HUSCH BLACKWELL

Sandra Deitering

SENIOR COUNSEL

THE LINK VIRTUAL OFFICE
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OVERVIEW

Sandy brings over 25 years of experience to clients' real estate deals, including nearly two decades in-house negotiating retail leases on behalf of national retail companies. She practices from Lawrence, Kansas as a member of our virtual office, The Link.

Sandy has worked with real estate matters throughout her legal career and loves their technical complexity. She enjoys working with the wide variety of parties involved in any real estate transaction and is highly experienced at balancing the interests of all stakeholders while ensuring that the deal still meets client goals. Sandy primarily handles the drafting and negotiation of office and retail leases, as well as contracts for real estate purchase and sale.

Before moving in-house, Sandy assisted her firm's clients with all stages of commercial real estate development, as well as the acquisition of real estate financing. Sandy went on to serve as a senior lease negotiator for Payless ShoeSource, where she analyzed, drafted and negotiated corporate retail leases for existing stores, new store construction and remodeling projects.

Most recently, Sandy served as associate general counsel for Hallmark Cards, overseeing all real estate leasing needs for both corporate and independently-owned retail stores, corporate offices, industrial plants and locations combining retail space with entertainment venues. She also managed Hallmark's legal needs related to global procurement, negotiating a wide variety of

Industry

Real Estate, Development, & Construction

Services

Corporate Real Estate
Data Centers
Real Estate Finance
Real Estate Investment
Retail Real Estate
Self Storage

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contracts in information technology, information security, human resources, finance, supply chain and marketing.

Sandy's 19 years in-house gave her an inside understanding of the complexity of internal operations for clients, as well as the variety of internal stakeholders deals must satisfy. She's known for her ability to balance the multiple desires that may influence a project, as well as for her dedication to meeting client goals and getting deals done.

Experience

- Completed the acquisition of property involving 120+ acres from 3 different sellers. Among the various issues tackled were municipal annexation, lot consolidation, closure of private airport, various environmental concerns, termination of 17 private easements, quiet title, adverse possession, condemnation, and mineral rights concerns.
- Completed a sale-leaseback project involving 160+ undeveloped acres, construction of a build-to-suit industrial facility of approximately 850,000 square feet, and a long-term lease of that facility. The building will be part of a larger office park and subject to covenants, conditions and restrictions typical for developments of this type.
- Oversaw wide variety of procurement contracts as associate general counsel for major retailer and manufacturing company.
- Oversaw real estate leasing needs for retail stores, entertainment venues, corporate offices and industrial plants.
- Analyzed, drafted and negotiated commercial and legal terms in corporate retail leases.
- Assisted with acquisition, development, leasing and sale of commercial real estate.

Education

- M.B.A., University of Kansas School of Business
- J.D., University of Kansas School of Law
- B.S., Iowa State University

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Admissions

- Kansas

Sandy is associated with the Houston office for telephone and mail purposes only. She is not admitted to practice in Texas.

Community Leadership

Sandy is an active supporter of the Lawrence Humane Society as well as Bra Couture, an organization that supports uninsured and underinsured breast cancer patients and survivors.

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*Sandy works remotely and is licensed in Kansas, practicing in Lawrence, KS. Contact Sandy via email or phone for in-person or virtual meetings. Use our Houston, TX office address for mail/deliveries only.

2025 Pro Bono Contributor

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