ACHIEVEMENTS

- Chambers USA (past or present)
- Martindale-Hubbell Very High Peer Review Recognition (past or present)
- Legal 500 (past or present)
- Who's Who Worldwide (past or present)
- Top Illinois Super Lawyer (past or present)

## PROFESSIONAL / CIVIC ACTIVITIES

- Construction Owners Association of America (Co-founder of Illinois Chapter; Executive Committee Chair)
- Society of Illinois Construction Attorneys

## SPEAKING ENGAGEMENTS

- “Legal Impact of Covid-19 on Construction,” seminar sponsored by Construction Owners Association of America, 30 July 2020
- “Drones in Construction: Legal Overview,” seminar sponsored by Construction Owners Association of America
- “Project Close Out - Finishing Strong,” seminar sponsored by Construction Owners Association of America
- “Project Team Collaboration: How to Achieve it Across All Delivery Methods for Project Success”
- “Owner's Due Diligence - Selecting a Project Team,” seminar sponsored by Construction Owners Association of America
- “Aviation Issues Affecting Real Estate,” K&L Gates LLP program
- “Real Estate Development Within Native American Reservations,” K&L Gates LLP program
- “Integrated Project Delivery,” seminar sponsored by the Construction Owners Association of America, Illinois Chapter
- “Mining the Corporate Balance Sheet for Real Estate Equity,” seminar sponsored by K&L Gates LLP
- “The AIA has done it again! The 2007 Design and Construction Forms Have Replaced the 1997 Forms: What Has Changed and What You Need to Know,” (speaker on panel)
- “Design and Construction Contracts,” seminar sponsored by Georgia Technical College of Architects (speaker)
- “AIA Contract Documents: The New Edition,” seminar (speaker on panel)
- “Construction Delivery Systems,” seminar (speaker on panel)

## EDUCATION

- J.D., George Washington University Law School, 1985 (*with honors; Law Review member*)
- B.S., Boston College, 1982 (*magna cum laude*)

## ADMISSIONS

- Bar of Illinois

## THOUGHT LEADERSHIP POWERED BY HUB

- 29 August 2016, Building from the Sky Down: New FAA Rules Affect Use of Drones in Construction Industry
- 9 September 2015, Stores for Sale! Retailers and Restaurants Spin Off Real Estate

## OTHER PUBLICATIONS

- “Project Team Collaboration: Special Contract Considerations,” *update to Design and Construction Contracts, Commercial Contracts Treatise*
- Integrated Project Delivery and Building Information Modeling, update to Design and Construction Contracts, *Commercial Contracts Treatise*
- “Negotiating Construction Contracts,” *chapter in book titled Construction Law: Transactional Considerations by the Illinois Institute for Continuing Legal Education*
- “Selecting The Appropriate Delivery System and Contractor with Construction Contract Checklist,” *Construction Law Handbook*
- “How to Close the Insurance Gap on Architectural Design Defects,” *National Real Estate Investor*
- “Design and Construction Contracts,” *Commercial Contracts Treatise*
- “Cross Examination Comes to Zoning Hearings,” *Real Estate Chicago*
- “New AIA Form of Architect Agreement: Changes Made and Changes Needed,” *Construction Business Review*
- “Sale and Leaseback Transactions,” *Illinois Institute for Continuing Legal Education*
- “Build + Sell + Leaseback = More Profits!,” *Construction Business Review*
- Structuring Real Estate Sale-Leasebacks: Legal and Tax Planning With Forms, (co-author of 500-page treatise)
- “Township Open Space Act,” *Chicago Lawyer*
- “Tender Offers for Corporate Control: A Critical Analysis and Proposals for Reform,” *The Delaware Journal of Corporate Law*
- “Constructive Insider Liability and the Arm's Length Transaction,” *The George Washington Law Review*

## NEWS & EVENTS

- 1 June 2016, K&L Gates Advises Cascades Inc. in Packaging Plant Purchase from Rand-Whitney
- 20 May 2015, Chambers USA 2015 Guide Recognizes K&L Gates, Lawyers as Industry Leaders

## AREAS OF FOCUS

- Real Estate
- Construction and Infrastructure
- Global Location Strategies

- Land Use, Planning, and Zoning
- Real Estate Acquisitions and Dispositions
- Real Estate Development and Construction

