



## Gary S. Lachman

*Of Counsel*

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Of Counsel at Greenspoon Marder. Mr. Lachman has over 30 years of experience as an international attorney related to entity and transactional structuring. In addition to complex international mergers & acquisitions, his focus has always been on large scale mixed-use development issues related to planning/zoning, financing, and contracting. He routinely works closely with municipal officials and staff members to obtain expanded development rights, variances, expedited permits and City Council approvals. His clients have included international resort developers and investors. He and his law partners have also represented the developers of hotel and resort properties not only in Florida, but in Turkey, Croatia, Azerbaijan, Switzerland, Kazakhstan, Egypt, and the UAE. As an example of the international nature of his practice, Mr. Lachman represented the owner of the Ritz Carlton Hotel in Istanbul on a project to acquire the Setai Hotel in Miami Beach from the US Bankruptcy Court in 2012.

Between 1998 and 2006, Mr. Lachman served in the Bureau of Overseas Buildings Operations at the U.S. Department of State. During his time there, he conducted real estate negotiations on behalf of the United States government in more than forty countries around the globe. In his position as an International Real Estate Portfolio Manager and leader of the New Embassies and Consulates group, he negotiated and managed the development of projects above €800m globally. Mr. Lachman has also been engaged in residential real estate acquisition and development in Vancouver, Canada for over 30 years working closely with local counsel and US-based investors.

While living in Istanbul, Turkey between 2007 and 2015, Mr. Lachman was Special Counsel on Foreign Law and a partner of Lachman ?imayl? & Aykut, an Istanbul-based legal consultancy comprised of Turkish attorneys with LLM degrees from top American and UK universities. Mr. Lachman was an associate professor of International Real Estate at the Johns Hopkins University, teaching a graduate level course in International Real Estate Investment and Development in Emerging Markets, having written a book on this subject. A former professor in the Faculties of Law and Communications at Koç University in Istanbul, he also was a visiting professor at Kuwait University in the UAE and Jagiellonian University in Krakow, Poland. This led to his tenure as an International Real Estate Consultant to the Ministry of Foreign Affairs of the Republic of Poland, assisting with their acquisitions and disposals in the U.S. and throughout the world. Over the years he has been a contributing journalist for the Hürriyet Daily News of Turkey and author of the book, Real Estate Investment, Development, and Law in Emerging Markets (PEI Media).

### Court Admissions

- U. S. District Courts, Northern and Southern Districts of Florida
- U.S. Court of Appeals, Eleventh Circuit
- Court of Appeals, Federal Circuit
- Colorado Supreme Court
- U.S. District Court, District of Colorado

### Bar Admissions

- Colorado
- Florida

## Education

- J.D., University Of Denver, Sturm College Of Law, 1978
- M.B.A., Johns Hopkins University
- B.A., Duke University, 1974
- National Foreign Affairs Training Center
- Foreign Service Institute, U.S. Department of State Leadership and Management School, 1998-2005
- Successfully completed courses in Management, Diversity Training, Team Building, Running Effective Meetings, Negotiation Art and Skills, and Conflict Resolution
- Florida Supreme Court Mediation Training Certificate for Circuit Civil Mediation; Florida Dispute Resolution Center
- Florida Supreme Court Mediation Training Certificate for Family/Divorce Mediation; Florida Dispute Resolution Center

## Practice Areas

- Corporate
- International
- Real Estate
- Mediation

## Professional and Community Involvement

- Board of Trustees of the Palm Beach Symphony, Member, 2015-Present
- Duke University, Board of Visitors, Member, 2000-2008
  - School of Medicine, Ophthalmology Center Board, Member, 2007-2015
- National Association Of Home Builders, Member, 1985-1998
- Make a Wish Foundation, Advisory Board Member, Turkey, 2010-2015
- Prince George's County Economic Development Corporation, Board of Directors, Member, 1986-1988
- Propeller Club Port of Istanbul, Member, 2006-Present
  - Port President, 2013-2015
- State of Maryland, Enterprise Road Corridor Development Review District, Commissioner, 1997
- Suburban Maryland Building Industry Association, Board Of Directors, Member, 1990-1998
  - Land Development Council, Chairman, 1989-1990
  - Minority Outreach Committee, Chairman, 1989-1990
- The Advisory Council of Business And Industry, Board of Directors, Member 1987-1991

