

# Selected Real Estate Projects

Prepared for Keystone Property  
Group

October 2016



KEEVICAN WEISS  
BAUERLE & HIRSCH LLC



# Development



## **Cranberry Woods Master Planned Development**

10 building Class A office park at PA Turnpike and I-79 done for Trammell Crow Company and Mine Safety Appliances (NYSE: MSA).

- Land development plan
- PennDOT/Turnpike Authority negotiations
- Resolved state/local sewer/water conflict that stalled other developments but not CW
- Construction and permanent financing of buildings
- Lease up of buildings, including special installations for tenants with high-level security requirements



## **Consol Energy Headquarters (NYSE: CNX), Washington County, Pa.**

- Developer representation in \$90 million build to suit project
- Land acquisition, construction, leasing to tenant, construction and permanent financing
- Favorable resolution for client of controversies with parties holding debt on project

# Development



## **Riverparc Development, CBD Pittsburgh \$150 million eight city block development in Pittsburgh's Cultural District**

- Developer representation
- Land acquisition and project planning
- Master agreement negotiation
- Public financial support negotiations
- Identify other aspects of representation



## **Dick's Sporting Goods (NYSE: DKS): Corporate HQ, Pittsburgh Airport**

- Developer representation
- 800,000 sf project plus hangar for corporate aircraft, \$155 million
- Ground lease from Allegheny County Airport Authority; sublease with purchase options to Dick's
- Construction and permanent financing
- Buyout and retenanting of Dick's previous headquarters facility

# Development



## 1200 Reedsdale Street, Pittsburgh

- Developer representation
- Mixed use redevelopment 5 building former mfg and distribution operation
- Eminent domain issues pertaining to construction of adjacent North Shore Expwy
- Vacation and relocation of city streets to create secure parking facility
- Repurposing of loading dock side of building as glass-enclosed entrance with 4 story atrium



## 5/3 Bank Center, Charleston, WV

- Developer representation
- Acquisition and demolition of hotel in CBD; construct 4 story office bldg and parking deck
- Construction and permanent financing
- Mixed use occupancy: bank (floors 1-2); law firm (floors 3-4) and storefront retail (balance of 1st floor)
- Bank's local h.q. includes drive-thru, vault and other bank-specific occupancy requirements

# Development



## TriState Capital (NYSE: TSC)

- Corporate counsel, incl. RE matters
- Office lease representation of company, NYC, NJ, Phila, Pit, Cleve.
- Bank-specific requirements including backup locations, telecommunications, physical security
- IPO and post-IPO SEC representation



## Pittsburgh Steelers

- 1031 exchange to enable construction of practice field for Steelers
- Other parties were Penndot, Allegheny County and Stadium Authority of Pittsburgh
- Also represented Steelers' ownership in multiple commercial and residential real estate projects undertaken for investment purposes

# Development



## **GSK/FedEx Complex, Pittsburgh Airport**

- Developer representation to create regional hqs for these two companies on adjacent sites
- GSK: 192,000 sf on 20 acres; FedEx: 250,000 sf on 35 acres.
- Land acquisition required relocating cemetery and accommodating special needs of family owners



## **Thermo Fisher Scientific Regional HQ**

- 300,000 sf HQ for Dick's Sporting Goods; we represented Dick's in that project
- When Dick's expanded to HQ on p. 3, we subleased project to ThermoFisher for its regional HQ

# Development



## Washington Wild Things Baseball

- Minor league baseball team
- Development of baseball park and purchase of it from Washington County by team's ownership



## Pittsburgh Power Arena Football

- All legal aspects of team's organization, including particularly leasing of PPG Paints Arena (formerly Consol)

# Office Leasing: Landlord Rep

- Hewlett Packard
- Danielli (Italian industrial company)
- Agilent (HP spinoff)
- Bluegreen Corp.
- Owners of Neville Island development
- Harbison Walker Refractories
- Mine Safety Appliances
- Trammell Crow Co.
- Foster Plaza



# Office Leasing: Tenant Rep

- Accounting firms
  - KPMG
  - Arthur Andersen
- Law firms
  - Zimmer Kunz
  - Robinson & McElwee
- Industrial
  - Eastern Assoc. Coal
  - MK Rail Corp.
  - Heyl Patterson Co.
  - Acutronic
- Banking
  - TriState Capital
  - Numerous community banks
- Consumer
  - Clark Candy
  - Atlantic Baking (now Bakery Square/Google)
- Other
  - Allegheny County Bar Association
  - New York Restaurant School

# Retail Development



- Dick's Sporting Goods, >70 stores
- 20-50 stores each
  - Wendy's
  - Pizza Hut
  - Qdoba
  - Brusters
  - King's Family Restaurants
  - Red River Barbecue

# Financing

- Construction or permanent financing, or both, on all projects identified above under “Development” title except bond issue-financed sports arenas
- Lender representation in hundreds of bank and insurance company loans
- Private equity experience since 1978

# Restructuring



## Charles Pointe Development, Bridgeport, WV

- 1,500 acre mixed use development
- Restructured debt to prevent foreclosure during crisis of 2008-10



## Union Trust Building

- Defeated tenant Siemens' effort to terminate its lease via litigation
- Bankruptcy sale and restructuring of historic CBD property
- Currently undergoing \$50 million renovation and upgrade

# Restructuring



## Marbella

- Identified opportunity to purchase LaSalle Bank (now BofA) \$40 million mortgage for \$5 million
- Introduced opportunity to real estate client, purchased debt, foreclosed mortgage, turned project around
- Client will clear \$25 million on \$5 million investment within 5 years

# What Makes Us Different

- Renaissance Partners
  - Opportunity + Capital
  - Risk/return profile
  - General contractor-like deal leadership
- Local Knowledge
  - Few sites/projects in region we have not been part of during 40 year careers

# How Can We Help You?

## **Keevican Weiss Bauerle & Hirsch LLC**

Three Gateway Center  
401 Liberty Avenue, 3<sup>rd</sup> Floor  
Pittsburgh, PA 15222  
412-355 2600  
[www.kwbhlaw.com](http://www.kwbhlaw.com)

