



KIRK GRIMSHAW

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SHAREHOLDER

Kirk Grimshaw is an accomplished commercial real estate and corporate attorney with extensive experience in helping and advising clients through complex transactions. His vast legal expertise encompasses all aspects of real estate matters, including the acquisition, disposition, development, construction, management, operation, leasing, and financing of real properties, and all facets of business transactional and corporate matters, including the negotiation and formation of complex joint ventures, mergers, asset purchases, entity purchases, REIT issues, entity creation, and stock issuances.

With almost a decade of in-house experience with a large, publicly traded real estate company listed on the S&P 500, Mr. Grimshaw sees transactions differently. He has participated in aspects of a transaction's life cycle that most lawyers do

not get to experience. Mr. Grimshaw has had the rare opportunity to view how the transactions he negotiated and brokered have grown and matured into real profits for his company. Mr. Grimshaw's experience has given him a unique perspective and unparalleled business acumen. He has a deep understanding of how to get deals done. His clients view him as extremely knowledgeable, skillful, and accomplished. Clients also admire the way Mr. Grimshaw successfully and efficiently navigates complex and difficult deals.

Mr. Grimshaw previously served consecutive terms as treasurer, secretary, vice-chair, and chair of the Real Estate Section for the Utah State Bar. He has been a presenter on real property issues at BYU Education Week and various CLE classes. Mr. Grimshaw has also been a guest lecturer multiple times in the University of Utah's MRED program. He has been named on several occasions as one of Utah's Legal Elite by Utah Business Magazine and as a Mountain States Super Lawyer. Mr. Grimshaw was also previously selected as a Corporate Counsel Honoree of the Year in 2022.

EXPERIENCE

- Helped lead the legal work related to the acquisition and merger of two publicly traded companies, including over a thousand sites and totaling over \$12 billion
- Oversaw the legal work for the creation of several joint-venture transactions relating to the acquisition of multiple large portfolios of self-storage facilities with cumulative values over \$1 billion across multiple states, including all due diligence reviews and negotiating and drafting joint venture documents and loan documents related thereto.
- Headed the legal work for multiple joint ventures relating to the development and ground-up construction of self-storage facilities, including negotiating and drafting all joint venture-related documents, entity formation documents, construction documents, development services agreements, and other related agreements.
- Headed the legal work for multiple portfolio acquisitions by a company specializing in the owning, leasing, and holding of industrial and office properties in several different states, including overseeing and coordinating the environmental testing, surveying, title, zoning, and entitlement due diligence work. The project included obtaining financing for the projects and negotiating all aspects of the acquisition and loan documents.
- Assisted in the re-development of the City Creek project relating to three full city blocks in downtown Salt Lake City, Utah. The project included all aspects of planning, developing, constructing, leasing, selling, and operating a mixed-use development with residential, commercial, office, and retail uses.

PRACTICE AREAS

REAL ESTATE
 CONDOMINIUM
 ASSOCIATIONS AND HOAS
 PROJECT DEVELOPMENT
 AND AGREEMENTS
 PURCHASE AND SALE
 TRANSACTIONS
 LAND USE AND ZONING
 COMMERCIAL LEASING
 REAL ESTATE FINANCING
 BUSINESS FORMATION,
 STRUCTURE, AND EXIT
 STRATEGIES
 CORPORATE

LANGUAGES

SPANISH

KIRK GRIMSHAW

EXPERIENCE CONTINUED

- Headed the real estate work for a large bond refinancing. The bonds were secured by granting a lien in ten improved real estate sites in seven different states. The project included several real property issues, including (a) overseeing and supervising the real estate work of local attorneys in each of the seven states; and (b) reviewing (i) title commitments, pro forma title policies and other title documentation; (ii) surveys; (iii) deeds of trust, mortgages, and other loan documents; (iv) zoning; and (v) other real estate documents.
- Assisted in the representation of a private real estate investment company in the acquisition of several apartment project portfolios throughout the United States, including a large portfolio of over twenty sites in Florida. These projects have included preparing, reviewing, and revising (a) closing conveyance documents, (b) loan assumption documents, (c) entity authority documentation, and (d) other real estate due diligence.
- Represented and negotiated on behalf of a large, national insurance company in the sale of numerous real estate sites (both improved and unimproved) in Arizona and California.
- Represented large healthcare provider in the acquisition, sale, and development of several hospital campus sites throughout Arizona. Along with the closing documentation, this representation has involved the negotiation and preparation of reciprocal easement agreements, license agreements, development agreements, and loan documentation.
- Assisted in the representation of a large, national client in the acquisition and development of many apartment projects, commercial retail complexes, and industrial complexes throughout the country. This representation has involved (a) the formation of limited liability companies, limited partnerships and other entities, (b) the review of development documentation related to the sites, and (c) other real estate matters. One project involved the acquisition of over forty industrial complexes and included work relating to preparing closing documents; reviewing detailed title, survey, and other due diligence; and reviewing and consulting on certain environmental issues related to the sites.
- Represented large, national restaurant chains, as tenants, in the negotiation and preparation of ground and in-line commercial leases. In addition, represented owners of commercial complexes, as landlords, in the negotiation and preparation of ground and in-line commercial leases.

EDUCATION

Brigham Young University J. Reuben Clark Law School, JD, *cum laude*, 2002

BYU Law Review

Brigham Young University, BS, Accounting, 1999

ADMISSIONS & AFFILIATIONS

Admissions: Arizona, 2002

Utah, 2007

COMMUNITY & CIVIC INVOLVEMENT

Former Member, Board of Directors - JDRF Mountain West Chapter

Coach, Youth and High School Baseball

Member, International Council of Shopping Centers (ICSC)

HONORS & AWARDS

Mountain States Super Lawyers: Rising Star in Real Estate (2012-2015)

Utah Legal Elite: Real Estate (2009, 2011), Up and Coming (2010, 2014-2015)