

# Alan C. Gennis

## Partner

San Francisco

## Details

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Alan Gennis's real estate practice emphasizes acquisitions and dispositions, as well as commercial leasing matters. With an M.B.A. and experience in the business world, Alan has special insight into the complexities and challenges his clients face. Working with impeccable responsiveness, he assists his clients in getting their transactions completed quickly and effectively.

Alan has nearly 35 years of experience in negotiating and drafting purchase and sale, lease, construction, and finance documents for Fortune 500 Companies, technology companies, and both large institutional and smaller real estate developers. He has represented national real estate companies, such as Equity Office, Lincoln Property Company, The Carlyle Group and Grosvenor Americas, in various development, leasing and purchase and sale transactions in Northern California. He is the firm's lead transactional real estate partner in its representation of the San Francisco 49ers with respect to its leasing of Levi's® Stadium in Santa Clara, California. Alan is also the firm's lead real estate partner in its representation of Uber in connection with the development of its corporate headquarters in San Francisco, and he also represents Sunset Development Company in connection with its leasing of more than 6 million square feet of office space at Bishop Ranch.

Alan graduated from the University of California, Berkeley (1983) with a degree in economics. After working with a consulting firm in Southern California, he attended the University of Chicago where he earned his J.D. and M.B.A. in 1988.

## Notable Representations

### ***Mission Bay Redevelopment Project***

Alan has represented ProLogis (successor to Catellus Development Corporation) and Focil-MB in the Mission Bay Redevelopment Project for more than two decades. The 300-acre, mixed-use project includes eight million square feet of commercial use space, a 43-acre U.C. Expansion Campus, and 6,000 housing units. Mission Bay is one of California's largest and most successful redevelopment projects. Among many transactions, Coblentz advised Focil-MB in negotiating and closing a complex land deal in Mission Bay in 2011 valued at nearly \$70 million and involving three owners swapping properties and entitlements for more than 600 residents.

### ***Uber Technologies, Inc.***

Alan acts as lead real estate counsel to Uber in connection with its corporate headquarters transactions in the Bay Area, including Uber's recent joint venture and long-term lease with the Golden State Warriors on two under-construction office buildings adjacent to the Warriors' Chase Center arena in Mission Bay.

## Honors & Awards

Alan is ranked as a leading lawyer by Chambers USA in the Real Estate – Northern California category. He was described by a client as "a great example of a business person's lawyer," and "the quintessential adviser who always sees the big picture." He was named the Best Lawyers® 2019 Real Estate Law "Lawyer of the Year" in San Francisco, is recognized by *The Best Lawyers in America®* in the Real Estate Law category, and is listed as a Northern California Super Lawyer. He was also named a Top 25 Real Estate Transactional Lawyer by the Daily Journal in 2013.

## Professional Activities

Alan is a member of the Real Property Sections of both the American Bar Association and the California State Bar. He has spoken on leasing issues at professional conferences, has authored articles on complex leasing issues, and, since 2015, has been the contributing author of the California chapter of the *State by State Guide to Commercial Real Estate Leases (CCH Incorporated)*.

## Education

- J.D., University of Chicago (1988)
- M.B.A., University of Chicago (1988)
- A.B., University of California, Berkeley (1983)