

B. Ford Robertson

Partner

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Ford Robertson is the Managing Partner of the firm's Raleigh office. He practices in virtually all aspects of commercial real estate, with a focus on real estate development, investment and leasing, including industrial, retail and office leasing, sale/leaseback transactions, condominium and mixed-use developments, joint venture formation, tax-free exchanges and financing of commercial properties nationwide.

Ford is listed in the 2023 and the nine immediately preceding editions of *Chambers USA: America's Leading Lawyers for Business* in the area of Real Estate. He was recognized in *The Best Lawyers in America®* for Real Estate Law in 2024 and the eight years immediately preceding. Ford was named a North Carolina "Super Lawyer" in 2021, 2022 and 2023 and a "Rising Star" in 2009 and 2010 for Real Estate Law by *Super Lawyers* magazine and a North Carolina "Legal Elite" in 2012 and also in 2019 and the three years immediately preceding for Real Estate by *Business North Carolina* magazine. In 2006, he was selected by *Triangle Business Journal* for its "40 Under 40" list that recognizes outstanding Research Triangle leaders under 40 years of age. He is a recipient of *Business Leader* magazine's "2011 Movers & Shakers" Award that honors business leaders ranging from rising stars to executives in the Triangle and Triad communities. Ford is also a 2004 graduate of Leadership Raleigh, a select program providing exposure to community issues, introductions to community leaders and development of leadership skills. While in law school, he was awarded the A.J. Fletcher Law Scholarship, was a member of the *Wake Forest Law Review* and the Order of the Coif, and received American Jurisprudence Awards for Excellence in Real Property, Contracts Law, Criminal Law, Torts and Civil Procedure.

Experience



Assisted the United States Golf Association with their “Golf House Pinehurst” project, a second USGA headquarters, visitors center and equipment testing facility to be located in Pinehurst, North Carolina and expected to generate over \$800 million in economic benefit to the State of North Carolina.

Assisted international, Fortune 150 biotechnology company in their acquisition and development of a new biomanufacturing facility in the Raleigh/Research Triangle Region, which will result in the creation of over 350 new jobs and represents over \$380 million in total investment.

Represent developer Grubb Ventures in various in-fill and adaptive reuse real estate projects in Raleigh, North Carolina, including acquisition, redevelopment, financing and structuring of investment partnerships for Raleigh Ironworks, Budleigh East, and Glenwood Place office park.

Represent Kane Realty Corporation in multiple development and investment projects and leasing transactions, including for CAPTRUST Tower and Bank of America Tower, both 18-story Class A office projects in the North Hills area of Raleigh, North Carolina, The Dillon, an 18-story mixed-use public-private-partnership project in downtown Raleigh's Warehouse District, and development and financing for Venable, a mixed-use office, retail and residential joint venture project in Durham, North Carolina.

Represent HM Partners in connection with acquisition, entitlement, development, financing and structuring of investment partnerships for 400H, a mixed use high-rise development in downtown Raleigh, North Carolina, 865 Morgan, a 400+ unit residential and retail mixed-use development, as well as multiple other downtown Raleigh developments and acquisition projects.

Represented Truist Bank in a \$350,000,000 revolving credit facility to Racetrac Petroleum secured by over 100 sites in 5 states.

Assisted North Carolina-based real estate firm Chartwell Property Group in connection with its acquisition, disposition, financing and leasing of multiple Triangle area projects, including multifamily projects, medical office buildings, office parks and flex/warehouse projects, including negotiation of joint venture agreements with various capital partners.

Represented leading international online learning provider, Relias Learning, in its headquarters relocation to Morrisville, North Carolina, including negotiating incentives package and headquarters lease.

Represent developer Trinity Capital in acquisition, development and leasing of over 5 million square feet of industrial, flex and office space in the Southeast.

Represented leading global clinical research organization, PRA International, in its headquarters relocation to



Raleigh, North Carolina, including negotiating incentives package and headquarters lease and providing labor and employment advice.

Represent 3Shape Dental, an international company specializing in digital dental and orthodontic solutions, in opening its US headquarters in North Carolina and related economic incentives.

Represent German family office Lukas Asset Management, in overseeing and coordinating their US real estate acquisition program, including structuring of international investment partnership and multifamily site acquisition work.

Education

Wake Forest University School of Law J.D. (1996) *magna cum laude*, *Order of the Coif*

University of Virginia B.A. (1993) Government and Economics

Admissions

North Carolina (2000)

Georgia (1996)

Professional & Community Activities

Boys and Girls Club of Wake County, Board of Directors

Communities in Schools of Wake County, Board of Directors

Greater Raleigh Chamber of Commerce, Past Board of Advisors

International Council of Shopping Centers (ICSC)

National Association of Industrial and Office Properties (NAIOP), Board of Directors

North Carolina Bar Association Real Property Section Council, Member

Raleigh Rescue Mission, Former Board of Directors and Executive Committee

State Bar of Georgia

State Bar of North Carolina, Former Real Property Section Council Member

Wake County Bar Association, Real Property Section

Wake County Economic Development, Corporate Recruitment Committee

Urban Land Institute (ULI)

Insights

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August 17, 2023

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Kilpatrick Townsend Attorneys Earn Record Number of Rankings in 2023 Chambers USA
June 2, 2023

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135 Kilpatrick Townsend Attorneys Recognized in 2022 Super Lawyers
December 15, 2022

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Kilpatrick Townsend Earns Top Recognitions in 2023 Edition of The Best Lawyers in America®
August 18, 2022

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Kilpatrick Townsend Attorneys Claim 80 Individual Rankings in 2022 Chambers USA
June 2, 2022