



Laura Sorscher

Member

Philadelphia

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Laura is a seasoned transactional attorney with more than 30 years of experience in commercial real estate, financing, and business contracting. Her practical approach to legal service is informed by her 14 years of in-house experience as general counsel of a national financial services company and industrial loan bank, real estate counsel for a national retailer, and counsel for an internet startup.

Laura's real estate practice includes commercial and residential acquisitions, sales, development, management, and leasing. She represents developers of shopping centers, retail, office, apartment and mixed-use projects, condominiums, low-income housing, and assisted living properties, as well as municipal entities in publicly owned or financed development projects. Laura has documented and closed secured and unsecured credit facilities, construction and permanent loans, and conventional and government-assisted financings for borrowers and lenders. In addition, Laura has represented landlords and tenants from startups to Fortune 500 companies and national retail chains in retail, office, and warehouse leases.

Laura earned her undergraduate degree, *magna cum laude*, from The Wharton School at the University of Pennsylvania. She received her law degree from the University of Pennsylvania Law School where she was a member of the Guild Food Stamp Clinic Executive Board.

Experience

Represented private equity firm Argosy Capital in its sale of Component Sourcing International, LLC, a manufacturer of custom components in a variety of product categories, to private equity firm CPC, LLC. This transaction drew on the experience of the firm's corporate; tax; antitrust; labor and employment; employee benefits and executive compensation; technology, privacy, and data security, intellectual property, real estate, and environmental attorneys.

Represented private equity firm PennSpring Capital, LLC in its acquisition of Burch Supplies Company, Inc., an equipment and supplies distributor for the mining, industrial, and mineral processing industries, with a related real estate acquisition funded in part by a loan and in part by rollover equity. This transaction drew on the experience of the firm's corporate; tax; real estate; intellectual property; and technology, privacy & data security attorneys.

Represented Jillamy Inc., a third-party logistics provider, in its acquisition of equity and related real estate of Karol Fulfillment, an e-commerce fulfillment company. This transaction drew on the experience of the firm's corporate and real estate attorneys.

Represented the owner of a regional shopping mall in connection with the contribution of the property to the operating partnership of a REIT. In exchange for the contribution, the owner acquiring limited partnership interests and cash, and the operating partnership assumed debt associated with the property.

Represented a national parking facility operator and real estate developer in multiple secured financing transactions with regional and national lenders.

Represented a rapidly expanding startup technology company in New York and Philadelphia office

Practice Areas

- Real Estate
- Real Estate Finance
- Real Estate Development
- Real Estate Lease Restructuring

Education

- University of Pennsylvania Law School, J.D., 1988
- University of Pennsylvania The Wharton School, B.S., 1985

Bar Admissions

- Pennsylvania

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leasing transactions.

Represented the City of Philadelphia in drafting and negotiating real estate documentation for the construction and financing of international and commuter terminals.

Represented the owner in the acquisition of a multifamily apartment complex from a commercial lender and in the subsequent financing of the project by a different lender.

Represented the owner/developer in management and licensing agreement negotiations with a national hotel chain.

Prepared a public offering statement and condominium documents for a 344-unit residential condominium complex.

Represented a local manufacturer in the transportation industry in closing a revolving credit facility for equipment financing.

Represented a national toy store and a women's clothing chain in retail store leasing transactions.

Represented the owners in the sale of parcels in a regional shopping mall to a major national department store chain for the construction of 125,000 sq. ft. anchor department store.

Represented a nursing home operator in the refinancing of a permanent loan secured by multiple facilities.

Represented the developer in construction and permanent financing from the New Jersey Housing and Mortgage Finance Agency (NJHMFA) and New Jersey Department of Community Affairs (NJCA) for rehabilitation of a 91-unit low-income housing rental project.

Represented a commercial bank in a financing transaction with a condominium broker secured by 72 separate residential condominium units.

Represented the issuer in a private offering to raise \$10.8 million to invest in a multifamily real estate project.

Represented Rodman Properties, Inc. in connection with its acquisition of seven multifamily properties. The \$129 million portfolio purchase included approximately 1,000 units and was the client's largest acquisition as of the closing date. The transaction involved both Fannie Mae and conventional mortgage financing as well as a \$39 million private equity offering.

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