

RICHARD J. SOBELSOHN, Esq., LEED AP, GGP

917.441.9740 - millennium_lawyer@yahoo.com

- Entrepreneurial, results-oriented transactional attorney with a synergistic combination of both in-house and large firm experience
- Expertise in analyzing, structuring, negotiating and closing sophisticated transactions including real estate, hotel, mixed-use, retail and financing transactions; restructuring debt for high-profile real estate assets
- Strategic and analytical business facilitator focused on the overall picture to achieve desired objectives and skilled at formulating risk management strategies to promote corporate growth and profitability
- Results oriented motivational manager of immediate reports and greater company team, managing outside counsel

LEED Accredited Professional, United States Green Building Council
Green Globes Professional, Green Building Initiative
Fellow, American Bar Foundation
Fellow, American College of Real Estate Lawyers

EDUCATION

Lean Six Sigma, Yellow Belt
Harvard/Reed Elsevier Management Essentials Program, Certificate
Brooklyn Law School, J.D., (Licensed in NY, NJ, CT, and DC)
Colgate University, A.B., cum laude, History

PROFESSIONAL AFFILIATIONS

LEED Accredited Professional, U.S. Green Building Council
Green Globes Professional, Green Building Initiative
Member, American Bar Association
Adjunct Professor of Law, Brooklyn Law School
Adjunct Professor of Law, Benjamin N. Cardozo School of Law
Adjunct Professor of Law, Columbia University Law School
Adjunct Professor of Law, Fordham University Law School
Member, National Legal Working Group, U.S. Green Building Council
Member, Strategic Advisory Committee, Sustainable Purchasing Leadership Council
Member, Fellows of the American Bar Foundation
Fellow, American College of Real Estate Lawyers

EXPERIENCE

LEGAL

COHEN BROTHERS REALTY CORPORATION , NY, NY, Vice President, Legal	2017 - Present
MOSES & SINGER LLP , NY, NY, <i>Real Estate Associate</i> , LEED AP	2007- 2012
KAYE SCHOLER LLP , NY, NY, <i>Real Estate Associate</i>	2006 - 2007
STROOCK & STROOCK & LAVAN LLP , NY, NY, <i>Real Estate Associate</i>	2004 - 2006

General Corporate:

Provide advice, counsel, negotiating and drafting agreements for entity formation, j/v structuring, compliance, employment issues, vendor agreements, franchise contracts, real estate transactions and myriad of legal housekeeping functions. Manage outside counsel.

Sustainability:

Provide advice and counsel to major international financial institutions on sustainable development, leasing and related green-building issues. Negotiate, draft and close green leases, alternative energy retrofit contracts and other sustainability vendor agreements. Review and counsel clients on sustainable and renewable energy device

legislation. Negotiate and draft sustainable provisions to construction, architect and engineer agreements and other AIA related documents.

Sales/Acquisitions & Commercial Leasing:

Represent public and private companies in negotiating and drafting numerous commercial, retail and professional leases (both as landlord and tenant) and in lease renewals, extensions, subleases, surrenders and terminations. Manage and close individual properties and portfolio transactions. Partner with senior executive management on acquisitions and site development. Draft letters of intent, draft and negotiate a wide variety of contracts for the purchase, sale and development of commercial and multi-family properties. Draft and negotiate ancillary documentation and side agreements. Responsible for analyzing and reporting on due diligence pertaining to lease, financial, title, survey, UCC, engineering and environmental aspects of the foregoing. Oversee and supervise junior associates in all of the above.

Condominium/Cooperatives:

Represent cooperative and condominium boards and individual shareholders/unit owners. Review multi-building cooperative conversion offering plan for Investor of Unsold Shares. Draft modifications to cooperative offering plans and amendments to Offering Plans.

