

**Jay F. Palchikoff**

Partner

Practice AreasReal Estate
Commercial**Education**UCLA School of Law,
J.D., 1982UCLA, B.A.,
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Mr. Palchikoff has extensive experience handling a wide variety of commercial, residential (homebuilding), hotel, country club, retail and industrial transactions in California and many other states (associating with local counsel as appropriate), including acquisitions, sales, exchanges, leases, joint ventures, limited partnership offerings, financings, hotel and club management agreements, club membership plans, sale-leasebacks, portfolio and stock-based acquisitions of real estate companies, debt and lease restructurings and workouts, co-tenancy arrangements, construction agreements, environmental indemnities, brokerage arrangements and development agreements.

Mr. Palchikoff also handles a variety of general business matters, including business partnerships, business loans, company formation, merger and dissolution and miscellaneous contracts, coordinating with the firm's corporate securities lawyers as appropriate. Mr. Palchikoff structures and negotiates sophisticated joint ventures (usually as limited liability companies) with institutional investors, as well as handling purchases, sales, mergers, options and various business combinations arising in the real estate industry.

Mr. Palchikoff also has special expertise representing clients in golf course and country club community development and golf course sales, which has involved handling such diverse matters as negotiation of financing and development joint ventures, loan agreements, engineering, construction and consulting contracts and golf course and club operating agreements, structuring membership plans and related documents, advising on advertising materials, processing of development entitlements (e.g., maps, annexations, improvement agreements, development agreements and security arrangements), and drafting and coordinating of CC&Rs, real estate sales documents and matters involving the California Department of Real Estate and other agencies. These projects also require coordination with corporate securities lawyers in offerings for raising capital and sales of country club memberships.