

Professional Biography



ALEXANDRA (ALEX) COLE | PARTNER

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Alex Cole focuses her real estate practice in the areas of real estate transactions and development, hospitality, international real estate, project finance and construction law. She is routinely involved in large real estate acquisitions (hotel, office and retail) and represents all the various parties in the construction and development process. Some of Alex's past projects include: Park Hyatt Australia, purchase and disposition of The Carlyle in a transaction including the sale of Rosewood Hotels and Resorts and four other hotels, Fairmont Hotel and Canadian Pacific Hotel merger, numerous buildings in Illinois Center, Chicago Mercantile Exchange, The Harold Washington Library, California Plaza in Los Angeles, McCormick Place Expansion and Hotel, Underwater World at Pier 39, Warsaw Financial Center, and the construction and renovation of numerous plants, industrial complexes, hotels, shopping centers and other commercial projects in the United States and Europe.

REPRESENTATIVE EXPERIENCE

REAL ESTATE

Sale of Optima Chicago Center

Represented Optima, Inc. in the sale to an affiliate of New York-based Edge Principal Advisors, LLC of Optima Chicago Center. Optima Chicago Center is a modern 42-floor residential apartment building in the Streeterville neighborhood of Chicago with unparalleled views of the City and the Lake, and steps away from the Magnificent Mile. Optima Chicago Center was designed and developed by Optima, Inc.

Sale of and Reinvestment in Optima Sonoran Village

Represented Optima, Inc. in a \$210,395,000 transaction involving the sale of Optima Sonoran Village to an affiliate of Principal Life Insurance Company, the reinvestment by Optima, Inc. in Optima Sonoran Village through a joint venture with an affiliate of Principal Life Insurance Company, and the development by Optima, Inc. on behalf of the joint venture of a multi-family residential project on the last remaining development parcel in Optima Sonoran Village.

Counsel to LifeStorage

Representation of LifeStorage since its inception through to its sale to major public storage REIT in acquisition and financing of self-storage real estate portfolios across the United States.

Counsel to Foreign Investors

Representation in acquisition, financing and restructuring of various mixed use, hotel and apartment projects.

Representation of Family Office

Representation of Family Office in various real estate investments in the U.S. and Great Britain including investment in programmatic developments, hotels, mezzanine financings, acquisitions and construction.

HOTELS & LEISURE

The Waldorf Astoria, Chicago, IL

Represented Geller Capital Partners, LLC in the acquisition and financing of the Waldorf Astoria, Chicago, including the restructure of the food and beverage outlets.

Conrad, Chicago, IL

Represented Geller Capital Partners LLC in the redevelopment of the Conrad Chicago, including the negotiation of the construction contracts for the renovations for repurposing the building.

Counsel to DiNapoli Capital Partners

Representation of this real estate fund in the development of standard equity entity documents and the closing of acquisitions, financings and dispositions in its portfolio of hotels, office buildings, apartments and senior housing facilities; including in 2017 the sale of the Hilton Garden Inn Kauai, San Jose Hilton, and Phoenix Hyatt and purchase of Hotel Triton.

Counsel to Broadreach Capital Partners

Representation of Broadreach Capital Partners' sponsored funds and \$700 million private REIT in acquisition and disposition of various hospitality assets and restructure of CMBS facility for major resort holding.

Lennox Capital Partners Counsel

Counsel to Lennox Capital Partners in the acquisition, finance and ground lease of Westin St. Louis, MO and refinance of Courtyard, St. Louis, MO.

Counsel to The Hotel Group

Counsel to The Hotel Group in dispositions of the DoubleTree South Bend IN, and Hilton Suites Bentwood, TN.

Fairmont Hotels

Acquisition of Fairmont Hotel Management Company and eight Fairmont Hotels for private equity funds. Merger of Fairmont Hotel Management Company with Canadian Pacific Hotels and Resorts to form Fairmont Hotels and Resorts.

Representation of Hotel Owners

Full service of representation of hotel and casino owners in development and ownership of hotels and consinos including structuring, financing and negotiation of all project agreements including hotel management agreements.

CONSTRUCTION

Counsel to Optima Inc.

Representing the company in all aspects of its Design Build activities in Illinois and Arizona developing innovative residential properties

Public Company Counsel

Representation of public company in its construction build out of new headquarters and renovation of other corporate facilities.