## INDUSTRIES

- Consumer Products
- Luxury Products and Fashion
- Resort, Hospitality, and Leisure

## REPRESENTATIVE EXPERIENCE

- Successful representation of a hotel developer in opposing and halting the development of a proposed outdoor music theater on an adjoining property.
- Represented electric utility company in numerous electric public utility projects.
- Represented a retailer in securing a new video billboard on an Interstate Highway owned by a municipality and leased to the retailer in Illinois.
- Represented manufacturer in Sale-Leaseback of paper mill plant and equipment on 800+ acres with 12 buildings containing 550,000+ square feet of space in Virginia.
- Represented architectural firm in 52-story urban mixed-use building.
- Represented architectural firm in \$900 million 88-story urban mixed-use building.
- Represented architectural firm in \$100 million 42-story residential apartment building.
- Represented an airport in multiple build-to-suit ground lease transactions for private corporate jet hangars at DuPage Airport in West Chicago, Illinois.
- Represented airport in golf course and clubhouse development.
- Successful representation of a governmental authority in the arbitration of more than 100 claims made by a contractor with respect to a golf course project.
- Represented airport in annexation for airport expansion.
- Represented utility company in lease for underground mining operation in Illinois including zoning and land use approvals.
- Represented developer in \$140 million hotel waterpark.
- Represented retailer in ground lease and development of 100,000+ square foot retail store in Wisconsin.
- Represented retailer in 575,000 square foot distribution center lease in Utah.

- Represented a retailer in securing approximately \$4 million in tax increment reimbursement for a retail store in Tooele, Utah.
- Represented retailer in 100,000+ square foot retail store in Georgia including land acquisition, shopping center covenants, economic incentives, and development.
- Represented a retailer in securing approximately \$1.23 million in job tax credits for a retail store in Acworth, Georgia.
- Represented a retailer in securing approximately \$2.5 million in tax increment reimbursement for a retail store in Augusta, Georgia.
- Represented retailer in 40,000+ square foot retail store in Georgia including land acquisition, shopping center covenants, economic incentives, and development.
- Represented retailer in ground lease and development of 100,000+ square foot retail store in Oregon.
- Represented retailer in structuring a tax-advantaged transaction for a retail store on a Native American reservation in Washington state.
- Represented retailer in ground lease and development of 100,000+ square foot retail store on Native American Tribal land in Washington.
- Represented retailer in ground lease, shopping center covenants, and development of 80,000+ square foot retail store in Kentucky.
- Represented retailer in FAA and USDA approval of commercial project near an airport.
- 80,000+ square foot retail store in Indiana including land acquisition, shopping center covenants, and development.
- Represented retailer in securing approximately \$23 million in sales and property tax rebates and other incentives for a retailer in Hoffman Estates, Illinois.
- Represented hospital in \$100 million hospital addition.
- Successful representation of a contractor in a public bid dispute against a governmental authority with respect to a major grading project.
- Successful representation of the master developer of a 400-acre residential golf course community in a dispute over the development of a \$25 million clubhouse.
- Represented conglomerate in Sale-Leaseback restructuring of \$1 billion portfolio of numerous owned and leased properties for a warehouse/distribution company.
- Represented developer in 6,000-home active adult retirement community on 2,000 acres.
- Represented developer in \$300 million senior living campus.
- Represented real estate owner in \$125 million sale of office and industrial building portfolio to UPREIT.

- Represented developer in a dispute with the Army Corps of Engineers with respect to development issues with a 2,200,000 square foot office, hotel and retail development on a prime 120-acre suburban tollway interchange site in a large wetland area.
- Represented high-tech manufacturer in Equipment Lease of 3D printing equipment for aerospace products.
- Represented high-tech manufacturer in securing approximately \$125 million from a US State to be used by a manufacturing company for land, a new building and equipment at a rental rate of \$1 per year.
- Successful representation of owner in the mediation of multimillion dollar liquidated damages claim for delay made by an owner against a contractor on a \$20 million environmental clean-up project.
- Represented health care company in 68,175 square foot industrial space lease in Indiana.
- Represented subcontractor in subcontract of marine heavy lift work for \$480 million Wittpenn Bridge, New Jersey.
- \$750 million multiple residential apartment building project.
- \$122 million pharmaceutical campus.