



Olivia S. Byrne

Partner

Washington
+1.202.778.9412

Olivia.Byrne@klgates.com

OVERVIEW

Olivia Byrne is a partner in the Washington D.C. office and a member of the firm's real estate investment, development, sports, and finance group.

Olivia is a leading member of the firm's U.S. economic incentives practice along with the real estate and public finance practices in the Washington, D.C. office. She has successfully obtained significant economic incentives for clients on a national basis and has extensive experience drafting legislation for economic incentives and tax-related issues. Her practice involves site location for many different industries, namely technology, broadcasting, distribution centers, fulfillment centers, data centers, professional sports stadiums and arenas, practice fields, wood-based products and biofuels, industrial manufacturing, food processing, auto parts and components, as well as financial services, entertainment facilities, and hotels. She and her team represent inbound companies from abroad including Asia, Europe, and Canada, as well as U.S. companies relocating or deciding to remain in place and expand. Her proven track record demonstrates proposals to certain corporations such as manufacturing and technology in excess of US\$100 million dollars in economic incentives. She served as lobbyist for The Advisory Board Company that won the "Game Changer Award" at the *Washington Business Journal's* Best Real Estate Deal of the Year Awards in 2016. She regularly meets with many Economic Development corporations and authorities on behalf of clients on a national basis.

Additionally, Olivia is a key member of the opportunity zones (OZ) team for the incentive established by Congress in the Tax Cuts and Jobs Act of 2017, building upon extensive experience working with clients to develop investments OZ businesses and OZ real estate. She is a frequent speaker on a national basis at OZ conferences and programs. She has worked with clients to assist with structuring OZ transactions and related real estate and tax issues. She was named a Top 25 Opportunity Zone Influencer in the U.S. by *Opportunity Zone Magazine* in 2020, and she was named a Top 25 Opportunity Zone Attorney by *Opportunity Zone Magazine* in 2019 and 2020.

She represents many corporations, nonprofits, and partnerships in real estate projects relating to headquarters buildings, mixed-use, retail, office, sports stadiums and arenas, residential, manufacturing, warehouse, healthcare, hotels, restaurants, and colleges and universities. Olivia focuses her practice on public policy, legislative counseling, real estate transactions, and financing transactions. This includes tax exempt and taxable bonds, conventional loans, OZ equity, New Markets Tax Credits ("NMTC"), Tax Incremental Financings ("TIFs"), public/private partnerships (including those with colleges and universities), and public finance including multifamily

housing projects with low-income housing tax credits and tax exempt bonds. She has completed financing transactions with NMTC allocatees for many mixed-use multifamily housing and office projects. She has worked on numerous multifamily housing projects on a national, state, and local basis. Olivia has also worked on infrastructure projects and other projects financed with TIFs. She has represented NMTC borrowers with public/private partnerships and manufacturing projects on a national basis. She also represents developers and corporations with real estate acquisitions, renovation projects, and public/private partnerships, as well as retail/residential, office condominiums, and the related real estate documentation and due diligence. She is a registered lobbyist in DC and works with Virginia and Maryland frequently as well.

Olivia was selected by Super Lawyers as a top Washington, D.C. Lawyer in Government Finance in 2016, 2017, 2018, 2019, and 2020. She was also named by the *Washington Business Journal* as a "2009 Top Washington Lawyer" Finalist in the Real Estate Transactions category. Her financing structure for the National Association of Realtors' US\$40 million real estate transaction was also selected as the "Best Financing Deal of the Year" by the *Washington Business Journal*.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Olivia was a real estate partner for another international law firm.

ACHIEVEMENTS

- Named a Top 25 Opportunity Zone Influencer by *Opportunity Zone Magazine* in 2020
- Named a top 25 Opportunity Zone Attorney by *Opportunity Zone Magazine* in 2019 and 2020
- Named by Bisnow as Top Women in D.C. CRE, 2017
- Washington, D.C. *Super Lawyers* - Government Finance (2016, 2017, 2018, 2019, and 2020)
- Listed in *Who's Who in American Law*, *Who's Who in the East*, *Who's Who of American Women*, *Who's Who in America*, and *Who's Who in the World*
- Named by the *Washington Business Journal* as a "2009 Top Washington Lawyer" Finalist in the Real Estate Transactions category

PROFESSIONAL / CIVIC ACTIVITIES

- Editorial board member for OZ Investors Magazine
- Consultant Member of Institute for Professionals in Taxation
- Prior Co-Chairman and current member of the Board of Directors for the Washington, D.C. Economic Partnership
- Member of the Board of the DC Appleseed Foundation
- Advisory board member of the Columbia Lighthouse for the Blind

- Member of the District of Columbia Building Industry Association
- Member of Association of Public Finance Professionals
- Previous Vice President, D.C. Nonprofit Task Force
- Previous Chairman of the National Tax-Exempt Bond Conference at Georgetown Law Center
- Served on the Advisory Board for Planned Giving to the American Heart Association
- Graduate of Leadership Montgomery
- Member of the Advisory Board to the Municipal Finance Journal
- Past President and a Board Member of Commercial Real Estate Women
- Served as Co-Chairperson of Professional Development for Strathmore Hall
- Past President of the D.C. Bowdoin Alumni Association and a former member of the Alumni Council for Bowdoin College
- Appointed to the National Task Force on Intermediate Sanctions — Helped to write the guidelines in this important area of tax law
- Advisory Council to Cultural Alliance in the District of Columbia
- American Bar Association
- Maryland Bar Association
- District of Columbia Bar Association
- Served on Board of Directors of Bethesda Academy for the Performing Arts
- National Association of Bond Lawyers (NABL)
- ABA Committee on Tax Exempt Bonds