BAR ADMISSIONS

- Illinois
- Wisconsin

EDUCATION

- The University of Chicago Law School, J.D., 1979
- DePauw University, B.A., *cum laude*, 1976

LANGUAGES

- German

PROFESSIONAL RECOGNITION

- Named the *Best Lawyers'* Chicago "Construction Law Lawyer of the Year," 2018
- Listed in *Expert Guides Women in Business Law*, 2016
- American College of Real Estate Lawyers, Fellow, Vice Chair of Hospitality Subcommittee, 2011 - present
- Ranked by *Chambers USA*, as "America's Leading Lawyers," in Construction, 2005 - 2019; Real Estate, 2013 - 2014, 2019; Leisure & Hospitality, 2013 - 2019
- Listed in the Law Bulletin Publishing Company's *Leading Lawyers Network* as Illinois Leading Lawyer
- Listed as an Illinois Super Lawyer as published by *Law & Politics*, 2005 - 2019
- Peer Review Rated AV in *Martindale-Hubbell*
(AV®, BV® and CV® are registered certification marks of Reed Elsevier Properties Inc., used in accordance with the Martindale-Hubbell certification procedures, standards and policies.)
- Listed in *The Best Lawyers in America* 2006 - Present: Construction Law; Real Estate Law
- Received "Women in Real Estate 2010 Career Achievement Award," presented by the *Illinois Real Estate Journal*
- **The Supreme Court of Illinois does not recognize certifications of specialties in the practice of law and no certificate, award or recognition is a requirement to practice law in Illinois.*

PROFESSIONAL LEADERSHIP

- Real Estate & Land Use Practice, Perkins Coie LLP, Chair, 2005 - 2011
- Hospitality Industry Bar Association, Founding Board Member, President
- Chicago Bar Association
- American Bar Association
- Society of Illinois Construction Attorneys, Steering Committee Member, 2007 - present, President, 2013
- CREW Network, Board of Directors, 2001 - 2002
- CREW Chicago, Board of Directors, 1999 - 2000

RELATED EMPLOYMENT

- Altheimer & Gray, Partner, 1988 - 2003, Real Estate Practice Chair
- Antonow & Fink, Partner, 1985 - 1988, Associate, 1979 - 1985

SELECTED PUBLICATIONS

2009/2015

Representing the Private Owner, Including Financing the Project

Attorney Publications

IICLE, Chapter 3

1998/2008

ABA State-By-State Guide to Construction and Design Law

Attorney Publications

Illinois

PRESENTATIONS

03.28.2019 - 03.31.2019

American College of Real Estate Lawyers 2019 Mid-Year Meeting

Speaking Engagements

La Quinta Resort / La Quinta, CA

05.10.2018

Blockchain 101: What It Is and How It May Impact the Multifamily Industry

Speaking Engagements

Panelist

2018 National Multifamily Housing Council (NMHC) Spring Board of Directors Meeting

04.24.2018

Blockchain and Real Estate - How are Blockchain and Crypto Currencies Being Employed in Real Estate Transactions?

Speaking Engagements

ACRELive (American College of Real Estate Lawyers)

04.19.2018 - 04.20.2018

Commercial Real Estate Financing 2018

Speaking Engagements

Co-Chair

PLI (Practising Law Institute) / Chicago, IL

10.26.2017

Hospitality Trends and Challenges in 2017 and Beyond

Speaking Engagements

CREW Network Convention

06.22.2017

Women in Law Leadership Event

Speaking Engagements

Panelist

Cushman & Wakefield / Chicago, IL

04.07.2017

Borrower Structures in Commercial Real Estate Financing

Speaking Engagements

PLI (Practising Law Institute) / Chicago, IL

02.06.2017

What Every Construction Practitioner Needs to Know About Construction Law

Speaking Engagements

Society of Illinois Construction Attorney

Chicago Bar Association in Mechanics Lien Committee

04.08.2016

The Story of a Mechanics Lien Claim: From Client Meeting to Trial

Speaking Engagements

ISBA Construction Law Section / Chicago, IL

03.03.2016

The Great Debate: Arbitration v. Litigation

Speaking Engagements

Society of Illinois Construction Attorneys / Northbrook, IL

02.22.2016 - 02.24.2016

Capitalizing Your Project - Maximizing Value

Speaking Engagements

Hospitality Law conference

02.22.2016 - 02.24.2016

Hotel Management Agreements: Key Terms and Points For Negotiation

Speaking Engagements

Hospitality Law Conference

11.18.2014

Use of Joint Ventures in the Construction and Development Process

Speaking Engagements

Society of Illinois Construction Attorneys

11.06.2014

CREW Resilient Leadership Workshop

Speaking Engagements

GE Capital / Chicago, IL

04.18.2012

Keeping the Inn-Mates From Running The Hotel - Short and Long Term Concerns In Mixed-Use Developments

Speaking Engagements

ACREL (American College of Real Estate Lawyers)

