



# Kelly Shinn

## Member

## Philadelphia

kshinn@cozen.com | (215) 665-7220

Kelly is experienced in representing owners, buyers/sellers, tenants, and lenders in a wide variety of real estate transactions, including ground-up developments, sale-leasebacks, refinances and workouts, commercial and office leasing, and creation and operation of commercial condominiums and subcondominiums.

Kelly earned her J.D. from Temple University Beasley School of Law. She was vice president of the Business Law Society and a member of the Women's Law Caucus. She received her bachelor's degree from California Polytechnic State University.

## Experience

Represented a health care real estate investment and management company in its acquisition of 10 skilled nursing facilities in California and a simultaneous master lease of the facilities to a long-term care advisory and services organization. This transaction drew on the experience of the firm's corporate, real estate, and labor and employment attorneys.

Represented a key employee in his purchase of a mechanical contractor in the commercial and industrial markets from the estate of a deceased stockholder. This transaction drew on the experience of the firm's corporate and real estate attorneys.

Represented affiliates of Equus Capital Partners, Ltd. in the acquisition of a portfolio of industrial properties throughout the Southeast and Sun Belt in a transaction valued in excess of \$900 million. The portfolio consists of 75 properties, covering approximately 5.4 million sq. ft. total, located in South Florida, Houston, Dallas, the Baltimore-Washington Corridor, Richmond, Atlanta, and Greenville, S.C. This representation included assisting Equus with a senior mortgage loan and a mezzanine loan originated by affiliates of New York investment bank Morgan Stanley for an aggregate amount of \$646.9 million.

Represented Arden Real Estate Partners III, L.P. and certain of its affiliates in the recapitalization of its ten million sq. ft. industrial portfolio valued at over \$700 million, and in its programmatic joint venture with the U.S. arm of Arcapita Group, a Bahraini-based institutional investor. This complex transaction involved 22 assets in multiple states and followed an Ijari Shariah structure. The representation drew on the experience of the firm's real estate, corporate, and tax attorneys.

Represented affiliates of Equus Capital Partners, Ltd. in a multi-tiered transaction that included the sale of two portfolios of industrial assets totaling 88 properties throughout the Southeastern United States in a transaction with a value in excess of \$1 billion. As lead counsel our representation included negotiating, documenting, and closing the sale and purchase transactions establishing two new joint ventures with the real estate affiliates of the contract purchaser for the acquisition, ownership, and management of the portfolio, and negotiating the terms of and closing two single-asset CMBS loans originated by Goldman Sachs in the aggregate amount of \$686 million.

Represented the owners in the sale of more than 25 franchises in eastern Pennsylvania and New Jersey, and exclusive territorial rights, to a growing franchisee. The owners sold the business operations only, with the franchisee continuing to lease many of the restaurants from the sellers. This transaction

## Practice Areas

- Real Estate
- Real Estate Development
- Real Estate Leasing
- Real Estate Finance

## Industry Sectors

- Real Estate & Construction

## Education

- Temple University—James E. Beasley School of Law, J.D., 2011
- California Polytechnic State University, B.A., 2006

## Bar Admissions

- New Jersey
- Pennsylvania

## Awards & Honors

- Chambers and Partners USA, Up and Coming, 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.*

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drew on the experience of the firm's corporate; tax; real estate; technology, privacy, and data security; franchising; and labor and employment attorneys.

Represented an operating partner in the sale, joint venture with an institutional investor, and financing of a portfolio of existing large-format industrial buildings and land for development of new, large-format industrial buildings, with an aggregate value prior to the development of more than \$100 million.

Represented a Philadelphia-based event planning company in its financing and purchase of an event venue in Philadelphia.

Represented a foreign-based multinational company in its acquisition of a California-based manufacturer of physical access solutions such as speed gates, turnstiles, and other admission devices. The transaction drew on the experience of the firm's corporate, tax, real estate, employee benefits and executive compensation, intellectual property, environmental, antitrust, and labor and employment attorneys.

Represented an insurance company and its wholly owned subsidiaries in a nine-figure sale of stock and related real estate.

Represented a physical therapy provider in a restructuring and financing involving multiple stakeholders and complex tax planning. The transaction drew upon the experience of the firm's corporate, tax, and real estate attorneys.

Represented a Philadelphia real estate development company in the multimillion-dollar redevelopment of a 55-acre industrial site in Southeastern Pennsylvania currently partially occupied as offices and retail outlets, including negotiating the site acquisition, tenant lease terminations and relocations, major tenant leases, project financing, and parcel out sales.

Represented the buyer in connection with the acquisition of an eight-building industrial portfolio, which included drafting and negotiating the purchase and sale agreement and conducting title and survey review.

Represented a media company in connection with the sale of television station assets to one of the largest television station owners in the United States.

Represented the joint venture partnership engaged in the \$1 billion redevelopment of East Market, a 4.3-acre full block site located in the Market East section of Philadelphia, into a mixed-use project consisting of retail, hotel, office, multifamily rental apartment, and specialty use facilities, including ground lease and condominium structures and the negotiation of development and financing arrangements.

Closed a joint venture transaction on behalf of the General Electric Pension Trust for the development of a residential complex in Pompano Beach, Fla.

Represented a private equity fund in the \$44.25 million acquisition of the 100/200 Four Falls office building in Conshohocken, Pa. The seller was an affiliate of LNR Partners and financing was provided by Starwood Mortgage Trust. This acquisition was notable as it closed out the fund as the fund's sixth and final investment. Cozen O'Connor represented the fund in all six investments.

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

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