



Nurturing client relationships inspires and motivates my work—I love solving problems and helping create successful real estate projects.

Britt Marie Ericson

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PRACTICE

Leasing and Real Estate

EDUCATION

- University of Virginia School of Law, J.D., 1998; Dillard Fellow, 1996-1997 and 1997-1998
- Princeton University, B.A., English Literature, 1994

EXPERIENCE

Leasing

Retail, Office, Warehouse and Commercial Leasing I have drafted and negotiated hundreds of leases in regional malls, strip centers, outlet malls, stand-alone locations, downtown streetscapes, warehouses, and office buildings for national and regional retail clients such as:

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|-------------------------|--------------------------|
| adidas America | La Perla |
| Advance Auto Parts | LOFT |
| Anchor Blue | Starbucks Coffee Company |
| Ann Taylor | T-Mobile |
| Baja Fresh | Tilly's |
| Diesel USA, Inc. | Yoga Works |
| Eastern Mountain Sports | Zales |
| giggle | |

I have also drafted and negotiated related documentation such as letters of intent, assignments, subleases, amendments to leases, and lease buy-out agreements. My experience further includes drafting and negotiating license agreements, storage leases, and specialty agreements on behalf of tenants, and, occasionally, landlords, as well as drafting, negotiating, and conducting due diligence with respect to ground leases.

Operations I advise retailers on a variety of operation and construction matters, including issues related to operating covenants, alteration rights, remedies for interference with operations, and construction delays. I have also provided dispute resolution assistance on various leasing matters and guidance on estoppel certificates and subordination, nondisturbance and attornment agreements.

Mergers/Acquisitions I counsel retailers and other commercial tenants on leasing issues in connection with mergers and acquisitions, including reviewing transfer provisions and analyzing other relevant lease provisions. I also draft and negotiate related documentation such as lease assignments in connection with mergers and acquisitions.

Real Estate

I have drafted and negotiated offer letters and real estate purchase and sale agreements for both commercial and residential transactions, including options to purchase and to lease real estate. My real estate experience also includes drafting, negotiating, and preparing closing documents and coordinating all closing details for purchase and sale transactions, as well as assisting clients with title insurance policies and endorsements, ALTA surveys, and related due diligence. I have also researched and provided counsel on various aspects of real estate law.

ARTICLES

- Chutes & Ladders – Tenant Tips for Successfully Moving In and Moving On in Changing Times (2010)
- Getting a Leading Edge with LEED (2008)
- Don't Let the Door Hit You on the Way Out – Tips for Negotiating Tenant Exit Strategies in Retail Leases (2007)
- Extending a Retail Space Outside – Various Outdoor Seating Considerations for Tenants (2006)
- How Might Retailers be Affected by the Anti-Terrorism Legislation? (2004)
- Doing Business on Tribal Land (2004)
- The Muddle About Mold (2003)
- A Primer for Tenants: Asbestos in Commercial Construction (2002)

MEMBERSHIPS

- International Council of Shopping Centers
- Washington Retail Association
- Washington State Bar Association

COMMUNITY INVOLVEMENT

- Artist Trust, Board Member, 2008-2011
- Pacific Northwest Ballet Gala Planning Committee, 2004
- Corporate Council for the Arts (Arts Board Leadership Training Program), 2000-2001
- ArtsFund Associate, 1999-2000