



# Jeffrey A. Leonard

Co-Chair, Business Law Department

Philadelphia

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Jeff is the founder of Cozen O'Connor's Real Estate Practice, co-chair of the Business Law Department, and a member of the firm's board of directors and Management Committee.

Jeff has decades of experience handling sophisticated real estate transactions, including portfolio acquisitions and dispositions, ground lease transactions, multifamily acquisitions and financings, large-scale urban development projects, joint venture formation, private equity investments, loan workouts, and leasing. Jeff prides himself as being a deal maker who can facilitate practical solutions for complex real estate issues.

Jeff was the firm's first real estate attorney when he joined Cozen O'Connor. Since the Real Estate Practice's humble origin, Cozen O'Connor has built a preeminent real estate practice that today boasts more than 70 attorneys in offices across the country.

Currently, Jeff serves as chair/co-chair of the Business Law Department, a position he has held since 2012. Over the course of his tenure, the Business Law Department has doubled in headcount and revenue. Jeff has been instrumental in launching and expanding key transactional practices in Los Angeles, Minneapolis, Pittsburgh, District of Columbia, and Vancouver.

Jeff devotes particular attention to fostering Cozen O'Connor's collaborative and supportive firm culture. While understanding that the profession has evolved as a business, he believes that the performance metric that best reflects Cozen O'Connor's true success is its high partner retention rate.

Outside of the firm, Jeff is a board member of The Philadelphia Orchestra and Kimmel Center, Inc., which joined together in a unique partnership in 2021. The combined organization is designed to bring superlative performances and dynamic educational programs to the city's diverse audience. As part of his service, Jeff chairs the People & Culture Committee.

Jeff is a 1982 graduate of Lafayette College and is a 1985 graduate of Georgetown University Law Center, where he was a member of *The Tax Lawyer*. He has been ranked by *Chambers and Partners USA* each year since 2011.

## Experience

Represented a Philadelphia-based event planning company in its financing and purchase of an event venue in Philadelphia. The transaction drew on the experience of the firm's corporate and real estate attorneys.

Represented a private equity fund in a joint venture in connection with the acquisition of a 12 property office portfolio.

Represented *The Philadelphia Inquirer* in connection with the sale of its corporate headquarters.

Represented a lender in a construction loan transaction with a capital stock that includes new market credits and historic tax credits.

Represented a company in connection with the relocation of its corporate headquarters in Philadelphia.

## Practice Areas

- Real Estate Development
- Real Estate Finance
- Real Estate Leasing
- Private Equity

## Industry Sectors

- Real Estate & Construction

## Education

- Georgetown University Law Center, J.D., 1985
- Lafayette College, A.B., 1982

## Bar Admissions

- New Jersey
- New York
- Pennsylvania

## Affiliations

- American Bar Association
- International Council of Shopping Centers
- Pennsylvania Bar Association
- Philadelphia Bar Association

## Awards & Honors

- Chambers and Partners USA, 2011-2024  
*\* This award is conferred by Chambers and Partners. A description of the selection methodology can be found here. No aspect of this advertisement has been approved by the Supreme Court of New Jersey.*
- Pennsylvania Super Lawyer, 2004-2019  
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Represented the owner of a portfolio of multifamily properties in connection with the sale of 15 apartment complexes located primarily in Pennsylvania, and elsewhere on the East Coast, for a purchase price of approximately \$150 million.

Represented Patriot Equities, L.P. and their joint venture partner in a \$135 million portfolio acquisition, consisting of 15 office buildings, one of which was subject to a ground lease, in Colorado.

Represented real estate private equity fund in acquisition of two portfolios of warehouse assets located in Pennsylvania and Maryland.

Represented private equity fund in connection with a \$250 million loan secured by domestic and international telecommunication and infrastructure assets.