

## Jennifer C. Johnson

Managing Shareholder

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- **Industries**

- Banking & Financial Services
- Food & Beverage
- Industrial & Manufacturing
- Retail
- Technology

- **Services**

- Real Estate

## Overview

Jennifer Johnson is Hopkins & Carley's Managing Shareholder and a member of Hopkins & Carley's Real Estate Practice. As one of the most sophisticated and effective real estate and bankruptcy attorneys in Silicon Valley, clients have sought Jennifer's counsel for several years.

Her clients include global Fortune 100 and Fortune 500 companies, investment funds, established non-profit corporations, developers, local businesses, entrepreneurs and investors.

Jennifer has a broad real estate practice, with a larger portion of her practice focusing on leasing and representing landlords and tenants in office, industrial, mixed-use, grocery store, retail, medical and shopping center leases.

Having been selected to the Northern California Super Lawyers list every year since 2015, Jennifer is one of only a handful of leasing lawyers with international leasing capabilities and has helped clients expand their presence around the world.

With a sub-specialty in insolvency law, Jennifer also brings a unique bankruptcy and workout perspective to her clients' real

estate transactions.

Prior to joining Hopkins & Carley, she served as a Director and Co-chair of the Real Estate Department at Carr McClellan.

## Experience

- Served as primary real estate counsel to Fortune 500 company in multi-million dollar Class A office leasing and subleasing both domestically (in states such as California, Florida, Utah, New York and New Jersey) and internationally (in countries such as England, Poland, Australia, Canada, Turkey and South Africa).
- Represented multi-state bank with more than 700 branches selling over \$100 million in commercial properties. Properties included vacant land, office properties, apartment buildings, retail space, industrial facilities and medical condominiums.
- Represented Bay Area investment fund in acquiring and financing over \$40 million of properties throughout the United States, including the purchases of retail malls and an office building in Seattle.
- Represented local grocery store and national grocery chain in leasing and subleasing of their stores, including licenses for use of space within the stores.
- Consummated over \$200 million of 1031 exchanges for high-net-worth individuals with respect to properties located throughout the United States.
- Represented landlords in the Borders, Radio Shack and American Apparel bankruptcies, achieving a settlement of a dispute concerning a contingent proof of claim, negotiating the immediate assignment of the lease; and successfully negotiating assumption of lease with no change in lease terms.

## Insights

### Publications

- "State of the Union: Women in the Law", Law Practice Today, February 2017

## Speaking Engagements

- "Preparing for a Downturn: What Commercial Landlords and Tenants Should Know About Bankruptcy," Association of Corporate Counsel, April 28, 2016
- "Growing Pains: Lease Structure, Exit Strategies, and Creating Leverage With Your Landlord as Your Business Evolves," Association of Corporate Counsel, May 28, 2015
- "Off on the Right Foot: Seven Steps to a Successful Office Lease," Association of Corporate Counsel, March 26, 2015
- "Be Fast or Be Taxed," Real Estate/Tax Briefing Series, June 2014
- "Deal or No Deal: Non-Disclosure Agreements in Real Estate," Association of Corporate Counsel, November 8, 2013
- "Establishing Remote Office Locations," Association of Corporate Counsel, May 10, 2013

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- "Effective Strategies for Recovering Possession of Leased Premises," Real Estate/Business Litigation Briefing Series, 2011
- "When Foreclosure and Bankruptcy Collide," Real Estate Briefing Series, 2010

## Professional Activities

- California Women Lawyers, Board of Directors
- SAMCEDA, Board of Directors
- Santa Clara Bar Association, Executive Committee of the Women Lawyers' Section
- The Women's CLUB of Silicon Valley

## Bar Admissions

- State Bar of California (2001)

## Court Admissions

- All California state courts

## Education

- J.D., University of California, Los Angeles
- B.A. (summa cum laude), Honors in Philosophy, University of California, San Diego