



Scott Schneider

COUNSEL

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AREAS OF EXPERTISE

Real Estate, Leasing

Overview

Scott Schneider is Of Counsel in the Shartsis Friese Real Estate Department. His practice focuses on representation of commercial landlords and tenants in office and retail leasing, as well as restaurant, warehouse and industrial leasing.

Scott assists enterprise tenants in executing their national leasing programs, and middle market firms, startups, entrepreneurs and professionals in individual leases, subleases and license agreements, as well as related construction and service agreements.

Scott's practice is particularly focused on leasing on behalf of technology companies (from start-ups to mature, publicly traded companies), including some of the world's largest and fastest growing ventures.

Landlords come to Scott for assistance in developing and implementing Class-A office leasing programs and related asset management functions, such as drafting and negotiating consents, brokerage agreements, construction contracts and service agreements.

Scott represents real estate startups, entrepreneurs, investors and developers in other commercial real estate and related corporate matters, including acquisitions and sales, and construction and financing. He prepares and negotiates organizational documents for corporations, partnerships and limited liability companies, and has experience representing lenders in connection with financings and purchases of co-lending interests.

Before joining Shartsis Friese in 2018, Scott practiced real estate law in New York City for over ten years.

Experience

Representative transactions include advising:

On the tenant-side:

- One of the country's fastest-growing real estate technology companies in connection with its rapid nationwide expansion
- One of the world's largest ventures in connection with an extensive North American rollout
- One of the world's largest ventures in connection with its 120,000 square foot United States headquarters lease
- One of the country's largest insurance services companies in connection with its nationwide leasing program
- A leading cell therapy manufacturer in connection with a New Jersey industrial facility lease
- An Italian manufacturer of luxury furniture in connection with its Los Angeles and Miami showroom leases
- A Financial Times Global 500 company in connection with its build-to-suit Park Avenue headquarters lease
- An internationally-renown, London-based art gallery in connection with its lease of a build-to-suit gallery building under the High Line in Manhattan
- One of New York City's largest parking garage operators in connection with a series of sale-leaseback transactions netting in excess of \$250 million in sales proceeds

- A G8 government in connection with its New York City consulate lease

On the landlord-side:

- A publicly-traded real estate investment trust in connection with a major expansion of Snap, Inc.'s New York City offices
- A publicly-traded real estate investment trust in connection with a 30+ year net lease of a 25-story, 390,000 square foot midtown Manhattan office building to New York University for conversion into a hospital, a transaction that was nominated for the Real Estate Board of New York's 2016 Most Ingenious Deal of the Year award
- A blue-chip international real estate investment fund in connection with its office and retail leasing programs at three prominent Class-A office buildings in Manhattan
- A major New York City real estate owner/operator in connection with its leasing of over 300,000 square feet of Class-A office space in Manhattan
- A major New York City real estate owner/operator in connection with its leasing of office space at one of Manhattan's most prestigious office addresses
- A real estate investment group in connection with its acquisition and refurbishment of one of Manhattan's oldest and most famous hotels and the leasing of space therein

Publications/Speaking

Between the Term Sheets: Don't Get Too Cozy Until the Deal is Done, *Real Estate Weekly (New York)*, March 16, 2016

Education

University of Michigan
B.A. in English, with honors, 2000

Northwestern University School of Law
J.D., 2004

Admissions

California

New York

Accolades

Rising Star, *Real Estate Weekly* – New York, 2018

Rising Star, *Super Lawyers* – New York, 2017, 2018

Rising Star, Georgetown Advanced Commercial Leasing Institute, 2015