



David C. Longinotti

Partner

David leads the firm's 30-attorney Real Estate and Construction Section. He specializes in complex real estate secured transactions and related debt and equity financing arrangements. David is also an experienced business attorney, providing corporate, tax, and international licensing and distribution expertise to the firm's agribusiness and other transactional clients. David is an Adjunct Professor at the University of San Francisco School of Law where he teaches Commercial Real Estate Transactions. As a LEED® accredited professional, David provides specialized green building services to owners and developers.

Representative Work

\$100,000,000 LEED® Silver food processing facility (Developer's Counsel)

\$120,000,000 line of credit loan facility (Borrower's Counsel)

\$35,000,000 purchase loan secured by 9 properties in 5 states (Lender's Counsel)

\$20,000,000 construction loan (Lender's Counsel)

\$238,000,000 sale leaseback of 32 property portfolio (Seller's Counsel)

\$144,000,000 loan restructuring transaction (Borrower's Counsel)

\$54,000,000 purchase of 10 property portfolio (Buyer's Counsel)

\$40,000,000 mezzanine financing transaction (Borrower's Counsel)

Publications

"New State Law Requires Commercial Real Estate Brokers And Agents to Disclose Dual Agency Representation," co-author, *Real Estate Law Alert* (January 2015)

"Nine Keys to Navigating a JV Development Deal," *Seniors Housing Business Magazine* (March 2014)

"The New Wave of Misbranding Cases and Implications of Proposition 37," *Special Report to the National Council of Farmer Cooperatives Legal*

San Francisco

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Firm Leadership

Real Estate and Construction Section
Leader

Practices/Industries

Real Estate

Real Estate Finance

Corporate

Food and Beverage

Health Care

Health / Senior Care Real Estate

Green Building

Cannabis Law

and Tax Committee (October 2012)

"Green Building Litigation: Summary of Cases and Analysis of Trends," co-author, *Real Estate Law Alert* (October 2012)

"Green Refinance Plus: A New Option for Senior Care Refinancing and Acquisitions," co-author, *California Assisted Living Association News & Views* (Winter 2012)

"Green Lease Fundamentals for Tenants," *Real Estate Alert* (November 2011)

"San Francisco's Energy Performance Ordinance: Spotlighting Commercial Building Energy Use," *Hanson Bridgett Real Estate Alert* (April 2011)

"Raising the Sustainability Bar: San Francisco Amends its Green Building Ordinance to Comply with CalGreen," co-author, *Hanson Bridgett Real Estate Alert* (January 2011)

"Not So Golden Years—Top Tier Senior Housing Adapts to Troubled Times," *The Registry* (August/September 2009)

"HUD Loan and Grant Financing Incentives Available Under the Green Retrofit Program," *Hanson Bridgett Senior Care Real Estate Alert* (June 2009)

"San Francisco's Green Building Ordinance: All That Glitters...," *The Registry* (September 2008)

"Prop G: Coming To a Neighborhood Near You—Cities May Adopt Legislation That Discriminates Among Competitors To Further a Legitimate Legislative Purpose," *The Registry* (June 2008)

"Going for the Gold—San Francisco Considers Heightened LEED Building Requirements," *The Registry* (December 2007)

"Allocating Risk in the Sale of a Business," *The Marin Lawyer* (July 2007)

Presentations

"Foreign Investment in U.S. Real Estate," Future Leaders Institute (October 2015)

"The New Wave of Misbranding Cases and Proposition 37 as a Cautionary Tale," Special Report to the National Council of Farmer Cooperatives Governmental Affairs Committee (November 2012)

"Green Leases: Evolving Legal Issues for Commercial Landlords and Tenants," Strafford Webinar (November 2012)

"Demystifying CALGreen," USGBC GreenerBuilder Conference (June 2011)

"Negotiating a Green Lease Rider in Today's Marketplace," BOMA (March 2010)

"How Emerging Green Building Laws Impact Project Underwriting," USGBC, The Competitive Edge Series (March 2010)

"Preparing Green Leasing Strategies Following an Energy Retrofit," USGBC, The Competitive Edge Series (February 2010)

"San Francisco's Green Building Ordinance: The New LEED Gold Standard," BOMA Lunchtime Workshop Series (October 2008)

"Secured Loan Remedies," Lorman Seminar (October 2005)

"A Primer on Leasing Economics," Lorman Seminar (July 2004)

"The Art of Negotiation," San Francisco Barristers (February 2003)

"A Ticket To Ride: Transit Oriented Development," California Redevelopment Agency Legal Developments Seminar (2002)

Honors & Awards

Northern California Super Lawyers (2006)

Professional Affiliations

State Bar of California (Real Estate Section)

Building Owners and Managers Association (BOMA) (Governmental Affairs Committee Member)

Urban Land Institute (Associate Member)

National Council of Farmer Cooperatives

United States Green Building Council

National Council of Farmer Cooperatives (Chair, TLA Food Labeling Working Group)

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Education

J.D., *cum laude*, University of San Francisco School of Law (1987)

M.A., Rutgers University (1980)

B.A., Rutgers University (1978)

Admissions and Courts

California

Professional Licenses

David C. Longinotti
Partner



U.S. Green Building Council LEED® Accredited Professional