



Harry G. Heching
Senior Counsel

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Expertise
Commercial Real Estate

Bar Admissions
New York, 1979

Harry brings unparalleled expertise to his clients' commercial real estate matters. They value his precise advice and business-minded focus on bottom-line results.

For more than 30 years, Harry's been a trusted adviser for financial institutions, pension funds, real estate trusts and developers in their financing, sale, acquisition and joint venturing of real property throughout the U.S. They also turn to him for his deep knowledge of title practice and title insurance coverage.

Due to his expertise in commercial leasing, Harry is regularly called upon by landlords and tenants for his skill in negotiating challenging office building, retail and shopping centre leases. His extensive financing work includes off-balance-sheet and real-estate-related financings such as sale-leasebacks and mezzanine loans.

Clients, primarily developer/owners, seek out Harry's experience in negotiating construction agreements, including general contract, construction management, design-build and architects' agreements.

REPRESENTATIVE WORK

PSP Investments

Acting for PSP Investments in the US\$239.6-million acquisition by Clearwater U.S. Multi-Family (No. 2) Holding LP, a limited partnership formed by PSP and Daniel Drimmer (CEO and director of the general partner of the Clearwater Fund), of Starlight U.S. Multi-Family (No.1) Value-Add Fund's portfolio of three multi-family properties totalling 1,193 units located in the United States.

PSP Investments

Advised PSP Investments in its purchase of the Kulolio Ranch, Central Maui Feedstocks, LLC and the East Maui Irrigation Company, LLC with respect to former sugar cane operations in Hawaii. This was the largest private land sale in Maui's history and will preserve the agricultural use of the lands.

Amcor Rigid Plastics USA, Inc.

Acted for Amcor Rigid Plastics USA, Inc. in connection with its US\$280-million acquisition of the North American rigid plastics blow molding operations of Sonoco Products Company, a global packaging company based in the United States.

Public Sector Pension Investment Board

Acted for Public Sector Pension Investment Board in connection with the acquisition by way of a joint venture with Henley Holding Company, a wholly-owned subsidiary of the Abu Dhabi Investment Authority, of a 58 million square foot portfolio of core industrial properties held by investment funds owned and managed by Exeter Property Group for US \$3.15 billion.

Amcor Limited

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Acted for Amcor Limited in connection with its US\$114.8-million acquisition of AGI-Shorewood's tobacco packaging operations in China, Mexico, South Korea and the United States. This deal was selected as Corporate/Strategic Acquisition of the Year (Over \$100mm to \$1 Billion) in 2013 by *The M&A Advisor*.

OPTrust

Acted for OPTrust in connection with the acquisition by OPTrust and DeBartolo Investments of preferred stock and warrants of Landmark Apartment Trust, Inc., a US-based Real Estate Investment Trust. The private offering of preferred stock and warrants is part of another transaction in which Landmark Apartment Trust is acquiring 21 multifamily apartment communities from Elco Landmark Residential Holdings, Inc. and certain other investors.

Canaccord Genuity & National Bank Financial

Acted for a syndicate of underwriters led by Canaccord Genuity and National Bank Financial in connection with the \$121-million initial public offering of HealthLease Properties Real Estate Investment Trust.

Altus Capital Partners

Acted for Altus Capital Partners in its acquisition of International Imaging Materials, Inc., a global leader in the development, manufacture and distribution of thermal transfer ribbons.

Wilson Elser Moskowitz Edelman & Dicker LLP

Acted for national law firm, Wilson Elser Moskowitz Edelman & Dicker LLP in connection with a 15-year 125,000 square foot lease for new office space in White Plains, New York. This is reported to be the largest commercial lease transaction in Westchester County, New York for 2011.

Novacap Industries III, L.P.

Acted for Novacap Industries III, L.P., a leading Canadian private equity and venture fund, in connection with its US\$87-million acquisition of Idaho Pacific Holdings, Inc. and its Canadian and U.S. subsidiaries.

RECOGNITIONS

New York *Super Lawyers*—Real Estate

Martindale-Hubbell—AV Preeminent Ranking

INSIGHTS

U.S. Treasury Broadly Expands Disclosures of “All Cash” Real Estate Purchases
Nov. 28, 2018

FinCen Extends Required Disclosures of High-End Real Estate Transactions to New Jurisdictions
Aug. 03, 2016

New Disclosures Required in High-End Residential Real Estate Transactions in Manhattan and Miami
Feb. 04, 2016

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EDUCATION

New York University, JD, 1978

NYU Wagner, New York University, MUP, 1977

City College of New York, BS (Magna Cum Laude) and BArch, 1973

COMMUNITY INVOLVEMENT

Lincoln Square Synagogue, Real Estate Committee