

# Lori Pittman Haas

Partner | Group Leader, Real Estate



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## Practices/Industries

- Leasing
- Acquisition & Dispositions
- Tax Advantaged Investments

## Education

Youngstown State University  
(B.S.B.A., 1997)  
University of Akron School of Law  
(J.D., 2004)



## Overview

Lori represents buyers and sellers in the acquisition, disposition, and development of commercial property, including convenience stores with fuel facilities, retail centers, office buildings, warehouse facilities, and mixed use developments. She also represents commercial property owners and tenants in eminent domain cases in Ohio. In addition, Lori represents commercial property owners in the financing of development projects utilizing Historic Tax Credits, New Markets Tax Credits, construction financing, and conventional financing as well as representing landlords and tenants in leasing matters. Her practice encompasses the resolution of complex real estate issues. Lori is recognized by *Chambers USA: America's Leading Lawyers for Business* and is named to the Ohio Super Lawyers list and *The Best Lawyers in America*®.

Prior to attending law school, Lori was the Real Estate Manager (reporting directly to the Vice President) for a convenience store chain with approximately 1,000 stores located throughout seven Midwestern states. In her role as Real Estate Manager, she managed the real estate portfolio, worked with the development team on new store development and subsequently played a key role in the company's Chapter 11 bankruptcy and sale under Section 363 of the U.S. Bankruptcy Code. Lori's clients find her business experience particularly useful when evaluating legal issues from a management and operational perspective.

## Experience

- Represents major convenience store retailer with several thousand stores throughout the U.S. in acquisition, disposition, leasing, liquor licensing, and landlord-tenant related matters.
- Represents commercial property owners and tenants in eminent domain cases in Ohio, including significant takings involving elimination of access, circuity of travel issues, and negotiation of settlements involving restoration or modification of access to public roads.
- Represents developers in the development of urban properties utilizing historic tax credits, New Markets Tax Credits (NMTC) and Low Income Housing Tax Credits (LIHTC), including several iconic multi-story buildings in downtown Cleveland.
- Represented buyer of two historic buildings in downtown Cleveland in the creation of commercial condominium units to facilitate NMTC financing.
- Represents commercial real estate developers in land acquisition and pre-leasing to secure financing for retail and mixed use developments.
- Extensive experience in representing tenants and landlords in the lease (and sublease) of retail, office, and warehouse spaces.
- Assisted property owner of several grocery stores in sale-leaseback transaction with REIT.
- Represented buyer of several nursing homes in Florida and Illinois.

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## Experience (Cont)

- Assists clients with liquor-related matters, including obtaining new permits, transfer of existing permits or obtaining permits for economic development purposes (TREX).
- Leasing counsel to a REIT's new lifestyle center developments in Ohio and Virginia.
- Represented major lifestyle center developer in retail tenant work out issues.
- Key due diligence role in NYSE-listed REIT's \$350 million acquisition of 36 department stores in Arizona, California, Nevada, and Texas.
- Real estate counsel to regional automotive service company, as debtor-in-possession, in the \$14 million sale of 80 stores under Section 363 of the United States Bankruptcy Code.

