



## Heather Adivari Horowitz

### Partner

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### OVERVIEW

Heather Horowitz is a partner at the firm's New York office where she is a member of the real estate practice group. Heather specializes in real estate finance, including representing investment banks, private equity funds and other institutional lenders in the acquisition, origination, disposition and restructuring of mortgage and mezzanine construction, bridge, balance sheet and securitized loans secured by various asset classes throughout North America.

### PROFESSIONAL BACKGROUND

Prior to joining the firm Heather served as counsel at an international law firm where she gained extensive experience representing institutional clients in financing transactions, including senior and mezzanine lending, construction lending and preferred equity arrangements. Heather's clients have included private equity funds, foreign and domestic banks, investment banks and other institutional investors. Additionally, Heather has significant experience advising lenders and investors in connection with the financing and refinancing of loan facilities secured by hospitality and lodging portfolios.

### PROFESSIONAL / CIVIC ACTIVITIES

- New York State Bar Association - Real Property Law Section
- American Bar Association, Section of Real Property, Trust & Estate Law

### EDUCATION

- J.D., Cornell Law School, 2000 (*cum laude*, *Managing Editor, Journal of Law and Public Policy*)
- B.A., Cornell University, 1997

### ADMISSIONS

- Bar of New Jersey

- Bar of New York

### THOUGHT LEADERSHIP POWERED BY HUB

- 24 August 2020, COVID-19: Real Estate - The Revival of the New York Pied-À-Terre Tax (*Alerts/Updates*)
- 16 July 2020, COVID-19: Tips for Prenegotiation Letter Agreements in Loan Workouts (*Alerts/Updates*)

### OTHER PUBLICATIONS

- Tips For Prenegotiation Letter Agreements In Loan Workouts, *Law360*, 19 June 2020
- Hotel Sector Trends in 2016 and Beyond: Value and Risk Drivers, written with Yasaman Givi, published in *CRE Finance World*, 23 June, 2016

### NEWS & EVENTS

- August 2020, K&L Gates Lawyers Provide Insights on Impact of COVID-19 Across Various Industries (*Media Mention*)
- 24 February 2020, K&L Gates Names 41 New Partners Across Global Platform (*Press Release*)

### AREAS OF FOCUS

- Real Estate
- Construction and Infrastructure
- Debt Capital Markets
- Distressed Real Estate
- Real Estate Finance

### INDUSTRIES

- Consumer Products
- Resort, Hospitality, and Leisure

### REPRESENTATIVE EXPERIENCE

- Represented a major national bank in connection with the \$225M refinance of the New York Palace hotel. The project included ground lease and REIT structure issues.

- Represented an international pension plan in connection with a \$75M upsizing and restructuring of an existing facility secured by retail and entertainment complexes in the United States and Canada.
- Represented an investment bank in connection with a \$60M portfolio loan to be secured by three office buildings and three parking garages located in Los Angeles, California.
- Represented an investment bank originating a \$60M mezzanine loan to be secured by a pledge of membership interests in the owner of a hotel and convention center space located in New Orleans, Louisiana.
- Represented an international investment bank in connection with the origination of a \$62.5M financing secured by a ground leasehold interest within the Stanford Research Park in Palo Alto, California.
- Represented a major investment bank originating a construction loan for an office building located in Palo Alto, California.
- Represented an international investment bank in connection with the origination of a \$150M unsecured credit facility to a real estate investment fund.
- Represented a German investment bank in connection with a \$90M financing of a Hyatt Regency property located in Phoenix, and the financing of a two hotel portfolio with properties located in Nashville, Tennessee and Princeton, New Jersey.
- Represented an international investment bank in connection with the \$150M financing of the Atlanta Financial Center
- Represented an international investment bank in connection with the origination of a \$75M financing secured by a bespoke resort property located within the Golden Gate National Recreation Area. Transaction included exposure to unique issues as the property involved a ground lease with the National Park Service.
- Represented an international investment bank in connection with the origination and securitization of a \$650M financing secured by a three building Tech Campus in Sunnyvale, California. Transaction included a senior and mezzanine component and significant leasing issues.
- Represented an international investment bank in connection with a \$38M financing of a residential property in Portland, Oregon.