HUSCH BLACKWELL



Andrew M. Hodgson

PARTNER

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OVERVIEW

Andrew handles all phases of commercial real estate transactions from negotiation through due diligence and closing.

Enjoying the challenge of each property being unique, Andrew represents sellers, landlords, buyers and tenants nationwide in sophisticated real estate transactions for retail, industrial and office properties. At every stage of a transaction, he works closely with clients to strategize a successful deal; collaborates with municipalities, title companies, brokers and escrow agents; and astutely overcomes obstacles as they arise. Although Andrew primarily serves on the firm's Retail Real Estate team, he guides clients across multiple industries, including helping clients in the cannabis and alcohol & beverage sectors as they navigate quickly changing regulatory issues of development, leasing and tenancy.

Andrew also has experience serving as local counsel for borrowers and lenders on loans secured by real estate in Tennessee ranging from single-asset loans to multistate, portfolio and capital market loans.

Industry

Real Estate, Development, & Construction

Services

Alcohol Beverage
Banking & Finance
Cannabis
Corporate
Mergers & Acquisitions
Retail Real Estate

"Andrew has a keen ability to listen to the issues and respond with strong recommendations. His turnaround time on documents is excellent."

— Chambers USA 2024

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Experience

- Represented Peaksware Holdings in its sale of TrainingPeaks and TrainHeroic to Garmin Ltd. (NYSE: GRMN).
- Negotiated sale agreements for and closed the individual sales of ground leased outparcels, located next to regional shopping centers and totaling more than $95 million in gross proceeds.
- Served as local counsel on loans backed or partially backed by Tennessee commercial real estate with total loan proceeds exceeding $8.5 billion.
- Negotiated space leases and ground leases with national and regional tenants for nearly 450,000 square feet of retail space.
- Negotiated and closed the sale of commercial freight terminals totaling more than $125 million in gross proceeds in 2022 and 2023.
- Co-lead on a team that assisted a publicly traded national REIT on the real estate due diligence to refinance post-bankruptcy high-interest bond financing with over $400 million in new lower-interest financing involving 18 open-air shopping centers and 91 outparcels resulting in access to over $75 million in unencumbered cash flow and drastic annual interest savings.
- Negotiated 85,000 square foot office lease for a global headquarters.
- Negotiated master purchase and sale agreements for, and co-lead on the real estate due diligence teams for, the sale-leasebacks of both a 10-restaurant and a 9-restaurant portfolio opposite a nationally renowned, institutional REIT.
- Advised and assisted international buyer in the acquisition of a performance theater in Branson, Missouri to establish the buyer's United States presence.
- Negotiated and closed an asset purchase transaction for the buyback of five franchised restaurant locations on behalf of the franchisor.
- Negotiated and closed a $10.15 million sale-leaseback for seller-tenant of two industrial facilities in different states opposite a nationally renowned, institutional portfolio lender.

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Experience

- Conducted due diligence on a $192 million acquisition of a Tier 1 open-air mixed-use center that generates over $200 million in annual sales.
- Assisted with a $5 million loan transaction for the purchase of a regional strip center.
- Assisted with a $3 million loan transaction secured by more than 75 residential properties across the State of Tennessee.
- Assisted with the acquisition of a multi-million dollar agronomy business.
- Negotiated the contract for and closed a $1.2 million leasehold interest buyback and assignment of lease of a 77,000 square foot anchor space.
- Conducted title review and due diligence for multi-megawatt wind energy farms across the Western United States.
- Conducted REIT-sensitive lease review of over 45 commercial leases in connection with the purchase of a large, regional open-air shopping center.
- Served on legal team quickly renegotiating majority of restaurant chain's nationwide leases in wake of COVID-19 for meaningful savings in operational costs.
- Represented CBL Properties in its acquisition of four dominant enclosed regional malls for $178.9 million from Washington Prime Group.

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Recognition

- *The Best Lawyers in America®*
  - Corporate Law, 2025-2027
  - Mergers and Acquisitions Law, 2027
- *Chambers USA*
  - Real Estate, 2025-2026
  - Real Estate, Up and Coming, 2024
- *The Legal 500 United States*
  - Real estate, Recommended lawyer, 2026
- Mid-South Super Lawyers, Real Estate: Business, Rising Star, 2016-2023

Education

- J.D., University of Tennessee College of Law
  - *Transactions: The Tennessee Journal of Business Law*, member
- B.A., University of Tennessee
  - English
- B.A., University of Tennessee
  - Political Science

Admissions

- Tennessee

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Community Leadership

- Town of Signal Mountain Tree Board
- OLSC Chattanooga, Member
- FACES: The National Craniofacial Association, Board of Directors



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