## Presentations

- "COVID-19 Collision Between Landlords and Tenants: Legal Theories and Compromise Strategies," Ulmer Webinar (May 2020)
- "Strategies for Reducing Real Estate Taxes: Has COVID-19 Changed Anything?" CREW Cleveland Webinar (May 2020)
- "The Terminal Tower Residences Panel Discussion," NAIOP Northern Ohio's Developing Leaders Group (June 2019)
- "Eminent Domain: This Land Was Your Land," Co-Presenter, Ulmer Webinar (May 2019)
- "The Year in Review: Case Law and Legislative Updates," 25th Annual Bradley J. Schaeffer Real Property Institute, Ohio State Bar Association (December 2017)
- "Current Developments", Real Estate Law Institute, Cleveland Metropolitan Bar Association (November 2017)
- "60 Minutes of Real Estate," Northeast Ohio Association of Corporate Counsel CLE Seminar (August 2017)
- "Advanced Topics in Commercial Real Estate: Don't Die Without Consent - Assignments and Subleases," Ohio State Bar Association Live CLE (August 2017)
- "Cleveland Multifamily Market Update: State of the Industry," Cleveland Commercial Real Estate Summit, Midwest Real Estate News (June 2017)
- "Assignments and Subleasing," Real Estate Law Institute - Cleveland Metropolitan Bar Association (November 2016)
- "Current Developments," Real Estate Law Institute, Cleveland Metropolitan Bar Association (November 2016)
- "Advanced Topics in Commercial Real Estate Law: Assignments and Subleases," Cleveland Metropolitan Bar Association CLE (August 2016)
- "Current Developments," Real Estate Law Institute, Cleveland Metropolitan Bar Association (November, 2015)
- "Leasing Space in Historic Buildings: Nuances & Challenges for Tenants," The National Retail Tenants Association, Expanding 2015 Knowledge-Educating to Improve Profitability (September 2015)
- "Sustainability & Accessibility Issues in Shopping Centers," The National Retail Tenants Association, Expanding 2015 Knowledge-Educating to Improve Profitability (September 2015)

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## Presentations (Cont)

- “Assignments and Subleases,” Advanced Topics in Commercial Real Estate, Ohio State Bar Association (August 2015)
- “Current Developments,” Real Estate Law Institute, Cleveland Metropolitan Bar Association (November 2014)
- “Real Estate Law: Leases and Contractual Issues,” Reach Out for Nonprofits, Cleveland Metropolitan Bar Association (October 2014)
- “Title III ADA Compliance,” National Retail Tenants Association's Annual Conference (September 2014)
- “Essentials of a Commercial Real Estate Transaction,” Panelist, Cleveland Metropolitan Bar Association's Real Estate Law Section Spring Seminar (June 2014)
- “Sale and Purchase of Commercial Real Estate,” Ohio State Bar Association (April 2014)
- “Current Developments,” Cleveland Metropolitan Bar Association's 35th Annual Real Estate Law Institute (November 2013)
- “Assignments and Subleases,” Ohio State Bar Association's program on Commercial Real Estate Law (August 2012; August 2013)
- “Commercial Leasing,” Ohio State Bar Association (June 2009)
- “Title Insurance and Survey Issues in Real Estate Loans,” Loan Documentation: Lessons Learned and What We Can Do Now in Ohio (November 2008)
- “Crucial Components of the Lease,” National Business Institute's program on Commercial Ground Lease Fundamentals (September 2008)
- “Assignments and Subleases,” Commercial Landlord Tenant Law, Ohio State Bar Association (June 2008)

## Publications

- “COVID-19 Recommendations for Real Estate,” Ulmer & Berne LLP *Client Alert* (March 2020)
- “PACE and TIF: Alternative Financing Tools for Urban Redevelopment,” *Properties Magazine* (April 2017)
- “Ground Leases & Downtown Redevelopment,” *Properties Magazine* (February 2017)
- “Facts and Fallacies About Title III of the Americans with Disabilities Act,” *National Retail Tenants Association Newsletter* (November 2014)

## Involvement

### Professional Affiliations

- Commercial Real Estate Women (CREW), Cleveland Chapter (*Member and Past President 2009*)
- American Bar Association (*Member Real Property, Probate and Trust Law Section*)
- Ohio State Bar Association
- Cleveland Metropolitan Bar Association (*Member Real Estate Section; Member, Planning Committee for Real Estate Law Institute 2008-Present; Co-Chair of Planning Committee for Real Estate Law Institute 2011-2012*)

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## Honors & Distinctions

- Ranked as one of Ohio's "Leaders in Their Field" in Real Estate by *Chambers USA: America's Leading Lawyers for Business* (2019; 2020)
- Named to *The Best Lawyers in America*, Real Estate Law (2012-2021)
- Named to the Ohio Super Lawyers list (2014-2020)
- Named to the Commercial Real Estate Hall of Fame by Midwest Real Estate News (2019)
- Named to the Ohio Super Lawyers Rising Stars list (2013)
- YWCA Woman of Professional Excellence Award (2013)
- Commercial Real Estate Women (CREW) Cleveland Member of the Year (Recipient, 2008)

## Admissions

- State of Ohio