Commercial Financing:

Represent lenders and borrowers in numerous transactions. Negotiate and draft all operative agreements and underlying documents such as term sheets, SNDAs, opinion letters and estoppel certificates. Prepare borrower certificates and ancillary documents. Supervise junior associates and deal teams in all of the above.

Business Development and Client Relationships:

Build profile as an expert in sustainable building law matters. Develop productive relationships with business leaders, organizations and local government, with some of those relationships leading to new business generation. Formulate practice group strategy, draft and produce proposals, presentations and responses to RFP's. Participate in pitch presentations. Represent client at conferences as a speaker on relevant issues.

IN-HOUSE

COHEN BROTHERS REALTY CORPORATION, NY, NY, Vice President, Legal 2017 - Present
Support a broad range of real estate and non-real estate transactions for developer of commercial (office, retail and medical) and design-center properties in New York, Texas, California and Florida, movie theatres owner, hotel developer, retail brand owner, mixed-use ground-up construction developments. Responsible for all phases of due diligence including review of UCC, title, survey, lease, financing, engineering, environmental and other matters relating to acquisitions. Negotiate and draft leases (both as landlord and retail tenant), license agreements, venue agreements, filming location agreements, purchase and sale agreements, consultant agreements, employment agreements, loan documents, and other contracts relating to 14 million square foot portfolio and other business entities.

OXFORD CAPITAL LLC, NY, NY, General Counsel 2001 – 2004
Support a broad range of real estate transactions for developer of residential and commercial properties in New York, New Jersey, Connecticut and Florida. Responsible for all phases of due diligence including review of UCC, title, survey, lease, financing, engineering, environmental and other matters relating to acquisitions. Negotiate and close numerous acquisitions, sales, purchase and sale agreements, lease transactions (on behalf of landlord and tenant) and joint-venture agreements. Guide legal strategies and prepare and negotiate underlying documentation for fifteen-year master leases with ExecuStay by Marriott. Draft, negotiate and close lease termination agreements, lease renewals and extensions. Negotiate with adjusters and insurers for multi-million dollar World Trade Center disaster claims and with franchisors on franchise agreements. Provide counsel for employment, vendor, and other non-real estate legal matters.

THE LAW OFFICE OF RICHARD J. SOBELSOHN, ESQ., NY, NY, Owner June 1998 – March 2001
Built general practice with emphasis on real property transactions including financing, leasing, purchases and sales, estates and trusts, labor issues, guardianship and other Article 81 matters, and litigation in various NYS courts. Acted as counsel to real estate brokerages on a myriad of licensing issues.

BUSINESS EXPERIENCE

LEXISNEXIS – LEXIS PRACTICE ADVISOR, NY, NY, Director & Law School Liaison 2012 – 2016
New on-line product creator and drafter/editor of real estate forms and practical guidance for attorneys. Author recruiter for real estate agreements. Develop business plan for new products utilizing market research, analysis of existing products and potential contributors, create budgets. Manage four high-value financial practice areas module teams including directors, managers, senior legal specialists, legal specialists, outside expert authors, internal legal editors, contractors and other cross-module team members in their own content creation and the production process advising negotiating for resources, meeting deadlines, keeping within budgets, making project trade-off decisions that are important for the entire business unit, encouraging consistency across the modules and content sharing, creating, extending, updating and enhancing content to exceed customer expectations and acting as a support in their success. Facilitate content personnel engagement with sales and marketing teams to increase POS and revenue. Support continuing legal education offerings by managing reports to create and present live and taped programs and to present my own programs for inclusion in the company's offerings. Promote law school preference by both students and professors through presentations at numerous law schools, education and other conferences. Facilitate team members to network, publish articles, join lawyer organizations, participate in continuing legal education presentations and other successful promotional methods. Maintain constant evaluation and re-evaluation of product and staff to ensure high NPS scores and to suggest broader initiatives for customer engagement.

