



## Beat Steiner

Partner

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**With more than 38 years of experience, Beat effectively advises his clients on the acquisition, disposition, development, leasing, and financing of real estate.**

### PRACTICES

Resorts, Lodging, and Leisure  
 Mergers and Acquisitions  
 Multifamily and Affordable Housing  
 Development  
 Real Estate Development and Finance  
 Corporate  
 Zoning and Land Use  
 Project Development and Finance  
 Linear Infrastructure  
 Commercial Leasing

### EDUCATION

University of Virginia, J.D., 1980  
 University of British Columbia, Regent  
 College, Dip.C.S., 1974  
 University of Virginia, B.A., 1973  
 University Honor Award  
 High Honors

### BAR ADMISSIONS

Colorado  
 New York

**Trusted Advisor:** Beat's experience in counseling clients through highly complex real estate and corporate transactions gives him the ability to see a project holistically. This experience aids his clients as he considers every angle of a project, especially the business perspective, while providing sound advice on legal issues.

**Resort Industry Focus:** Beat Steiner deals extensively with clients in the resort industry, and has worked on ski, golf, hunting, fishing, and mountain resorts. Beat co-leads the firm's Resorts, Lodging and Leisure Industry Group.

**38 Years' Experience:** Beat's extensive experience in a wide range of projects gives him a reservoir of knowledge to tap for each new engagement. He has represented developers, lenders, investors, owners, nonprofits, and governmental and quasi-governmental agencies, domestic and foreign. His work has included all facets of real estate law, and, in addition, he has significant experience with limited liability companies and other joint venture entities, public-private partnerships, and a number of more obscure but important matters, including letters of credit, conservation easements, trade and entity names, and entity conversions.

### EXPERIENCE

Development, financing, acquisition, and disposition of more than 20 ski resorts in, among other places, Colorado, Utah, California, Idaho, Maine, Vermont, New Hampshire, Canada and New Zealand.

Public-Private – project development work involving the rehabilitation of Denver's historic Union Station, development of the Winter Park Resort base area, and creation of a multi-city high speed internet network.

Leasing throughout the U.S., including leases for a data center operator and a major oil company.

Representation of promoters and investors in syndicated investments for hotels, restaurants, multi-family, office, and other real estate assets.

Representation of lenders, letter-of-credit issuers, trustees, and bondholders in issuance and work-outs of municipal bond transactions for

real estate infrastructure.

Representation of lenders in acquisition, development, and construction loans.

Representation of numerous ranch owners in purchase, sale, financing, and management matters.

## PUBLICATIONS

"The Practitioner's Guide to Colorado Business Organizations; Conversion of Entities in Colorado, Entity Trade Name Filing Requirements and Customs in Colorado, Real Estate Issues for Business Organizations," *CLE in Colorado, Inc.*, 2018 Supplement

"[Commercial Leasing in Colorado: A Practical Guide, Second Edition](#)," *CLE in Colorado, Inc.*, Co-Author, 2019

"Three or More Pretzels in a Lease: Sorting Through Intertwined Provisions," *Probate & Property*, July/August 2018

"Sustainability Gets Serious: Drafting Multi-Tenant Office Leases for Net-Zero Energy Buildings," (Co-Author), *Probate & Property*, September/October 2017

"Rethinking Rights of First Refusal, Right of First Offer, and Options to Purchase," (Co-Author), *Probate & Property*, September/October 2017

"Practitioner's Guide to Colorado Business Organizations: Chapters on Real Estate, Entity Conversions and Entity Names," *CLE of Colorado, Inc.*, 2016

"Colorado Chapter in Commercial Lending Law, Second Edition: A Jurisdiction-by-Jurisdiction Guide to U.S. and Canadian Law," *American Bar Association*, 2016

"How Do I Get Out of This Contract?," *Colorado Real Estate Journal*, August 24, 2016

"[CREC-approved contracts: Syncing up objection rights](#)," *Colorado Real Estate Journal*, August 17-September 6, 2016

"[CRE Commission-approved contracts: Tips & traps – the deed](#)," *Colorado Real Estate Journal*, August 3-16, 2016

