

## Lisa M. Zana

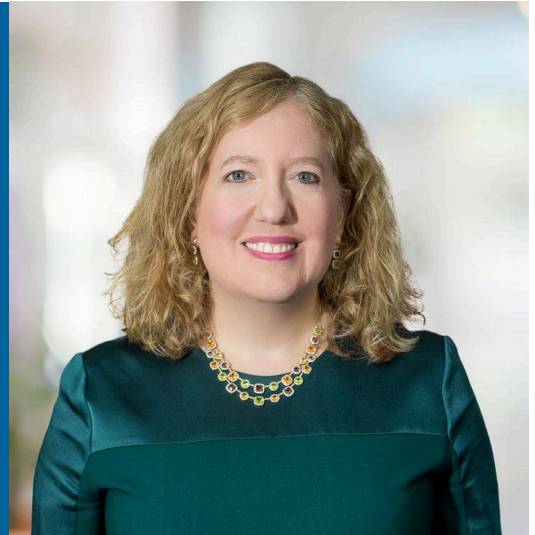
Partner

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Lisa is co-chair of Shipman's Real Estate, Environmental, Energy, Land Use and Construction Department, and a partner in a national real estate practice that includes New York-trained lawyers who, like Lisa, practiced at large national and international law firms before joining Shipman. She is able to deliver incisive, strategic and efficient counsel to clients at a significantly lower cost than many local and national competitors.

Lisa's commercial real estate clients are situated throughout the United States with a focus on New York's tri-state area, and include private developers, public companies, institutional owners, banks and lessees of millions of square feet of real estate across the country in the luxury residential, mixed-use, retail, commercial office, data centers and colocation facilities, hotel and hospitality, health care and higher education industries.

Lisa's specific experience and areas of focus include:

- Representing public and private companies that use millions of square feet of real estate, in negotiating build-to-suit and credit-tenant office leases, development agreements and state tax incentive agreements
- Structuring transactions having New York City-specific attributes, including the acquisition of development rights, utilizing mixed-use condominium units to maximize the value of an asset and taking full advantage of available mortgage recording tax savings
- Acquiring, selling, financing and leasing data centers and colocation facilities
- Negotiating ground leases

- Negotiating retail leases on behalf of developers and the end retail users
- Arranging for and negotiating debt and equity financing
- Negotiating corporate- and property-level acquisitions and sales
- Advising clients on the redevelopment of their retail and hotel properties, residential, office, industrial and warehouse facilities; corporate campuses, shopping centers and mixed-use projects.

## Distinctions

- Listed in The Best Lawyers in America<sup>®</sup>: *Real Estate Law* (2024-2026)
- Listed in Chambers USA: *Real Estate* (2024-2025)
- Listed as a Connecticut Super Lawyer Rising Star<sup>®</sup>: *Real Estate*; 2013

## Professional Affiliations

- Connecticut Bar Association
- New York State Bar Association
- CREW Network Retail Council (Commercial Real Estate Women)
- CREW-NY (Commercial Real Estate Women – New York)

## Community Involvement

- Catechism Teacher, St. Francis

## Credentials

### *Education*

- Yale University, B.A., 1995
- Duke University, J.D., 1998, cum laude

### *Bar Admissions*

- New York, 1999
- Connecticut, 2009