THE SOBELSOHN SCHOOL, NY, NY, Director 1982 – 2000
Director of 1000 student per year professional business school specializing in real estate, insurance, claims adjusting, law, accounting, securities, taxation and other pre-licensure programs. Expanded course offerings seven-fold and materially increased student enrollment. Liaise with seven supervising (federal and state) governmental licensing agencies for licensure of programs, instructors and in other matters.

TEACHING

BROOKLYN LAW SCHOOL, Professor of Practice	2022 - Present
BROOKLYN LAW SCHOOL, Adjunct Professor of Law	2009 - Present
FORDHAM UNIVERSITY SCHOOL OF LAW, Adjunct Professor of Law	2016 - Present
BENJAMIN N. CARDOZO SCHOOL OF LAW, Adjunct Professor of Law	2018 - Present
COLUMBIA LAW SCHOOL, Adjunct Professor of Law	2020 - Present
NEW YORK LAW SCHOOL, Adjunct Professor of Law	2010 - 2017
AMERICAN LAW INSTITUTE CONTINUING LEGAL EDUCATION, Faculty Member	2012 - 2015
LAWLINE.COM, Faculty Member	2009 - 2010
PRACTICING LAW INSTITUTE, Faculty Member	2010 - 2011
THE SOBELSOHN SCHOOL, Director and Instructor	1982 - 2000
LEXISNEXIS CONTINUING EDUCATION ETHICS PROGRAM, Speaker	2015 - 2016

PUBLICATIONS

- [“Coops, Condos and COVID-19,”](#) *New York State Bar Association Journal*, November 2020
- [“What Works For Me \(Part II\),”](#) *American College of Real Estate Lawyers, News & Notes*, June 2020
- [“What Works For Me,”](#) *American College of Real Estate Lawyers, News & Notes*, September 2019
- [“Green Lease Provisions”](#) chapter in the two-volume treatise “Negotiating and Drafting Office Leases”, *Law Journal Press*, April 2019
- [“Trends in Green Leasing,”](#) *American Bar Association, Probate & Property*, March/April 2016
- [“Law Firms Adopt Sustainability to Stay Sustainable,”](#) *New York Law Journal*, December 28, 2015
- [“Real Estate Documents Turn Green,”](#) *American Bar Association, Probate & Property*, November/December 2014
- [“Technology in Law Practice and in the Classroom,”](#) *Transactions – The Tennessee Journal of Business Law*, Volume 15, Number 3, Summer 2014
- [“The Green Shopping Center—A Landlord or Tenant Endeavor,”](#) *Shopping Center Legal Update*, April 2013
- [“Green Leasing—It’s Not Just About Capital Expenditures,”](#) *American Bar Association, Probate & Property*, March/April 2013
- [“How Colleges and Universities Can Turn Green Without Some of the Typical Pitfalls,”](#) *Brooklyn Law School Practicum Journal*, February 2013
- [“How Legal Education Can Get Practical,”](#) *The National Jurist*, February 2013

