



KAREN B. BJORKMAN

Of Counsel

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OVERVIEW

Karen Bjorkman has extensive experience in all areas of commercial real estate. Karen's no-nonsense, practical approach to negotiation and legal resolutions helps her facilitate complex transactions, with an emphasis on completing the transactions in an orderly and efficient manner.

Karen represents property owners, developers, borrowers, and lenders in all types of property-related transactions, including acquisitions, easement, license and occupancy issues, development of real estate, risk analysis in connection with environmental contamination, financing, and drafting and negotiating of commercial leases from both the landlord and the tenant's perspective, including retail, office, industrial and ground leases. She has a specialty in railroad-related real property law, including sales and acquisitions related to commuter rail development. Her practice also crosses into related, complex contract, liability, insurance law, and environmental liability questions. She also represents financial institutions in connection with their commercial lending transactions, including drafting and negotiating, workouts, and foreclosures on all aspects of commercial and construction lending documents.

Karen has extensive experience in title insurance, survey and easement matters and has represented multiple clients in Section 1031 tax-deferred exchanges.

ADDITIONAL QUALIFICATIONS

Minnesota State Bar Association Board Certified Specialist in Real Property Law, since 2000

SELECTED EXPERIENCE

Numerous sales and purchases of commercial properties, including:

- Negotiation for the sale or acquisition of commuter rail easements in multiple states.
- Negotiation for the sale of 7,000+ utility easements in connection with an asset sale of a major regional telephone company.
- Acquisition of more than 100 nationally located sites for restaurant development.

AREAS OF PRACTICE

Real Estate

- Acquisitions, Sales & Exchanges
- Commercial Leasing
- Design & Construction
- Environmental Law
- Real Estate Financing
- Zoning & Land Use

BAR ADMISSIONS

Minnesota, 1993

EDUCATION

William Mitchell College of Law
J.D., *magna cum laude*, 1993

University of Minnesota, College of Business
Administration
B.S.B.

- Acquisition of numerous sites for development and operation, both locally and nationally, including redevelopment sites with environmental cleanup.
- Replatting commercial property for development and resale.
- Hundreds of retail, industrial, and commercial leases.
- Workout of defaulted commercial mortgage loans, including specialty properties, such as shopping centers, movie theaters, and resort properties.
- The sale of business assets, including real estate.
- Documentation of over 1,000 mortgage-based loans to local banks for construction, land development, and permanent financing.

LEADERSHIP & COMMUNITY

- Minnesota State Bar Association: Real Property Certification Board 2013-present, Chair 2017-2020, Vice Chair 2016-2017
- Hennepin County Bar Association
- American Bar Association
- Minnesota Uniform Conveyancing Blanks Task Force: 1995-present; past Chair
- People Serving People: former Board Member
- Minneapolis Regional Chamber of Commerce: Leadership Twin Cities, past Participant

SELECTED HONORS

- **AV Preeminent**, Martindale-Hubbell®

SELECTED PRESENTATIONS

- "Real Estate Loan Workouts: Successful Strategies and Potential Pitfalls," Maslon Speaker Series, 2008
- "Successful Commercial Real Estate Financing Techniques," Law Seminars International, 2004, 2005, 2006
- "The New Article 9 for Bankers," Maslon Speaker Series, 2001
- "Commercial Real Estate Leases," National Business Institute, 1999

SELECTED PUBLICATIONS

- "Case Note," 18 *Wm. Mitchell L. Rev.* 731 (1992)