SPEAKING ENGAGEMENTS

- Panelist: "The Importance of Location", 2020 Opportunity Zone Expo, Las Vegas, NV, June 25, 2020
- Panelist: "Economic Incentives for Stadium Projects", United Soccer League Webinar - Tax Incentives and Opportunity Zones for Stadium Development Projects, June 10, 2020
- Panelist: "A Surge in Demand for Distribution, Data Center and Manufacturing Facilities during COVID-19: Economic Incentives & Real Estate", May 20, 2020
- Panelist: "The Summer of OZ: Now is an Opportune Time to Invest in Opportunity Zones", K&L Gates, LLP, San Francisco, CA, July 31, 2019

- Panelist: "The Summer of OZ: Now is an Opportune Time to Invest in Opportunity Zones", K&L Gates, LLP, Los Angeles, CA, July 29, 2019
- Panelist: "Opportunity Zones: Expanded Opportunities for Fund Sponsors and Investors in the Wake of the Latest Regulations" K&L Gates, LLP, New York, NY, June 6, 2019
- Panelist: "Opportunity Zones from a Bio View — What do they mean for funding lab infrastructure and bio health companies? What are the rules? What are the opportunities?", AURP BIO Health Caucus, Philadelphia, PA, June 3, 2019
- Moderator: "DCA Live: Opportunity Zone Fever," Arlington, VA, May 29, 2019
- Panelist: "The Green Zone: Opportunity Zone Funding for Brownfields Redevelopment," K&L Gates, Chicago, IL, May 22, 2019
- Panelist: "Built for Success: Best practices for Fund Structures," Small Scale Developer Forum #14 - When Opportunity Abounds, Baltimore, MD, May 20, 2019
- Panelist: "2019 Opportunity Zone Expo Las Vegas," Las Vegas, NV, May 9, 2019
- Panelist: "Discussion on Opportunity Zones," K&L Gates, Washington, DC, April 30, 2019
- Panelist, "Discussion on Opportunity Zones," Boston, MA, April 4, 2019
- Panelist: "Prince George's Opportunity Zones Conference," Prince George's County Economic Development Corporation, Largo, MD, Tuesday, March 12, 2019
- Speaker, "Opportunity Zone Expo," Los Angeles, C.A., January 25, 2019
- Speaker, "A Conversation on Opportunity Zones," Chicago, I.L., January 16, 2019
- Speaker, "Charlotte Opportunity Zones," Charlotte, N.C., December 11, 2018
- Speaker, "DCA Live BIG Growth Summit: Amazon and the New Innovation Economy," Crystal City, V.A., November 16, 2018
- Moderator, "DCBIA Opportunity Zones Seminar," Washington, D.C., November 6, 2018
- Speaker, "Now that the proposed regulations have been released for the Opportunity Zones Program, What Is Your Next Step?" Qualified Opportunity Funds and Opportunity Zones Released Regulations, Washington, D.C., October 31, 2018
- Moderator, "Opportunity Tax Credits and Opportunity Zones," Innovative Business Solutions Program, Washington, D.C., February 28, 2018
- Speaker, "Tax Exempt Bonds and Real Estate Finance Options for Nonprofits," Greater Washington Society of CPAs: Nonprofit Section Meeting, Washington, D.C., February 27, 2018

EDUCATION

- LL.M., Georgetown University Law Center
- J.D., University of Toledo College of Law
- B.A., Bowdoin College

ADMISSIONS

- Bar of District of Columbia
- Bar of Maryland

THOUGHT LEADERSHIP POWERED BY HUB

- 20 December 2019, Opportunity Zone Final Regulations: First Impressions (*Alerts/Updates*)
- 2 December 2019, A Winning Combination: Uncle Sam's Excess Property Inventory and the Opportunity Zone Tax Incentive (*Alerts/Updates*)
- 03 May 2019, Worth the Wait: Second Round of Opportunity Zone Proposed Regulations Clears the Way for Many OZ Investments (*Alerts/Updates*)
- 18 April 2019, OZ Flash: Newly Issued Proposed Regulations and the President's Remarks are a Boon to the OZ Incentive (*Alerts/Updates*)
- 16 January 2019, A Conversation on Opportunity Zones (*Research Surveys*)
- 29 October 2018, Real Estate - An Attractive Investment for OZ Funds Under New Proposed Regulations (*Alerts/Updates*)
- 23 October 2018, Opportunity Zone Proposed Regulations Provide the Certainty Anxious Investors, Developers, and Entrepreneurs Have Been Seeking (*Alerts/Updates*)
- 14 March 2018, Opportunity Zones - A Golden Opportunity? (*Alerts/Updates*)

OTHER PUBLICATIONS

- "Opportunity Zones: A Powerful New Tool for Development in South Carolina," *Association of Corporate Counsel - South Carolina Chapter*, 19 June 2018

NEWS & EVENTS

- 26 June 2020, K&L Gates Real Estate Partner Named a 'Top OZ Influencer' by *Opportunity Zone Magazine (Rankings & Recognitions)*

- 17 July 2018, K&L Gates Launches Cross-Practice Opportunity Zones Initiative (*Press Release*)
- 2 August 2016, K&L Gates Grows Real Estate Practice with Addition of Washington, D.C., Partner and Of Counsel (*Press Release*)

AREAS OF FOCUS

- Real Estate
- Debt Capital Markets
- Economic Incentives
- International Trade: CFIUS, Sanctions, and Export Controls
- Nonprofit Organizations
- Public Finance
- Real Estate Acquisitions and Dispositions
- Real Estate Finance
- Real Estate Joint Ventures

INDUSTRIES

- Consumer Products
- Financial Services
- Fintech
- Resort, Hospitality, and Leisure
- Sports

EMERGING ISSUES

- Opportunity Zones (OZs)