- ["The Green College and University: A Symbiotic Journey,"](#) *University Business Magazine*, September 2012
- ["The Green Shopping Center,"](#) *Commercial Leasing Law & Strategy*, August 2012
- ["Are You Being Greenwashed?,"](#) *New York Bar Association Journal*, June 2012
- ["Building Owners: Local Law 84 Penalties Loom,"](#) *Moses & Singer Client Alert*, March 2012
- ["Greenwashing": Deceptive Business Claims of "Eco-Friendliness,"](#) *Forbes.com*, March 2012
- ["The Greenwashing Domino Effect,"](#) Thomson Reuters News & Insight, February 2012
- ["Sustainable Healthcare Contracting and Expansion Issues,"](#) *Medical Tourism*, January 2012
- ["Benefits and Burdens of Incorporating Renewable Energy Technologies in LEED-Certified Buildings,"](#) *Bloomberg Law Reports*, May 2011
- ["How Attorneys Can Make a Difference When It Comes to the Greening of Buildings,"](#) *Green Real Estate Summit 2011: What Attorneys, Developers, Regulators, Tenants & Lenders Need to Know*, March 2011
- ["The Real Estate Owner's Perspective: Opportunities and Risks,"](#) *Legal Handbook For Architects, Engineers & Contractors*, West Thompson, October 2010
- ["Green Lease Issues for Commercial Tenants Set to Grow,"](#) *Real Estate Weekly*, September 2010
- ["Legal Green: Navigating Sustainable Design Law,"](#) *Contract Magazine*, April 2010
- ["Legal Issues Relating to Green Building,"](#) *The Judicial Title Insurance Agency*, March 2010
- ["The Real Estate Owner's Perspective: Opportunities and Risks,"](#) *Green Real Estate Summit 2010: What Attorneys, Developers, Regulators, Tenants & Lenders Need to Know*, March 2010
- ["Green Business is Good Business,"](#) *BLSLawNotes*, December 2009
- ["Green' Lease Issues for Commercial Tenants,"](#) *Moses & Singer Real Estate Update*, December 2009
- ["Here Come the Lawyers,"](#) Part Two, *Green & Design*, July 2009
- ["Here Come the Lawyers,"](#) Part One, *Green & Design*, June 2009

PRESENTATIONS

- "Introduction to Sustainability and Future Cities Boot Camp," Brooklyn Law School, Brooklyn, New York, June
- "Keeping Your Eye on The CSR Sustainable Development Ball," 8th Annual Global Corporate Governance Institute Conference, Entrepreneurial Corporate Governance: Sustainability and Equity", Baton Rouge, Louisiana, June 2022
- "Legal Issues Relating to Sustainable Development," NYS Green Building Conference, April 2022
- "Climate Change Impacts In Real Estate," Brooklyn Law School Environmental Law & Real Estate Society Roundtable, November 2021
- "No Good Deed Goes Unpunished - Ethical Challenges for Real Estate Attorneys," Judicial Title Insurance Agency LLC 1-hour CLE, August 2020
- "Alumni Offer Career Advice to Recent Grads," Brooklyn Law School Virtual Real Estate Roundtable, July 2020
- "Innovative Delivery and Finance: The Big Picture," Town+Gown, New York City Department of Design & Construction, May 2019
- "Diversity, Inclusion and Elimination of Bias," Judicial Title Insurance Agency LLC 1-hour CLE, September 2017
- "Revolutionizing Transactional Practice Methods: How to Overcome Transactional Attorney Pain Points with Evolving Practice Tools", American Bar Association Webinar, Real Property Trust & Estates Section, February 2017
- "Sustainable Development, LEED Buildings and Green Legal Jobs: They Are Not Only Where You Would Expect Them To Be," New York Law School Center for Real Estate Studies Master Class Presentation and Discussion, September 2016
- "No Good Deed Goes Unpunished - Ethical Challenges for Real Estate Attorneys," Fidelity National Title Insurance Company, March 2014, June 2016
- "Evolving Teaching Tools – What Resources Are Available To Help Us Teach Our Students Practical Skills," Emory University School of Law Fifth Biennial Conference on Teaching Transactional Law and Skills, June 2016
- "Using AIA Tools to Manage Legal Issues on Sustainable Projects," BuildingsNY Conference – Javits Center – AIA CE Program, March 2014, April 2015, May 2016
- "Revolutionizing Transactional Practice Methods: How to Overcome Transactional Attorney Pain Points with Evolving Practice Tools", American Bar Association - Real Property Trust & Estates Spring 2016 Symposia - Boston, MA, May 2016
- "Teaching Transactional Practice Skills with On-Line Products," 15th Annual Transactional Clinical Conference "Tools of Translation", University of Baltimore School of Law, April 2016
- "The State of Real Estate in New York and How Corporate Social Responsibility Affects its Stakeholders," City & State Awards Breakfast, New York Law School, April 2016
- "The Evolving Transactional Attorney Practice Tools," New York State Bar Association Annual Meeting CLE Program, January 2016
- "Landlord-Tenant Law - How to Prosper in the New Market," Sterling Education Services, Inc. CLE Program, November 2015
- "Who's The Client? Ethical Issues in Commercial Real Estate Transactions for Inside and Outside Counsel," The American Law

