



Tilman Thomas Gates

602 East Morehead Street

Charlotte, NC 28202

t: 704.800.5585

Tom@TilmanGates.com

Tom Gates is a deeply seasoned commercial real estate attorney, representing clients in the acquisition, leasing, financing and disposition of retail, office, industrial, and multi-family residential projects, including mixed-use and residential condominium developments.

Through his work as a development director at Struever Bros., Eccles & Rouse in Baltimore, Maryland, completion of a Master of Science in Real Estate at The Johns Hopkins University, and 17 years representing commercial real estate developers and investors at Robinson, Bradshaw & Hinson, P.A. in Charlotte, North Carolina, he has demonstrated significant results for clients in all aspects of the real estate development process, and across a broad spectrum of market areas.

Tom is proficient in Spanish, and his international practice includes advising Dutch, Japanese and Bahamian clients on the real estate aspects of their business operations in the United States. He also advises U.S. clients on real estate acquisitions in several foreign countries. Together with members of Arias & Muñoz, a law firm with offices throughout Central America, he co-authored the Costa Rica chapter of "Real Estate Investment, Development & Law in Emerging Markets," published by PEI Media Ltd. (2010).

As the principal RBH delegate to the Interlaw legal network for nearly a decade, including two terms as Chair of the North American Real Estate special business team, Tom built strong professional and personal relationships with lawyers at 79 law firms in 133 cities throughout the world.

Experience

- Represents developer of long-term credit "build-to-suit" facilities for investment-grade corporate clientele, including headquarters office facilities and regional distribution facilities in 17 states.
- Represents regional developers in the development of retail shopping centers in North Carolina, South Carolina, Alabama and Virginia.

Practice Areas

Construction

International

Joint Ventures

Nonprofit Organizations and Foundations

Real Estate Development and Finance

Bar Admissions

North Carolina

Maryland

Education

Duke University, J.D., cum laude, 1998; Special Editor, *Harvard Journal of Law and Public Policy*, 1997-98

Johns Hopkins University, M.S. in Real Estate, 1996

Duke University, A.B., cum laude, 1992

- Represents MarketPlace Partners, LLC and its affiliates in the ownership and operation of approximately 850,000 square feet of retail space and 200,000 square feet of office space in North Carolina.
- Represented owner in the leasing, management, refinancing and sale of two high-rise office buildings in uptown Charlotte, North Carolina.
- Represented manager in leasing and management of approximately 1 million square feet of furniture showroom space in High Point, North Carolina.
- Represented developer in the acquisition, financing, repositioning (including the relocation of Michael's Stores, Inc. and new leases with Dick's Sporting Goods, Inc. and Kirkland's Stores, Inc.) and sale of a retail shopping center in Columbia, South Carolina.
- Represents Element Materials Technology (successor to Stork NV) and its subsidiaries with respect to office and industrial real estate matters arising from its mergers, acquisitions and operations in the United States.
- Represents Catawba Lands Conservancy in the acquisition of land and conservation easements in land, and in obtaining funding from state agencies such as the North Carolina Clean Water Management Trust Fund.

Professional Affiliations

- Counselors of Real Estate, 2010-present; Carolinas Chapter Board of Directors, 2011-present, Chairman, 2015-present
- Interlaw Delegate, 2008-2016; North American Real Estate Special Business Team, Co-chair, 2011-present
- Mecklenburg County Bar, Grievance Committee, 2011-14
- Leadership Charlotte, Class 27
- North Carolina Bar Association, Real Property, Probate and Trust Law Section, 2000-present
- Urban Land Institute, Associate Member, 1999-present

Community Affiliations

- Queens University, Board of Visitors, 2015-present
- Charlotte Bilingual Preschool, 2003-14; Chairman, 2006 and 2012-14
- Catawba Lands Conservancy, Board of Directors, 2004-10; Secretary, 2008-10; Executive Committee 2008-10; Lands Acquisition Committee, 2000-12, Chairman, 2004-10
- Charlotte Preschool Partnership, Board of Directors, 2006-08; President, 2008

Honors & Awards

- Woodward/White, Inc., *The Best Lawyers in America*, real estate, 2012-17
- *Chambers USA: America's Leading Lawyers for Business*, real estate, 2008-16
- Martindale-Hubbell, AV® Preeminent™ Peer Review Rated
- Counselors of Real Estate, National Chair's Award, 2012