



Charles H. Royce

Partner

Seattle

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OVERVIEW

Charles “Chuck” Royce is a partner in the firm’s Real Estate practice. Chuck represents clients in the areas of commercial real estate transactions and leasing. His practice includes representing property owners, investors, developers, lenders, and borrowers in the acquisition and disposition of commercial and public properties, drafting and negotiating purchase and sale agreements, and preparing covenants, easements, and financing documents. Chuck also has experience in all aspects of commercial leasing, including office, retail, and industrial leasing and related documentation.

In addition, Chuck counsels clients on regulatory matters impacting the food, agriculture and retail industries. This includes advice on regulatory and permitting requirements for storage, transport and the retail sale of food products and other consumer goods.

Chuck is a LEED Accredited Professional (LEED-AP), a distinction he earned through the Green Building Certification Institute. As a LEED-AP, he has a thorough understanding of green building practices and principles.

ACHIEVEMENTS

- Recognized in the *Best Lawyers in America*® for Banking and Finance Law, Real Estate Law, 2021-2024
- Recognized by *Chambers USA* for Real Estate in Washington, 2020-2023
- Named to the Washington Rising Stars list, 2007-2009

PROFESSIONAL / CIVIC ACTIVITIES

- Member, Urban Land Institute
- Member, Washington State Bar Association, Real Property, Probate and Trust Section

SPEAKING ENGAGEMENTS

- “Negotiating Survival Clauses and Holdback Provisions in Commercial Real Estate Sales Transactions: Avoiding Pitfalls of Merger Doctrine at Closing and Beyond,” *Strafford webinar*, co-presenter, February 2024
- “Representations and Warranties in Commercial Real Estate Sales Contracts: Buyer and Seller Perspectives,” *Strafford webinar*, co-presenter, February 2023
- “Negotiating Survival Clauses and Holdback Provisions in Commercial Real Estate Sales Transactions,” *Strafford webinar*, co-presenter, August 2022
- “Representations and Warranties in Commercial Real Estate Sales Contracts: Buyer and Seller Perspectives,” *Strafford webinar*, co-presenter, June 2022
- “Representations and Warranties in Commercial Real Estate Sales Contracts: Buyer and Seller Perspectives,” *Strafford webinar*, co-presenter, February 2022
- *Law Seminars International (LSI) 2021 Advanced Real Estate Purchases & Sales*, interactive Zoom broadcast, faculty member, April 2021
- “Current Sticking Points in Negotiating Reps and Warranties,” *LSI Commercial Real Estate Purchase and Sale Conference*, April 2017
- “Real Estate Case Law and Legislation Update”, Washington State Bar Association, *Real Property, Probate and Trust Section Midyear*, co-presenter with Brian Lewis, June 2011
- “Mistakes to Avoid in Tenant Improvement Work Letters”, continuing legal education seminar, December 2010
- Program Chair, “Real Estate Boot Camp”, Washington State Bar Association, June 2009
- “Purchase and Sale Agreements,” Washington State Bar Association, *Construction Law Section Midyear*, June 2008

EDUCATION

- J.D., Seattle University School of Law, 1998
- B.A., University of Washington, 1992 *Political Science*

ADMISSIONS

- Bar of Washington

THOUGHT LEADERSHIP POWERED BY HUB

- 3 June 2021 , Conversations About Race: Kevin Jennings

OTHER PUBLICATIONS

- Washington Chapter, State-by-State Guide to Commercial Real Estate Leases, Mark A. Senn ed., *Aspen Publishers* 3d ed. 2012

NEWS & EVENTS

- 1 June 2023, K&L Gates Receives Firm, Individual Rankings in 2023 *Chambers USA* Guide
- 18 August 2022, More Than 350 K&L Gates Lawyers Named Among 2023 Best Lawyers in America, Ones to Watch
- 1 June 2022, K&L Gates Receives Firm, Individual Rankings in 2022 *Chambers USA* Guide
- 19 August 2021, Nearly 300 K&L Gates Lawyers Named Among 2022 Best Lawyers in America, Ones to Watch
- 25 May 2021, K&L Gates Real Estate Practice, Lawyers Named Among Leaders in 2021 Chambers USA Guide
- August 2020, K&L Gates Lawyers Provide Insights on Impact of COVID-19 Across Various Industries
- 23 April 2020, K&L Gates, Lawyers Recognized in 2020 Chambers USA Guide
- 24 October 2019, K&L Gates Advises Global Infrastructure Partners on Paine Field Passenger Terminal Investment

MEDIA MENTIONS

- Quote, “Seattle office building managers prepare for workers return, new safety measures,” *Puget Sound Business Journal* (August 2020)

AREAS OF FOCUS

- Real Estate
- Real Estate Finance
- Restructuring and Insolvency

INDUSTRIES

- Agribusiness
- Consumer Products

REPRESENTATIVE EXPERIENCE

- Representation of investment and pension funds, as landlords and national tenants in negotiations and preparation of more than 400 leases for office, industrial, and retail premises.
- Representation of client in \$105,500,000 sale and leaseback of corporate campus.
- Representation of software and gaming companies as tenants in multiple lease negotiations for premises in excess of 200,000 rsf.
- Representation of public entities including school districts, port districts and transit agencies in property acquisitions/dispositions, easement negotiations and condemnation matters.
- Representation of lender in purchase of multi-state commercial loan portfolio.
- Representation of a technology company in a \$200 million acquisition of a data center leasehold estate.
- Representation of an owner of a historic arts theatre in Seattle, WA in the commercial condominiumization of the building, the restructuring of financing, and in lease negotiations with a prospective tenant.
- Representation of a Seattle-based multifamily developer in construction financing for projects totaling over \$200 million.
- Representation of seller of luxury branded hotel in Seattle, WA and associated parking garage.
- Representation of life insurance company in financing of multi-state property portfolio.
- Representation of client in the purchase and leasing of warehouse and distribution facilities throughout Washington state.
- Representation of an owner of 210 leased retail properties located in 40 states, in numerous leasing, easement and construction issues.
- Representation of public pension fund in \$580 million investment in redevelopment of ground lease parcel in downtown Seattle into 58 story, 700,000 sf mixed use tower.

Regulatory Work

- Representation of a public corporation regarding regulatory compliance requirements applicable to its food distribution facilities.
- Advised client on retail sale of automotive products in multiple states.
- Advised client on nutritional disclosure requirements for restaurants.
- Representation of public company regarding operational permits and regulatory issues relating to transportation and retail sale of food products.