



ANDREW F. PALMIERI

PARTNER

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SERVICES

Real Estate Services

INDUSTRIES

Hospitality
Food, Beverage and
Agribusiness
Food
Beverage
Agribusiness
Real Estate

Andrew Palmieri helps national and local developers in the area of commercial real estate acquisition, development, financing, leasing and disposition. Regional banks also seek his legal advice on complex commercial loan transactions due to his extensive background in real estate finance.

With over 30 years of experience in commercial real estate, Andrew works collaboratively, and negotiates assertively, to help his clients achieve positive results. He focuses with clients on closing deals in an efficient and economical manner, helping them assess and mitigate risks that are in line with their business goals. Utilizing in part his work with nonprofit boards and as the co-office managing partner for Saul Ewing Arnstein & Lehr's Washington, DC office, Andrew has experience in assembling and managing a team of complementary legal and industry skill sets to navigate complex transactions from conception to completion.

Andrew holds leadership positions on a local, national and international level and approaches problem-solving for these organizations with the same result-oriented mindset he brings to his legal work. Andrew has served as the Chair of the City of Alexandria Waterfront Committee, Chair of the Alexandria Chamber of Commerce and Board member for both the Alexandria Economic Development Partnership and The Campagna Center. He is also active in Virginia and Alexandria politics, advocating for business interests, economic development and re-balancing the tax base. Nationally, Andrew served as the Chair of the American Bar Association Section of Real Property, Trust and Estate Law, and presently serves as a Section Delegate to the ABA House of Delegates. Andrew is also a member of the Board of Regents for the American College of Mortgage Attorneys. Internationally, Andrew serves on the Board of Trustees, and as Vice Chair of the Board for The American University of Rome. In this capacity, Andrew has gained a perspective into the needs of higher education institutions and the global economy. The knowledge and contacts Andrew gains through his involvement in these varied organizations enables him to provide legal advice that takes into account the industry trends that his clients face in advancing their business interests.

EXPERIENCE

Acquisitions and dispositions

Andrew provides legal advice to developers in connection with the development of commercial real estate projects, such as mixed-use office, multifamily and retail properties, from the due diligence and acquisition of both improved and unimproved land, through site development, construction and permanent lending, leasing and sale.

Select representations include assisting:

- a national senior living provider in the acquisition of land for a senior living facility in Alexandria, Virginia;
 - a prominent DC developer in the acquisition, finance, redevelopment and leasing of the 600 Block of H Street NE Washington, DC;
 - an international nonprofit organization in the acquisition and finance of a headquarters building, with leasing of the remainder of the building;
 - a regional developer in the acquisition and finance of approximately 1 million square feet of office space in the Chantilly, Virginia market;
 - a national banking company in the disposition of Marbury Plaza in Southeast Washington, DC;
 - a New York-based REIT in the disposition of a medical arts building in Fairfax, Virginia; and
 - a New York-based REIT in the disposition of multiple medical arts buildings in Port Jefferson, New York.
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Financings and loan transactions

Andrew provides legal advice to lenders in connection with complex real estate financings.

Select representations include assisting:

- a regional bank in the financing of land for a multifamily project in Reston/Dulles, Virginia;
 - a regional bank in the finance of mining operations in Anne Arundel, Maryland; and
 - a regional bank in providing the financing for an appeal bond loan secured against multiple assets, including multi-state properties and equity interests in affiliated entities.
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Leases

Andrew negotiates commercial leases on behalf of both landlords and tenants for space in office and mixed-use buildings in connection with office, restaurant and retail tenancies.

Select representations include assisting:

- both landlords and restaurateurs in the negotiation of leases for restaurants ranging from fast casual to upscale dining;
- a local developer of a mixed-use project in the retail leasing of ground floor space to national retailers and local boutiques; and

- a regional developer in the negotiation of lease terminations to facilitate the redevelopment of an historic warehouse to luxury condominiums.
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HONORS

Fellow, American Bar Foundation

Fellow, American College of Mortgage Attorneys, 2006 to present

Named to *The Best Lawyers in America* list, Real Estate Law, 2013 to present

Named among the International Who's Who of Real Estate Lawyers, 2011, 2013 to present

Named to the *Washington D.C. Super Lawyers* List for Real Estate, 2009 to present

Named to the *Virginia Super Lawyers*, 2006 to present

MEMBERSHIPS AND AFFILIATIONS

American Bar Association

- Section Delegate to the ABA House of Delegates, representing the ABA Section of Real Property Trust & Estate Law, 2016 to 2018
- Past Chair, Section of Real Property, Trust and Estate Law, 2012 to present
- Chair, Section of Real Property, Trust and Estate Law, 2011 to 2012

Alexandria Chamber of Commerce

- General Counsel, 2016 to present
- Chair, 2012
- Chair-Elect, 2011
- Chair, Government Relations Committee, 2008 to 2010
- Board Member, 2006 to 2013

Alexandria Industrial Development Authority

- Vice Chair, 2016 to 2020
- Director, 2015 to 2020

Alexandria Economic Development Partnership

- Board Member, 2012

American College of Mortgage Attorneys

- Secretary, 2020-2021
- Board Member, 2018 to 2020
- Board Member, 2012 to 2017

The American University of Rome (AUR)

- Trustee Emeritus, 2019 to present
- Vice Chair, Board of Trustees, 2012 to 2019

- Member, Board of Trustees, 2001 to 2019

The Animal Welfare League of Alexandria, Virginia, Incorporated

- Pro Bono General Counsel, 1996 to present

The Campagna Center

- Chair, 2019 to present
- Vice Chair, 2017 to 2019
- Board Member, 2014 to present

The Catholic University of America, Columbus School of Law

- Board of Visitors, 2018 to present

Federal City Council

- Trustee, 2018 to 2020

NOVABIZPAC, Trustee, 2017 to present

EDUCATION

J.D., Catholic University of America, Columbus School of Law, 1987

B.S., St. John's University, 1984

BAR ADMISSION

District of Columbia

Virginia

FIRM INVOLVEMENT

Government Involvement Committee, Member