

Alan H. Kosberg

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PROFESSIONAL EXPERIENCE:

Trilogy Law LLC, Boston, Massachusetts 2015 – Present

Partner in boutique real estate and business law firm

- Represent real estate investment trust in retail leasing matters.
- Represent borrowers in purchases and sales and in financing of commercial real estate properties.

Riemer & Braunstein LLP, Boston, Massachusetts 2014 –2015

Of Counsel in Banking & Finance Practice Group

- Represented national lenders in secured and unsecured syndicated credit facilities.
- Represented regional banks in short-term working capital facilities.
- Evaluated co-lending opportunities on behalf of national lenders.

Seyfarth Shaw LLP, Boston, Massachusetts 2012 –2013

Counsel in real estate department of national law firm.

- Represented Wall Street investment bank in loan transactions ranging in size from \$4,000,000.00 to \$40,000,000.00 made throughout the United States and secured by diverse collateral including shopping centers, office buildings, industrial facilities, and hotels.

Law Offices of Alan H. Kosberg LLC, Hartford, Connecticut 2011

Owner of law firm with regional practice focusing on general business and commercial real estate.

- Advised New York-based distressed loan investor with respect to realization on collateral securing a portfolio of asset-based loans acquired from regional bank.
- Counseled beneficiary in disputes with trustee over real estate matters, commercial loans, and investments.
- Represented buyers and sellers in the purchase and sale of local franchises.

Ford & Paulekas, LLP, Hartford, Connecticut 2008 – 2011

Of Counsel in law firm with regional practice focusing on finance, commercial real estate, litigation, insolvency and debt restructuring.

- Represented lender in conversion of a retail space lease to a financeable ground lease.
- Provided litigation and trial support in a ground lease dispute involving competing Class A office building owners and litigation support in declaratory judgment action on behalf of municipality seeking enforcement of PILOT agreement.
- Counseled marketing company in connection with capital infusion including preparation of stock purchase agreement and shareholder agreement.

Kroll, McNamara, Evans & Delehanty, LLP, West Hartford, Connecticut 2004-2007

Senior Associate elevated to Partner in law firm with national practice focusing on commercial real estate finance and development.

- Represented several Wall Street investment banks in loan transactions ranging in size from \$4,000,000.00 to more than \$100,000,000.00 made throughout the United States and secured by diverse collateral including shopping centers, office buildings, mixed-use commercial condominiums, and industrial facilities.

- Advised New York Stock Exchange-listed developer in the acquisition of an industrial conversion project including negotiating easements and parking agreements with state and municipal authorities.
- Negotiated leases on behalf of landlords and tenants.
- Counseled regional grocery cooperative in establishing and modifying credit facilities to its retailer members.

Bingham McCutchen LLP, Hartford, Connecticut

2000-2004

Associate in real estate department of international law firm.

- Represented institutional lenders in portfolio (both transitional and permanent loans) and conduit lending transactions throughout the United States and in loan restructurings.
- Supported Institutional Finance Group in the issuance of privately placed senior and subordinated debt and Financial Restructuring Group in national and international workouts.
- Represented big box regional retailer in a merger with a competing retail chain including negotiating the purchase agreement, establishing a commonly-owned affiliate, acquiring commercial real estate, analyzing retail leases, and preparing shareholder agreements.

Bruce H. Stanger Associates, West Hartford, Connecticut

1995-2000

Associate in regional firm focusing on general commercial, corporate and litigation matters.

- Represented contractor in a multi-million dollar construction law claim against the State of Connecticut.
- Represented big box regional retailer in commercial and corporate matters including site acquisition, leasing, asset-based and real estate financing, shareholder agreements, vendor and other commercial contract agreements, and corporate organizational and operational matters.
- Advised a variety of small businesses in corporate and commercial transactions including acquisitions and dispositions of businesses, leasing, secured and unsecured commercial financings, negotiation and preparation of organizational documents, and shareholder disputes.

Gordon and Associates, PC, West Hartford, Connecticut

1991-1994

Associate in firm focusing on general commercial and corporate matters.

- Counseled national retail management consultant in post-petition financing proceedings to provide financing to bankrupt retailers and in all facets of start-up, operation, and termination of joint venture transactions throughout the United States.
- Represented regional retailer in commercial and corporate matters including leasing, financing, commercial contract agreements, and corporate organizational and operational matters.

EDUCATION:

Boston University School of Law, Boston, Massachusetts

Juris Doctor – May 1991

University of Pennsylvania, Philadelphia, Pennsylvania

Bachelor of Arts – May 1986 Area of Concentration – Biophysics

BAR ADMISSIONS:

State of Connecticut
U.S. District Court for the District of Connecticut
Commonwealth of Massachusetts

PROFESSIONAL AND COMMUNITY AFFILIATIONS:

Present Affiliations:

Member – Real Estate Finance Association
Member – Connecticut Bar Association
Member – Connecticut Brain Injury Support Network

Former Affiliations:

Member – Commercial Real Estate Finance Council
Vice President – Penn Alumni Club
Regional Board Member - Anti-Defamation League