fogler rubinoff

Alan J. Frank

Partner

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Alan's practice focuses on Commercial Real Estate and Commercial Leasing. Alan works with clients to maximize their financial and business objectives.

Alan's practice includes commercial real estate transactions consisting of acquisitions, dispositions, and financing of revenue-producing properties, including joint ventures, construction, design/build projects and development projects. Alan also specializes in commercial leasing in the office, retail and industrial sectors for both landlords and tenants, representing and advising owners, developers, asset managers, hospitals, banks, REITs, retail chains and retailers in all aspects of leasing, negotiations, rights, remedies, operational and management matters.

Alan frequently speaks on real estate and commercial leasing matters for industry groups and professional organizations. He is also the co-organizer of a series of Annual Seminar Programs featuring guest CFO Hospital speakers who are Alan's clients. These seminars are uniquely created for the Hospital sector to focus on creating and maximizing Retail Leasing Revenue for Hospitals. Prior to joining the firm, Alan was Senior Vice President and General Counsel of Olympia & York, an international real estate developer and owner, for 13 years.

Education & Memberships

EDUCATION

Admitted to the Ontario Bar

University of Windsor, LL.B.

University of Toronto, B.Sc.

MEMBERSHIPS

National Association of Industrial and Office Properties (NAIOP)

International Council of Shopping Centres (ICSC)

Law Society of Ontario

Canadian Bar Association

PRACTICE AREAS

Commercial Leasing

Commercial Real Estate

Infrastructure and Public Projects

Property Development

Real Estate Acquisitions and Dispositions

Real Estate Financing

Representative Work

$218 Million Sale of the Sheppard Centre
Represented The Standard Life Assurance Company of Canada in the $218 million sale of the Sheppard Centre in Toronto, a mixed use office and retail complex.

Represents 9 Major Ontario Hospitals
Represents nine (9) major Ontario hospitals in the preparation, standardization and negotiation of Offers to Lease, Leases and various other lease agreements for retail leasing programs within each hospital facility on behalf of the hospital as landlord.

$200 Million Boat Tours Lease and Operating Agreement for Hornblower Canada with Niagara Parks Commission
Represented by Hornblower Canada, the successful bidder in a public RFP process by the Niagara Parks Commission, in negotiations to conclude an Agreement in favour of Hornblower, generating over $200 Million for the Provincial Government. Hornblower, who also operates tours to the Statue of Liberty and Alcatraz, will operate public ferry boat tours of Niagara Falls, replacing the Maid of the Mist operation.

High-rise Residential Condominium Joint Venture
Acted on behalf of a developer in the formation of a new joint venture project for the land acquisition, development and construction of a multi-phase, high-rise residential condominium complex of over 1 million square feet.

Trump International Hotel and Tower
Represented the owner in the joint venture and project development agreements for the Trump International Hotel and Tower in Toronto.

Shopping Centres Sold for $100 Million
Acted for the Vendor of 5 shopping centres for a sale price of over $100 million and for a purchaser in the acquisition of 10 shopping centres for a purchase price of $286 Million.

Design/Build/Lease of a 550,000 Square Foot Manufacturing and Warehouse Facility
Represented the Tenant in the Design/Build/Lease Agreement for the construction and lease of a 550,000 square foot manufacturing and warehouse facility.

Lease Negotiations for Over 1.75 Million Square Feet in First Canadian Place, The Exchange Tower and Scotia Plaza
Structured, negotiated and prepared significant lease transactions from the letter of intent through to the lease for prime office space of over 1.75 million square feet in First Canadian Place, The Exchange Tower and Scotia Plaza with anchor tenants including national law firms, banks, and financial institutions.

Acquisition of Property Management Company
Negotiated the agreement for the acquisition of the real estate management business with 350 employees and a portfolio of 10 million square feet of prime commercial office/retail buildings across Canada from a court appointed receiver resulting in the creation of O & Y Properties.

Purchase of Scotia Plaza
Negotiated and completed the complex arrangements to purchase a 50% interest in Scotia Plaza (a 68 storey office building containing 1.5 million square feet in Toronto) from Capeau Corporation.

Land Exchange Transaction for the Toronto Stock Exchange
Implemented the land exchange transaction to move The Toronto Stock Exchange from its historic location on Bay Street to The Exchange Tower,

Toronto.

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