- Institute/The American College of Real Estate Lawyers CLE Webinar Program, November 2015
- "The Evolving Transactional Attorney Practice Tools," 2015 Annual Florida Bar Convention CLE Program, June 2015
 - "Using AIA Tools to Manage Legal Issues on Sustainable Projects," The American Institute of Architects National Continuing Education Webinar, September 2014, March 2015
 - "Teaching Transactional Skills with New Technologies and Tools," Emory University School of Law Fourth Biennial Conference on Teaching Transactional Law and Skills, June 2014
 - "No Good Deed Goes Unpunished - Ethical Challenges for Real Estate Attorneys," Judicial Title Insurance Agency LLC 2-hour CLE, May 2014
 - "Identify Your Clients and Work Effectively With Them," American Bar Association - Real Property Trust & Estates Spring 2014 Symposia, May 2014
 - "Sustainable Building Law & Green Leasing", Hudson-Bergen Inn of Transactional Counsel CLE, March 2014
 - "Lease Drafting, Structuring and Negotiating," Sterling Education Services, Inc., January 2014
 - "Alternative Energy – A Discussion About Alternative Energy And Business, Our Products and More General Issues About What The Future May Hold For Renewables," Reed Elsevier Corporate Responsibility Panel Discussion, November 2013
 - "How Legal Education Can Get Practical," Education Law Association, November 2013
 - "No Good Deed Goes Unpunished - Ethical Challenges for Real Estate Attorneys," Judicial Title Insurance Agency LLC, November 2013
 - "New AIA Sustainable Project Documents: The Effect On Acquisition, Design, Construction And Sustainable Projects," American Bar Association - Real Property Trust & Estates Spring 2013 Symposia, May 2013
 - "Sustainable Building Law: What You Need To Know Now," Judicial Title Insurance Agency LLC, March 2013
 - "Commercial Leases – The Nuts and Bolts," Sterling Education Services, Inc., March 2013
 - "Sustainable Building Law: What You Need To Know Now," MiaGreen 2013 Expo & Conference: The Green Convention of the Americas, January 2013
 - "Green Leases: Tools, Tips, and Best Practices for Drafting," The American Law Institute, November 2012
 - "Sustainable Building Law Update," BuildingsNY Conference, May 2012
 - "Sustainable Building Law: What You Need To Know Now," Judicial Title Insurance Agency LLC, April 2012
 - "Green Building Law: What You Need to Know Now," Moses & Singer's *In-House Counsel CLE Program*, February 2012
 - "Green Commercial Lease Issues," Sterling Education Services, Inc., January 2012
 - "Sustainable Building Law Update," MiaGreen 2012 Expo & Conference: The Green Convention of the Americas, January 2012
 - "The Latest Developments in Sustainable Building Law Update," Webinar, Cushman & Wakefield, Inc., December 2011
 - "The Legal Obstacles and Catalysts in Incorporating Renewable Energy Technologies in LEED-Certified Buildings," The 2nd International Conference on Green & Sustainable Technology, November 2011
 - "Sustainable Development For Healthcare Facilities", 2nd Healthcare Development Conference, October 2011
 - "Sustainable Building Law Update," U.S. Green Building Council's GreenBuild International Conference and Expo, October 2011
 - "Green Buildings and The Legal Environment in Which They Operate," UGL Services – Equis Operations, September 2011
 - "Latest Trends and Insights Impacting Law Practice in a Turnaround Economy," the Association of the Bar of The City of New York, July 2011
 - "Green Leasing and Split Incentives," Princeton/Columbia University Club, June 2011
 - "Energy Efficiency-Consumer Demand," The 16th Annual Tulane Law School Summit on Environmental Law and Policy, April 2011
 - "LEEDigation: A Green Legal Panel," BuildingsNY/GreenBuildingsNY Conference, March 2011
 - "Legal Aspects Relating To Sustainable Development," Starwood Hotels & Resorts, March 2011
 - "How Attorneys Can Make a Difference When It Comes to the Greening of Buildings," Practicing Law Institute (PLI) Green Real Estate Summit 2011, March 2011
 - "Standard of Care for those providing services in the Green Building World," U.S. Green Building Council's GreenBuild International Conference and Expo, November 2010
 - "Landlord-Tenant Law - Green Issues," Sterling Education Services, Inc., November 2010
 - "Legal Aspects Relating to Sustainable Development and the Liabilities Shared by all in the Green Building World," World Green Energy Symposium, October 2010
 - "Tenant/Corporate Facilities," GRID NY Green Real Estate Investment & Development Conference, October 2010
 - "Indian Businesses Go Green," Citi-Anchin Indian Initiative, June 2010
 - "Green Leases: More than Lease Language," Global Strategic Management Institute's Sustainable Buildings Series: Retrofits Conference, May 2010
 - "Green Buildings Home and Abroad," The Institute of International Social Development and Forum 21, April 2010
 - "Turning Green and Staying Green: Legal Issues Affecting Sustainable Buildings," The Judicial Title Insurance Agency LLC, March 2010