"[Colorado Real Estate Commission- approved contracts: Section 13 trap](#)," *Colorado Real Estate Journal*, July 20-August 2, 2016

"[CREC-approved contracts: Rights of first refusal & contract approval](#)," *Colorado Real Estate Journal*, July 6-19, 2016

"[CREC-approved contracts: Tips & traps – owners' associations](#)," *Colorado Real Estate Journal*, June 15-July 5, 2016

"[CREC contracts: Reviewing the ILC or survey and making objections](#),"

*Colorado Real Estate Journal*, June 1-14, 2016

"CREC-approved contracts: Ordering the ILC or survey," *Colorado Real Estate Journal*, May 18-31, 2016

"CRE-approved contracts: Off-record matters & special districts," *Colorado Real Estate Journal*, May 4-17, 2016

"Colorado Real Estate Commission- approved contracts: Title objections," *Colorado Real Estate Journal*, April 20-May 3, 2016

"CRE-approved contracts: Obtaining owner's extended coverage," *Colorado Real Estate Journal*, April 6-19, 2016

"CRE Commission-approved contracts: Ordering the title," *Colorado Real Estate Journal*, March 16-April 5, 2016

"CRE Commission-approved contracts: Conveying water rights," *Colorado Real Estate Journal*, March 2-15, 2016

"CRE Commission-approved contracts: Water rights tips, traps," *Colorado Real Estate Journal*, February 17-March 1, 2016

"CRE Commission-approved contracts: Defining the property," *Colorado Real Estate Journal*, February 3-16, 2016

"Fixing a seller name problem on its vesting deed," *Colorado Real Estate Journal*, January 20-February 2, 2016

"The seller's name: Unexpected difficulties may occur," *Colorado Real Estate Journal*, January 6-19, 2016

"Naming the buyer isn't as easy as you would think," *Colorado Real Estate Journal*, December 16, 2015–January 5, 2016

"A Quick Review of a Commercial Lease: Ten Questions, Ten Traps, Ten Tips," *Probate & Property*, (29/3) issue, May/June 2015

"Commercial Leasing in Colorado: A Practical Guide," *Bradford Publishing*, 2007, (Second Edition forthcoming)

## **SPEAKING ENGAGEMENTS**

"Easier Said Than Done: Rights of First Offer, Rights of First Refusal and Options," *Colorado Bar Association Real Estate Symposium*, July 2017

"Three Pretzels in a Lease," *Colorado Bar Association Real Estate Symposium*, July 2016

"Hold Your Horses Before You Close that Deal: Rights of First Refusal, Rights of First Offer and Options," *American College of Real Estate Lawyers Spring Meeting*, March 2016

"Due Diligence: The Fundamentals for Real Estate Transactions," *CLE*

*International Commercial Real Estate Program, February 2015*

## **RECOGNITION**

- *The Best Lawyers in America*® Real Estate Law, 2006-2020; Litigation - Real Estate, 2011-2020; Land Use and Zoning Law, 2017-2020; Mergers and Acquisitions Law, 2018-2020
- *The Best Lawyers in America*® Lawyer of the Year, Real Estate – Denver, 2011, Boulder, 2016
- Colorado Super Lawyers®, Real Estate, 2006-2019
- *Chambers USA: America's Leading Lawyers for Business*, Real Estate: Hotels & Leisure (Band 1)
- American Bar Association, Section of Real Property, Trust and Estate Law, *Probate & Property*, 2017, 2018 Excellence in Writing Award

## **PROFESSIONAL AND CIVIC AFFILIATIONS**

- Colorado Bar Association, Member
  - Real Estate Law Section, Past Chair
  - Business Law Section, Executive Council Former Member
  - Title Standards Committee, Former Member
- American College of Real Estate Lawyers, Fellow
  - Leasing Committee, Former Chair
- American College of Mortgage Attorneys, Fellow
- Colorado Secretary of State Business Division Advisory Committee, Former Member
- American Bar Association, Real Property, Probate & Trust Division Committee on Partnerships and Limited Liability Companies, Past Chair
- American Bar Foundation, Fellow
- Colorado Bar Foundation, Fellow
- U.S. Green Building Council, Colorado Chapter, Member