



Industrial

At Cox Castle, we understand all facets of the booming industrial market. Our attorneys have decades of experience representing developers, owners, investors and corporate users in every aspect of industrial real estate. We have helped our clients tackle the industry's most complex challenges, including acquisition, development, redevelopment, financing, leasing and sales of warehouses and distribution/logistics facilities, cold and container storage, off-site vehicle storage, truck terminals, logistics and manufacturing facilities, as well as the intricacies of last-mile logistics.

Our attorneys bring to bear both industry expertise and legal experience in addressing the full spectrum of these transactions, including environmental and zoning, permitting and the California Environmental Quality Act (CEQA), land use, hazardous materials due diligence and site remediation, insurance coverage, tax, finance, bankruptcy, joint venture and construction matters. We deliver a comprehensive strategy that satisfies client business objectives with the right speed and tone to optimize the return on investment.

Developer and Owner Representation

We represent developers, owners and investors in the acquisition, development and sale of industrial properties in strategic locations, close to large urban populations in and around key U.S. gateway cities, where demand is strong. Innovations, particularly in e-commerce, are changing consumer behavior and driving greater investment in locations close to major urban centers and end-consumers. We are particularly familiar with the Southern California industrial market, where the Ports of Los Angeles and Long Beach (responsible for roughly 40% of all inbound containers in the U.S.) are a substantial driver for the industrial market.

Our attorneys have represented a substantial number of large, master-planned industrial projects, some containing more than 300 acres of land and requiring as many as five years to design, develop and sell. We are experts in acquisitions, sales and leasing; subdivision of land and master development planning; design, engineering and construction contracts; reciprocal easement agreements and CC&Rs; development agreements with cities; development and property management agreements; and listing agreements.

Land Use Representation – Acquisition / Entitlement & Permitting

We represent a wide spectrum of industrial land developers and property owners in multiple jurisdictions at the local, state and federal levels. Our land use team is experienced in planning, zoning, subdivisions and use permits for industrial projects. In addition, we coordinate all land use disciplines involved in development of industrial projects, including federal and state environmental regulation, climate change, air quality, discharge permits, water quality, water supply, endangered species, critical habitats, vested rights, development agreements, exactions and redevelopment. Our industrial projects range in size from master-planned communities of thousands of acres to



smaller urban infill development.

Industrial Leasing

We handle millions of square feet of industrial lease transactions annually throughout the United States. We have substantial experience in structuring, negotiating and documenting major single-tenant warehouse, logistics and distribution leases for both landlords and tenants (including international e-commerce users); automated last-mile distribution facility leases; national multi-tenant portfolio leasing for institutional landlords; and build-to-suit and reverse build-to-suit lease transactions. Our expertise also includes ground leases, data center, research and development, lab, cold storage, truck and trailer parking leases, rooftop solar power leases and licenses and counseling on various asset management issues for all types of industrial real estate.

Environmental Assessment & Mitigation

Our attorneys are adept at crafting environmental risk management strategies in the context of industrial real estate acquisition, financing and development. We represent property owners, developers, institutional investors and municipalities. We focus on identifying the legal risks associated with contaminated properties and in finding solutions to address those risks. We have vast experience negotiating with government agencies to help minimize our clients' environmental liabilities using tools such as the California Land Reuse and Revitalization Act, the Polanco Act and the Brownfields Revitalization and Environmental Restoration Act.