

# LYNN P. CONSENTINO

WPG – Columbus, OH (remote)

2022-2025

*US Private Retail REIT*

**Associate General Counsel, Vice President – Legal Transactional Group** (2022-Present)

**Legal Leasing Attorney** (2022)

- Manage a collaborative and high-performance team of attorneys/paralegals and handle fast-paced enclosed and open-air shopping center dispositions & acquisitions; support and advise diverse group of internal business clients.
- Lead financings and refinancings, CMBS, SASB and balance-sheet lender negotiations, PACE/TIF & tax-incentive financings, treasury interactions (including DACA negotiations), subdivisions, REA & CCR, title, easement, option, condemnation, receivership, foreclosure, environmental, NDA, brokerage and vendor matters.
  - Oversee form creation and updating (keeping with market trends), entity management and dissolutions, JV relationships, legal requests, new process and reporting implementation for efficiency.
  - Manage Legal's interaction with Investment, Asset & Property Management Development, CAD and Construction teams.
  - Assist CFO with loan reviews, quarterly/annual certifications and other finance and tax issues.
- Quarterback outside counsel relationships, workload, work product, costs and concerns.
- Collaborate with legal leasing, litigation and other internal teams. Partner with key stakeholders/executives on critical/highly confidential issues and provide strategic business-oriented legal advice; 2<sup>nd</sup> Chair to GC throughout company.
- Liaise with tax and insurance consultants.
- Craft proactive legal strategies to prevent issues and align with broader business goals.
- Train and mentor junior attorneys, legal staff and analysts; educate the business on important legal and commercial matters.

**DELBELLO DONNELLAN WEINGARTEN WISE & WIEDERKEHR, LLP** – White Plains, NY

2021-2022

*NY-Based Law Firm*

**Partner, Real Estate, Finance, Asset-Based Lending**

- Advised on Financing transactions (lender & borrower) and ground-lease financing.
- Served as lead attorney with local lenders for RE and asset-based lending transactions (including healthcare, HUD, regional mall/other retail, industrial, office, loans); rendered legal opinions.
- Handled dispositions & acquisitions (including assemblages), sale-leasebacks, JV's, AIA, management & service agreements.
- Worked on industrial, office, retail, restaurant, garage and hotel/hospitality leasing, subleasing and ground leasing (landlord & tenant), solar and telecommunications leasing (tenant & landlord) and financing.
- Supervised and educated newer attorneys and staff and updated forms and protocols.

**SANDERS EQUITIES LLC** – Greenwich, CT

2018-2020

*Family Office owning Industrial, Office, Retail, Mixed-Use in Tri-State Area*

**General Counsel/Vice President**

- Restructured portfolio after major family estate settlement; strategized with tax/trust & estate attorneys/advisors on organization of entities and corporate blueprint for next generations.
- Handled leasing, revising master lease and all forms, property management, environmental, CC&R's, construction, asset management, acquisitions, financing, title, zoning and regulations, tenant relations and communications, evictions, general litigation including adverse possession claims, brokerage agreements and relations, and IDA financing.
- Managed outside counsel.
- Overhauled entire portfolio's insurance program with significant savings to Family.

**LYNN P. CONSENTINO, ATTORNEY AT LAW PLLC** – New York, NY

2009-2018

*U.S. Commercial Real Estate Law Firm*

**Principal/Sole Managing Partner**

- Managed and closed transactions including lending work for multi-property and multi-state loans and equity transactions (lender & borrower), acquisitions & dispositions, restructurings, joint ventures, sale/leasebacks, entity formation and dissolution, family office transition and succession issues, complex commercial leasing (landlord & tenant) for all major property types.
- Served as "virtual" in-house leasing counsel for select clients and GC for specialty finance lender. Drafted all forms, formulated due diligence protocol, advised on legal and financial underwriting, negotiated with borrowers' counsel, and oversaw draws. Rigorously supervised local counsel. GC for clean-energy start-up focused on renewable natural gas.

**XANDER CAPITAL** – New York, NY

2009-2018

*U.S. Real Estate Advisory Firm*

**Sole Principal**

- Raised capital for and advised on acquisition/disposition, financing/refi of retail, office, MF, industrial, hotel, condo, land and senior living assets.

**SENTINEL REAL ESTATE CORPORATION** – New York, NY

2007-2009

*U.S. Independent Real Estate (Primarily Multifamily) Investment Advisory Firm*

**Director of Marketing & Investor Relations/ Senior Vice President**

- Managed fundraising process from institutional and family office investors.
- Prepared marketing materials, PPM's and investor presentations.
- Overhauled capital raising process, selected and implemented CRM for 1st time in company history.
- Supervised marketing executives and developed new investor base.

**NEW STREAM CAPITAL** – Ridgefield, CT & New York, NY

2005-2007

*U.S. Hedge Fund & Specialty Finance Company*

**Real Estate/Managing Director: Bridge Loan Lender & Director of Business Development**

- Originated and closed opportunistic bridge loans, focusing on development loans for traditional property types and esoteric collateral (e.g., ski and other resorts, land, farm, water, art).
- Established underwriting guidelines and processes and execution strategies.
- Managed analysts and prepared marketing, presentation and underwriting materials.

**DUANE MORRIS LLP** – New York, NY

2000-2005

**Special Counsel, Real Estate**

- Advised on acquisitions, dispositions, leasing (all major property types and telecommunications)(landlord & tenant), financings (traditional bank, complex lending & equity structures for PE investors), workouts, joint ventures and due diligence.

**SHEARMAN & STERLING** – New York, NY

1997-2000

*International Law Firm*

**Real Estate Attorney**

**UNITED STATE DISTRICT COURT SOUTHERN DISTRICT OF NEW YORK** – New York, NY

1995-1996

**Law Clerk to the Honorable Robert J. Ward**

**EDUCATION**

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**YALE LAW SCHOOL**, New Haven, CT

**J.D.**

- Editor, *Yale Law Journal*, Admissions Committee; Barrister's Union Board Member

**PRINCETON UNIVERSITY**, Princeton, NJ

**A.B. with high honors - Politics, with certificate in American Studies**

- Intern for U.S. Senator Bill Bradley; Intern for U.S. Rep. Dante Fascell; Intern for Mayor Xavier Suarez of City of Miami; Track

**ADDITIONAL INFORMATION**

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- *Qualifications:*
  - o NYS Unified Court System Certified Mediator (part 146); Florida Supreme Court Certified Circuit and County Mediator
  - o Licensed Real Estate Broker – State of New York
- *Language:* Fluent in Spanish
- *Board Membership/Public Service:*
  - o Board Member: Dawn's House of Hope, First Not-for-Profit, Women's Sober House in Danbury CT – 2018-Present
  - o Catechist, Roman Catholic Church, 2007-Present
- *Bar Admissions:* State of New York; United States District Court for the Southern & Eastern Districts of New York
- *Skills:* MS Office 365, WorkVivo, DMS, Adobe, Salesforce, Box, Excel, NetDocs, Remaap