



G. Scott Lutz

Of Counsel

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Practice Areas

- Corporate and Business Law
- Real Estate

Noteworthy Experience

- Handled numerous real estate transactions, including purchase and sales transactions, development agreements, construction contracts, lease transactions and project financings.
- Represented landlords and tenants in all aspects of leasing, including retail, office and commercial transactions.
- Handled numerous merger and acquisition transactions, representing public as well as privately-held companies, including several multi-billion dollar acquisitions by a public company.
- Represented a major supermarket chain in all aspects of the development of several very large shopping centers, including obtaining financing, acquiring the real property, obtaining land-use approvals, subdividing the site, selling graded pads and leasing improved retail space.
- Represented numerous lenders and borrowers, including several Fortune 500 companies, in a variety of complex financing transactions, including representing a borrower in obtaining a \$500 million dollar revolving line of credit and representing a co-lender in a two hundred and fifty million project finance facility.
- Represented a privately held start-up company in raising more than \$50 million dollars of venture capital.
- Handled numerous licensing and technology transfer transactions, including licensing and sublicensing intellectual property.
- Represented two major telecom companies in the sale of wireless infrastructure equipment to customers located in India, Chile, Brazil, China, Mexico, Korea, Japan and Russia.
- Represented a major telecom company in connection with forming and financing several international joint ventures.

Education

- University of South Carolina School of Law, *cum laude*, 1989
- Furman University, undergraduate in Political Science, *magna cum laude*, 1986

Professional Affiliations and Admissions

- Member of the California State Bar Association
- Member of the San Diego County Bar Association
- Member of the Order of the Coif
- Former VP, General Counsel and Secretary of Ericsson Wireless, Inc.

Community Affiliations

- Member of the Board of Directors of the Leukemia Society, San Diego Chapter, 1993-1995

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