



Partner

HEATHER M. DORN

Detroit

t: 248.354.0380

EDUCATION

University of Minnesota School of Law, J.D.,
1995

University of Michigan, B.A., with high
distinction, 1991

BAR ADMISSIONS

Michigan

Ohio

COURT ADMISSIONS

U.S. District Court

- Eastern District of Michigan

- Western District of Michigan

With 25+ years of experience, Heather Dorn leads the commercial real estate team.

Heather represents private investors, developers, property managers, business owners, REITs in commercial real estate matters, including complex due diligence review of target acquisitions, contract negotiations, purchase and disposition of government-leased and publicly-leased, multi-tenant commercial buildings, lease negotiations, easement and licensing agreements, land contracts, financing, zoning matters, Section 1031 tax-deferred exchanges, lot consolidations, and landlord-tenant work.

She has extensive experience in office, medical, multi-family, industrial, federal, state, telecommunications, and utility projects. Her work involves all facets of the acquisition, administration, and disposition process, including expressions of

PRACTICE AREAS

Alternative Dispute Resolution

Cannabis Law

Corporate

Litigation

Real Estate

interest, contract negotiations, lease negotiations, lease administration, and contract disputes.

Government transactions require a high level of knowledge as to the interplay of FAR Regulations and government leases, which Heather has acquired over the past decade. Due to her significant experience, she is considered an expert in the GSA and State agency field. Since 2009, she has assisted clients in acquiring over 120 government-leased properties. These transactions represent investments of over \$1.25 billion in government-leased projects, with tenants that include the Department of Defense, IRS, ICE, SSA, U.S. Border Control, FDA, FBI, Army, Marines, Department of Homeland Security, and State Lottery Headquarters.

Heather also represents nonprofits, assisting organizations with their formation and compliance matters, drafting and negotiating contracts, employment matters, lease agreements and third-party provider contracts.

She is also a member of our Cannabis law team.

PROFESSIONAL AFFILIATIONS

Member, State Bar of Michigan, Real Property Division

Member, State Bar of Michigan, Cannabis Section

Member, National Federal Development Association (NFDA)

Member, Past Board Member, Commercial Real Estate Women (CREW)

Volunteer, Deo Gratias Ministries and St. Andrew Catholic Church

Past Board Member, St. Thomas More Finance Council

EXPERIENCE

Representative Transactions include:

- Acquisition of a 189,875 SF building in Washington, D.C., which is leased to a variety of government tenants
- Represented purchasers in the acquisition of over 120 Class A commercial office buildings in over twenty states, including Arizona, California, Colorado, Florida, Georgia, Kentucky, Michigan, Missouri, North and South Carolinas, Ohio, Pennsylvania, Tennessee, Texas, Virginia and West Virginia.
- Represented a fund in the portfolio disposition of ten properties.
- Represented owners in multiple name change and novation processes with the GSA.
- Evaluated solar power leases, telecommunications equipments leases, and electrical leases.

- Involved in the acquisition and conversion of a REIT.
- Obtained real estate transfer tax exemptions for multiple commercial real estate properties.
- Negotiated the purchase of portfolio acquisition of a business park.
- Assisted owner in the acquisition of several buildings that house State Lottery Headquarters.
- Structured the joint venture agreement for the ownership and management of multi-family apartments and condominiums.
- Resolved a \$1.2 million contract dispute over rent in client's favor.