- "What Attorneys, Developers, Regulators, Tenants & Lenders Need to Know," Practising Law Institute (PLI) Green Real Estate Summit 2010, March 2010
- "Legal Issues Affecting Sustainable Development," Project Green America, Green Earth Expo 2010, February 2010
- "Legal Issues Relating to Green Buildings," National Council for Science and the Environment (NCSE), The New Green Economy, January 2010
- "New Responsibilities of Project Teams When Working on a Green Project," New York State Energy Research and Development Authority Video Conference, November 2009
- "Seeing Green: Legal Issues You Need to Know Concerning Green Buildings," Hudson Valley Bank & Lawline.com CLE Seminar, November 2009
- "Green Buildings and India," FIT Economic Forum on India 2009, October 2009
- "Lunch Hour Seminar on Legal Issues Affecting Sustainable Development," Brooklyn Law School, September 2009
- "The Green Rules- Legal and Insurance Issues Arising from Green Building Renovations," Urban Green Expo, September 2009
- "Green – Ethics," Advantage Title, 2009 CLE Seminar Series, June 2009
- "Legal Issues Affecting Green Buildings," Alternative Energy & Building Efficiency '09 Conference & Exhibition, May 2009
- "Legal Issues Affecting Green Buildings," Moses & Singer's *In-House Counsel CLE Program*, April 2009

PRESS

BLSLawNotes, December 2009, "Green Business is Good Business"

BLSLawNotes, May 2012, "Adjunct Faculty Bring Wealth of Expertise from the Courtroom to the Classroom"

Business Insurance Magazine, July 2012, "Failure to Deliver on Green Promises Creates Big Problems for Owners"

The Guardian, December 19, 2014, "Better Bananas: Chiquita settles lawsuit over green marketing, but the legal battle isn't over"

WalletHub, April 2017, "2017 Cities with the Most Overleveraged Mortgage Debtors"

ForRent.Com, August 1, 2017 "Tenant's Rights in NYC: When You're Asked to Move"

Colgate Magazine, Summer 2019, "LEEDing the Way"

Point2Homes, Spring 2020, "Buying a House: The Step-by-Step Guide Every Homebuyer Needs"

WalletHub, July 21, 2021, "2021's Best & Worst Places to Rent in America"

WalletHub, January 10, 2022, "Non-Owner Car Insurance Guide for 2022"