



## JEFFREY D. WARREN

Partner

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Jeff Warren is a partner at Burke, Warren, MacKay & Serritella, P.C. Jeff concentrates his practice at the firm on business transactions and commercial real estate. He represents a wide variety of privately held companies in their commercial transactions and provides counsel to them on organizational, governance, planning, and other strategic matters, including the unique issues arising from closely held or family ownership. Through his proactive and highly personal approach to his work, Jeff has forged close and long-standing relationships with many clients who rely on him as their trusted advisor and as their advocate in their dealings with investors, customers, suppliers, landlords, lenders, business partners, and employees.

Jeff's commercial real estate practice is national in scope, encompassing all phases of real estate and investment activity, including land acquisition, development, entitlements, financing, construction and construction management, leasing, property management, the formation of joint ventures between developers and institutional partners, and workouts of troubled projects.

Because a significant portion of his real estate practice is focused on shopping center development and redevelopment throughout the United States, Jeff has in-depth expertise in retail leasing as well as in negotiating governmental financial incentives for retail projects.

Jeff has handled numerous major leases for private and public companies in central business district and suburban office towers as well as warehouse and processing facility leases for general and special needs users.

### PRACTICES & INDUSTRIES

Closely Held and Family Businesses

Construction

Corporate

Real Estate

### ADMISSIONS

Illinois

Illinois Supreme Court

U.S. District Court for the Northern District of Illinois

U.S. Court of Appeals for the Seventh Circuit

U.S. Supreme Court

### EDUCATION

Carleton College (1964-5)

Northwestern University (B.A., 1968)

The University of Chicago Law School (J.D., 1972)



Jeff has acted as issuer's counsel in dozens of private placement securities offerings to assist clients in raising debt and equity capital for their businesses and for their real estate projects.

## Experience

- Represented a publicly held, regional bank in implementing its branch expansion program in Illinois and Northwest Indiana through the development of more than eighty bank branch locations in ground lease, space lease, build-to-suit, and land purchase transactions
- Represented a shopping center developer in acquiring, redeveloping, leasing, and managing more than forty community shopping centers comprising more than 7 million square feet of retail space throughout the Midwest and Mid-Atlantic states, including:
  - negotiation of a \$5 million tax increment financing (TIF) subsidy to support redevelopment of a 300,000 square foot supermarket-anchored center in southwest suburban Chicago
  - negotiation of a \$10 million combined TIF/Community Improvement District subsidy to support redevelopment of a 210,000 square foot supermarket-anchored center in Kansas City, Missouri
  - negotiation of a \$10 million combined TIF/Community Improvement District subsidy to support redevelopment of a 177,000 square foot supermarket-anchored center in Shawnee, Kansas
  - redevelopment of a 550,000 square foot supermarket-anchored center in Indianapolis, Indiana, which included negotiation of a land exchange to relocate a church that owned and occupied five acres in the middle of the shopping center
  - redevelopment of a 292,000 square foot supermarket-anchored center in Cicero, New York, supported by a \$5 million New York State Empire Zone subsidy
- Negotiated several joint venture agreements between developers and various investment funds for redevelopment of several shopping center portfolios
- Formulated and authored more than fifteen private placement securities offerings to raise debt and equity funding for numerous real estate projects throughout the United States
- Formulated and authored a private placement securities offering for units in a blind investment fund formed to accumulate an investment portfolio of Illinois farmland
- Represented a steel processor in negotiating build-to-suit leases for its Michigan (155,000 square foot) and Illinois (54,000 square foot) processing centers
- Represented a precision metal parts fabricator in negotiating an exclusive supply agreement with a German brake system manufacturer
- Represented a publicly held bank in the negotiation of its 154,000 square foot headquarters lease in a Chicago office tower
- Represented a technology company in the renegotiation of its 73,000 square foot headquarters lease in a Chicago office tower
- Represented a private trading firm in the negotiation of its 32,000 square foot headquarters lease in a Chicago office tower



- Represented a not-for-profit business consortium in negotiating an affiliation agreement with a major private university
- Represented an international manufacturer in negotiating various commercial cooking equipment supply agreements with national restaurant, supermarket, and warehouse club chains

### Honors & Awards

- AV Preeminent (5.0 out of 5) Peer Review Rating by Martindale-Hubbell since 1980
- Illinois Leading Lawyer since 2003
- Distinguished Service Award—Illinois Mortgage Bankers Association (Chairman of Legislative Committee for ten years)

### Professional/Community

- Strategic Partner, Chicago Family Business Council at DePaul University
- International Council of Shopping Centers, member
- Mortgage Bankers Association of America (Member, Legal Issues Committee and Regulatory Compliance Committee), member
- Keystone Alliance (Glenkirk Foundation), Trustee

### Insights

#### NEWS

Burke Warren a Proud Sponsor of 17th Annual Savills Landlord Challenge Charity Golf Event  
News, [August 5, 2022](#)

Burke Warren a Proud Sponsor of 16th Annual Savills Landlord Challenge Charity Golf Event  
News, [July 14, 2021](#)

Real Estate Group Hosts 2nd Annual Architecture Tour  
News, [August 28, 2016](#)

BWM&S Chicago Lawyers Softball League Champs Once Again!  
News, [July 31, 2016](#)

Firm Raises Bar For Investing In Justice Campaign  
News, [April 2016](#)

Firm's John Stephens and Jeff Warren at LAW Meeting in China  
News, [October 21, 2015](#)

Burke, Warren, MacKay & Serritella Goes International!  
News, [October 16, 2015](#)



Firm's Participation In Investing In Justice Campaign: Campaign Results Revealed  
News, [April 3, 2015](#)

Firm Bucks Industry Trend, Recognized in Chicago Law Bulletin  
News, [August 5, 2010](#)

Family Business Council April Event to Focus on Building a Legacy  
News, [March 26, 2010](#)

#### ALERTS

Careful Planning Can Help You Ensure that Your PPP Loan is Forgiven  
Alert, [April 11, 2020](#)

Burke Warren Remains Fully Committed to Client Service Through Remote Working Capabilities  
Alert, [March 18, 2020](#)

Illinois' Concealed Carry Act - The Impact on Businesses and Employers  
Alert, [March 13, 2014](#)

#### PUBLICATIONS

"S Corporations and the Second Class of Stock Rule"  
Publication, *Chicago Family Business Council of DePaul University*, [Fall 2012](#)