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## Danna M. Kozerski

**Co-Managing Partner**  
San Francisco

### Details

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Danna Kozerski represents developers and companies in a wide range of commercial real estate transactions including financing, leasing, and acquisitions and dispositions of office buildings, museums, shopping centers, residential developments and mixed-use projects. She specializes in public/private partnerships and the formation of joint ventures.

Danna counts among the most satisfying aspects of her practice the representation of clients from the inception of their projects to their completion. She is the former chair of the Real Estate practice group and serves as one of the firm's co-managing partners, overseeing the firm's strategic planning, marketing, and business development initiatives.

Danna earned her undergraduate degree, cum laude, from Marquette University in 1984 where she was elected to Phi Beta Kappa. She received her law degree, cum laude, from Wayne State University in 1987 where she was a scholarship recipient.

### Notable Representations

Represented The Exploratorium in the leasing and financing transactions for its 66-year ground lease with the Port of San Francisco. The estimated \$220 million project for the Exploratorium's home at Piers 15 and 17 was awarded a "Top Real Estate Development Deal of the Year" for 2011 by the Daily Journal and Finalist for the 2010 "Real Estate Deal of the Year: Infrastructure/Public-Private" by the San Francisco Business Times.

Represented TMG Partners on the acquisition, leasing, and financing relating to the rehabilitation of a 1960's vintage office building into a premier Class A building. The project involved the securing of entitlements during the dissolution of the San Francisco Redevelopment Agency, the negotiation and drafting of anchor leases with Macys.com and Riverbed Technology for over 440,000 square feet and the structuring and negotiation of a \$170 million dollar loan following commencement of construction of the renovation.

Represented institutional lenders in a 157,000 square foot complex office lease with Nokia, in a half-built, mixed-use project controlled by a receiver. The project was awarded the 2010 "Most Creative Deal of the Year" by the Silicon Valley/San Jose Business Times.

Represented an investor partner in the restructuring of three joint venture partnerships owning large mixed-use residential, commercial and resort projects in California.

Represented Hunter Storm Properties in its joint venture formation and development of Brocade's 562,000 square foot campus in San Jose.

Represented TMG Partners in the 270,000 square foot lease of Townsend Center to Zynga, the then largest new office lease in San Francisco in the previous five years. The project received the 2010 "Real Estate Deal of the Year: Office Lease/Sublease for San Francisco" award from the San Francisco Business Times.

## Honors & Awards

Danna was honored by the San Francisco Business Times as one of the “Most Influential Women in Bay Area Business” in 2011 and 2012, and named to the “Forever Influential” Honor Roll in 2019. The Daily Journal named her as a 2011 “Dealmaker of the Year” and as one of 20 California real estate attorneys whose complex real estate deals had a significant impact on local communities and the broader real estate market, in addition to demonstrating creativity, adaptability, and tenacity. She was also featured as one of the Bay Area’s Industry Leaders in The Registry’s 2011 Outlook publication. Danna is listed in The Best Lawyers in America in the Real Estate Law category.

## Professional Activities

Danna is an elected member of the Policy Advisory Board for the University of California, Berkeley’s Fisher Center for Real Estate and Urban Economics, and an elected Fellow of The American College of Real Estate Lawyers (ACREL), the premier organization of U.S. real estate lawyers. She is admitted to practice in the States of California and Michigan and is a member of the Real Property Law Section of the State Bar of California. Danna is also a long-standing member of Commercial Real Estate Women in Detroit and San Francisco and of the International Council of Shopping Centers.

She is a frequent speaker on leasing, financing and acquisition topics, including presentations for the American Law Institute Continuing Legal Education (ALI CLE), the California Continuing Education of the Bar and the Practising Law Institute. From 2003 to 2009, Danna served as a director and vice president of Habitat for Humanity San Francisco.

## Education

J.D., cum laude Wayne State University (1987)

B.A., cum laude Marquette University (1984)