



## Andrea Austin

### PARTNER

DENVER, CO

PHONE: 303.749.7264

EMAIL: ANDREA.AUSTIN@HUSCHBLACKWELL.COM

### OVERVIEW

Andrea focuses her practice on professional sports facility transactions, public-private partnerships and real estate development.

She is adept at assisting clients with structuring and negotiating sports facility deals for high profile professional league transactions, negotiating and documenting P3 infrastructure development projects, and crafting agreements for complex mixed-use development.

Highlights of Andrea's recent engagements have included:

*"Kevin Kelley and Andrea Austin were outstanding – pro sports facility deals are complex and tough to negotiate, and they were on top of every nuance. Their deep understanding of the issues and how to navigate both the public sector's priorities and market realities in pro sports helped us achieve a huge win for Seattle baseball fans and the broader community. I would want them on my team every time."*

— Executive Director, Washington State Major League Baseball Stadium Public Facilities District (PFD) and Owner of T-Mobile Park

### Industry

Real Estate, Development & Construction

### Services

Arena & Stadium Development  
Public-Private Partnerships (P3)  
Real Estate Investment

## HUSCH BLACKWELL

- Representing the City of Oakland in negotiating and drafting transaction documents for the development by the Oakland A's of a new waterfront ballpark and mixed-use development.
- On behalf of the Charlotte Hornets, negotiating and drafting transaction documents for the extension of the Hornets' term at Spectrum Arena, the multi-season renovation and ongoing capital improvement of Spectrum Arena, and development of a new high performance training facility for the team.
- On behalf of the City of Anaheim, negotiating and drafting transaction documents for the sale of Angel Stadium of Anaheim to a team ownership affiliate, spearheading the City's diligence, and working hand-in-hand with the City's legal, planning and public works departments to address issues related to the planned redevelopment of 130 acres of surface parking surrounding Angel Stadium.
- Serving on a team advising a confidential municipal client on the proposed development of an NFL stadium and 300+ acre mixed-use district by a team expected to relocate outside its aged facility.
- Representing the City of Phoenix in its negotiations with the Phoenix Suns to extend the team's term at Footprint Center, including negotiating a reallocation of responsibility for capital improvements at the arena and structuring the terms of a \$230 million renovation of the facility.
- Representing the public owner of T-Mobile Park in renegotiating the Seattle Mariners' lease, with extensive new provisions that incorporate significantly improved community benefits, shift responsibility to the Mariners for upgrading the ballpark over time and protect the public's investment.
- Representing the City of Phoenix in renegotiating the Milwaukee Brewers' agreements for use of the city-owned Cactus League spring training facilities, which included extending the Brewers' term, negotiating a new non-relocation agreement, and structuring the development rights for the Brewers to undertake a significant mixed-use development of adjacent city-owned land.

## HUSCH BLACKWELL

- Representing the ownership of the El Paso Chihuahuas and El Paso Locomotive FC in various negotiations with the City of El Paso for ballpark and stadium development and facility use arrangements.
- Negotiating and drafting the primary agreements for a \$1.5 billion redevelopment of the Kansas City Airport's terminal modernization program.
- Advising a private sector client on the P3 transaction structure and deal documents for an energy district serving Denver's National Western Center.
- Advising an interlocal agency client on the transaction structuring, feasibility analysis and resource planning for a P3 delivery of a wastewater treatment facility in Nebraska.
- Counseling a client on the sale and adaptive re-use of a 70-acre decommissioned railyard in an infill Denver location.
- Advising both private sector and higher education clients on the development of campus facilities through P3 delivery models, including student housing, academic and support facilities, and energy facilities.
- Supporting development of a privately owned high-speed rail project in Southern Nevada.

Andrea's experience with P3 project delivery includes extensive prior work on the federal Military Housing Privatization Initiative, as well as adaptive re-use of a decommissioned naval air station by a NASA installation in California. Andrea's background in commercial real estate investing on behalf of one of the nation's largest life insurance companies gives her particular insight into understanding market dynamics and critical deal points for real estate development. Her prior investing experience includes analyzing and underwriting over \$1.5 billion in debt and equity financing of high profile commercial real estate transactions

## Case Studies

### Washington State Major League Baseball Public Facilities District

The owner of T-Mobile Park turned to Husch Blackwell to strike a new agreement with the Mariners.

### Garney Construction

We represented the project lead in the Vista Ridge project, the largest water infrastructure P3 in the United States.

## Recognition

- *The Best Lawyers in America*®, Real Estate Law, 2021-2024
- *Chambers USA*, Real Estate, 2023

## Education

- J.D., Marquette University Law School
  - *magna cum laude*
- M.G.A., University of Pennsylvania
  - Sweeney Scholar
- B.A., Stanford University
  - with distinction

## Admissions

- Colorado
- Wisconsin



2024 Best Lawyers