## Recognitions

- U.S. Department of State Superior Honor award for superlative service with negotiations and acquisition of properties, 2005
- U.S. Department of State QSI award for superlative service with negotiations and acquisition of properties, 2004
- U.S. Department of State Performance award in recognition of sustained performance of official duties, 2004
- U.S. Department of State Superior Honor Award for acquisition of site for new Embassy in Sofia, Bulgaria, 2001
- U.S. Department of State Superior Honor Award for acquisition of site for new Consulate in Istanbul, Turkey, 2000

- U.S. Department of State Superior Honor Award for acquisition of security setback properties for U.S. Embassy in Tbilisi, Georgia, 1999

## **Publications**

- *Mondaq*, "Doing Business In Free Trade Zones In Turkey," December 18, 2014
- *Mondaq*, "Going Public in Turkey – Part One Of A Series: Overview," August 4, 2014
- *Mondaq*, "Turkish Occupational Health And Safety Regime," June 23, 2014
- *Mondaq*, "Enhanced Protection For Consumers: The New Turkish Consumer Protection Law," May 30, 2014
- *Mondaq*, "Establishment Of Associations In Turkey," May 20, 2014
- *Mondaq*, "Overview Of The Amended Law Regarding The Regulation Of Publications On The Internet And Combatting Crimes Committed Through Such Publications," April 3, 2014
- *Mondaq*, "Data Protection Laws In Turkey," April 22, 2014
- *Mondaq*, "Private Equity Real Estate Funds In Turkey," December 22, 2011
- *Mondaq*, Update To Turkish Real Estate Law, December 22, 2011
- *Hurriyet Daily News*, "Real Estate Risk/Return Disconnect in Turkey," March 25, 2010
- *Mondaq*, The Legal Framework For Privatization In Turkey, March 2, 2010
- PEI Media, "Real Estate Investment, Development, and Law in Emerging Markets," October 2010
- *Hurriyet Daily News*, "Real Estate Leases in Turkey," October 17, 2009
- *Hurriyet Daily News*, "Acts of God," September 19, 2009
- *Hurriyet Daily News*, "Mergers & Acquisitions: A corporate dating game," July 18, 2009
- *Hurriyet Daily News*, "Istanbul Still Attracts Real Estate Investment," July 11, 2009
- *Hurriyet Daily News*, "The Fate of the US Dollar," October 31, 2009
- *Hurriyet Daily News*, "The U.S. "Immigrant Investor" Visa," November 20, 2009
- *Hurriyet Daily News*, "Where can you find justice?," September 5, 2009
- *Hurriyet Daily News*, "How culture can affect communication," August 21, 2009
- *Hurriyet Daily News*, "Proximate cause, foreseeability and Istanbul ferries," Monday, June 22, 2009
- *Hurriyet Daily News*, "THE LAW OFFICE: Foreign Banks' Representative Offices," October 18, 2008
- *Hurriyet Daily News*, "THE LAW OFFICE: Vultures in the American Skies," October 11, 2008
- *Hurriyet Daily News*, "THE LAW OFFICE: Recent Developments in Competition Law," October 4, 2008
- *Hurriyet Daily News*, "THE LAW OFFICE, Threat to new real estate law," September 27, 2008
- *Hurriyet Daily News*, "THE LAW OFFICE: Market hurricane largely misses Turkey," September 20, 2008
- *Hurriyet Daily News*, "THE LAW OFFICE: New law restricts real estate for foreigners," September 13, 2008

## **Reports**

### UPDATE TO TURKISH REAL ESTATE LAW © 2011

- *TABA* magazine, "Turkish/American Attitudes Regarding Lawyers and Jurisdictions" © 2010
- *TABA* magazine, "The US Immigrant Visa, an investment for the future" © 2010
- *TABA* magazine, "The Cost of Comfort; A Responsible Approach to Mergers & Acquisitions" © 2009