



■ Effective Allies

Navigate disruption and complexity.

Effective allies know how to guide you wisely through your most critical challenges and opportunities.

What our Real Estate clients tell us

Certain clients want a single law firm, a strategic partner that can assist in everything it takes to navigate new territory, from project inception to completion. Third-generation family business Pineloch Management is one of them. Akerman has been an ally for decades, especially as they made their transition from being among the largest citrus growers and processors to concentrating on commercial real estate and land development. We continuously work together to define and defuse any pressure points and analyze an evolving mix of challenges and opportunities.

Our relationships

Smart lawyering aside, the ability to align with clients at a core level is important

to the success of our relationships, many of which are long running.

This means keeping their big picture in mind, including the implications of choices and how and where we can help a company create a better competitive advantage; unearth opportunities; capture growth. It's a quality clients like Pineloch Management and others say is critical; that makes our alliances more productive, more empowering.

For a range of real estate clients, including foreign investors, our attractiveness as a go-to law firm also stems from a proven ability to deal practically and efficiently, on all levels, across many layers of issues—especially on large and complex projects. Many seasoned

developers can take their projects 80% of the way to the finish line but need the right outside lawyering to cover the last 20%, to put the key pieces of a complicated puzzle together—smoothly, swiftly, and without surprises. ■

“Akerman’s exceptional insights, creativity, and experience in every critical area absolutely make them a go-to resource for us.”

Craig Robins, Dacra Development

REPRESENTING DACRA DEVELOPMENT,

a multidimensional international enterprise that began as a local real estate company focused on historical preservation of one neighborhood. A bellwether project Akerman shepherded for Dacra and its joint venture partner, an affiliate of luxury brand group LVMH, is a \$312-million redevelopment of the Miami Design District, a project that will redefine urban retail districts—a cornerstone of Miami’s remarkable urban revitalization.

REPRESENTING AWE TALISMAN COMPANIES,

a national retail developer, on many projects. Advised on joint ventures with a major REIT for the acquisition, development, and financing—through a \$140-million construction mortgage loan—of an upscale 525,000-square-foot outlet mall in Chicago and the acquisition, financing, and leasing of a 650,000-square-foot, upscale outlet mall in Niagara, New York, as well as all aspects of the transactions, from acquisition, leasing and construction contracts to equity formation and mortgage loan and mezzanine financing, for six other Talisman shopping centers in Georgia, Minnesota, and Nevada.

REPRESENTING FEDEX GROUND, whose 70,000+ workers handle more than 4 million packages a day throughout the U.S. and Canada. Acted on securing a multimillion-dollar incentives package for a state-of-the-art FedEx Ground hub in Ocala, Florida. Handled many pivotal parts, from due diligence on the site to purchase and sale agreements. A successful outcome—and a prime example of smart public and private partnering—between local government and the owner/developer of the site.



Left: Cecelia Bonifay (Akerman Real Estate Practice Group);
Right: Jim Caruso (Pineloch Management)

“You have to be able to jump into a project at any stage and make things happen without delay and without alienating crucial players like state and local governments. To weave it all together.”

Cecelia Bonifay, Akerman

“We have a strategic partnership with Akerman; we draw on their wide knowledge and expertise to manage and grow our interests. We’ve stayed with them for this reason and because we built our business on relationships with people we feel good about.”

Jim Caruso, Pineloch Management



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