



**James H. Lovell**

*I work with national and regional clients on real estate and general business matters, including leasing, development and rolling out new concepts.*

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#### **PRACTICE**

My practice includes all areas of advice to real estate and retail clients, with emphasis on retail leasing, acquisitions, dealing with mall landlords and tenancy issues in malls, development of ground up properties, and establishing and managing an efficient retail development system.

#### **EDUCATION**

- New York University Law School, J.D., 1982, Chairperson of moot court board
- Yale University, B.A., 1977

#### **LEGAL PRACTICE**

I have a general real estate and business practice, with emphasis on retail leasing, development and dispute resolution related to real estate.

Much of my current work focuses on representing retail chains, including the following:

#### **Representative Retail Clients**

adidas  
 Little Caesars  
 My Fit Foods  
 Pinkberry  
 Planet Fitness  
 Potbelly Sandwich Works  
 Starbucks Coffee Company

#### **CORPORATE EXPERIENCE**

I worked for Starbucks Coffee Company for thirteen years, beginning in 1993 as a leasing attorney. I was promoted within the legal department and eventually was asked to join the business department at Starbucks. Over eight years, I played a variety of roles, ranging from the development of high profile multi-store relationships to leading the mall development program to leading teams in negotiations and development of licensed stores.

**Retail Roll-Out** I have led or contributed to Starbucks programs that allowed a company to expand from a “standing start” to rapidly accelerating growth. I have established or led such programs for street-front leasing, mall leasing, alliance development, and franchise networks.

**Training** I frequently provide training in any area related to store development processes, including lease negotiation, franchising and licensing regulations and development, sales and deal negotiation, site selection, and proforma analysis.

#### **LAW FIRM EXPERIENCE**

In joining Opus Law Group, I have returned to my original profession, practicing law. My practice now involves regular representations of retailers, restaurant operators, and others in leasing and purchasing real estate. My clients range from multi-national companies to national chains to individual business owners. While my primary focus is real estate, I have also assisted clients in financing transactions, due diligence investigations, and construction contracts.

My earlier experience included a federal clerkship, following by practice at private law firms in Seattle. During that time I developed a general transactional real estate practice, while also handling construction arbitrations and general business matters for several outside clients.

My first ten years of practice included all aspects of real estate law, ranging from complex development and lending transactions to sophisticated ground leases, space leases, and condominium arrangements. I also handled litigation with a real estate connection, ranging from multi-state litigation for a savings and loan company to local arbitrations, foreclosures and boundary disputes.

#### **Representative Transactions (recent)**

- Represented multi-national client in ground lease of facilities including over 2,000,000 square feet
- Negotiated hundreds of retail leases
- Assisted several retailers in developing forms for national rollout of new stores
- Negotiated corporate headquarters leases in California and Manhattan
- Negotiated acquisitions and divestitures of warehousing and other industrial facilities
- Represented high net worth individuals in acquisition and development of residences

#### **MEMBERSHIPS**

- Washington State Bar Association
- International Council of Shopping Centers

#### **COMMUNITY INVOLVEMENT**

- Seattle Symphony Chorale, Member
- Bellwether Housing, Board Member, past-President