

Jeffrey I. Horowitz *Shareholder*

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Overview

Jeff Horowitz counsels clients on business formation, governance, and operation, with a substantial emphasis on a wide variety of real estate related transactions.

Jeff's clients are primarily engaged in the real estate, medical, hospitality, food service, and entertainment industries. They rely on his counsel for matters relating to risk management, project management, asset protection, and contract formation and interpretation. His clients are principally comprised of privately-held and family-owned businesses from all parts of the world with holdings and interests throughout Texas and the United States.

Known for his knowledge in the corporate and real estate fields, Jeff is privileged to have the recognition of his peers. He has been continuously recognized by his peers as a Texas Super Lawyer each year since 2005, and was selected for inclusion in the list of National Corporate Counsel Super Lawyers in 2009 and 2010 by Thomson Reuters. Recently, Jeff was selected by his peers for inclusion in The Best Lawyers in America 2016-2019 (Woodward White, Inc.) in the field of real estate law, and H Texas Magazine named him one of Houston's Top Lawyers in the areas of Corporate and Real Estate in 2017.

Jeff served his community as a board member and officer of the West University Place Planning and Zoning Commission, and with other private and non-profit organizations.

He is board certified in commercial real estate law and residential real estate law by the Texas Board of Legal Specialization.

Representative Experience

Education

J.D., University of Texas

B.A., cum laude, Vanderbilt University

Practice Areas

Corporate, Business Transactions and Tax

Real Estate

Admissions

Texas

Real Estate

Jeff Horowitz has represented parties to complex real estate transactions for almost 30 years. He has acted as lead counsel representing buyers, sellers, landlords and tenants in connection with all types of properties in a number of different jurisdictions. Key projects include:

- Representing owner of a 10,000 acre working ranch on the Big Island of Hawaii in connection with co-ownership and easement issues
- Representing buyer in structuring and closing the simultaneous acquisition of 4 regional shopping malls in 4 states (1,300,000 square feet of retail space)
- Representing landlords across the country in connection with negotiation of leases and other agreements with retail operators, including Ross Dress for Less, Walmart, JC Penney, Dillard's, TJ Maxx, Petsmart, ULTA, Dollar Tree, Tractor Supply Co., Hobby Lobby, Dunham Sports, Applebee's, Krispy Kreme, Whataburger, Starbucks, Rack Room, Maurice's, Petsense, Cato, Fed Ex, and Walgreens
- Representing sellers/landlords and purchasers/tenants in connection with industrial and environmentally sensitive properties
- Representing tenants and subtenants in major Class A office building leases
- Representing investors and family offices in office, multi-family, hotel, and retail property investments
- Providing opinion letters as Texas counsel for over \$2 billion worth of CMBS, Fannie Mae, Freddie Mac and other real estate loans

Corporate, Business Transaction and Tax

Jeff also acts as general counsel to a number of closely held companies and family offices. He has created more than 200 limited liability companies, limited partnerships, corporations and other limited liability entities in Texas, Delaware, Arizona, and Florida, and been involved in the negotiation of many more. Key engagements include:

- Representing group acquiring trademark and franchisor rights of an existing 12 store chain, leading to commitments for approximately 100 stores in 2.5 years
- General counsel to Texas and Arizona fast food area developers and franchisees

- Structuring ownership of US assets for non-US citizens through onshore and offshore entities
- General counsel representation for hedge fund with over \$2 billion AUM
- General counsel representation of physicians and medical practice groups on issues of partnership, management, leasing, and employment
- Negotiation of enterprise software licenses and maintenance agreements for major energy provider

Certifications

Certifications:

- Board Certified, Real Estate – Commercial, Texas Board of Legal Specialization
- Board Certified, Real Estate – Residential, Texas Board of Legal Specialization

Editorships:

- Managing Editor, *Texas International Law Journal*, 1984-85

Recognitions

- Recognized, AV® Preeminent™ 5.0 out of 5 Peer Review Rated, Martindale-Hubbell® PEER REVIEW RATINGS™
- The Best Lawyers in America, Woodward White, Inc., Real Estate Law, 2016-2019
- Texas Super Lawyers, Thomson Reuters, 2005- 2018
- Boss of the Year, Houston Association of Legal Professionals, March 2018
- H Texas Magazine, Corporate and Real Estate, 2017
- National Corporate Counsel Super Lawyers, Thomson Reuters, 2009-2010

Speeches & Presentations

- *Squaring the Circle of Mistrust: Negotiating Through Triple Net Issues Workshop*, 2018 ICSC US Shopping Center Law Conference, Orlando, FL, October 27, 2018
- *Serving Up Common Area Maintenance Charges: Prix Fixe or A La Carte*, Co-speaker, 2017 ICSC US Shopping Center Law Conference, San Antonio, TX, October 25, 2017
- *Serving Up Common Area Maintenance Charges: Prix Fixe or A La Carte*, Crain Caton & James CLE Program, Houston, TX, October 2017
- *Purchase and Sale Agreement*, Houston Association of Legal Professionals, Houston, TX, March 18, 2017