



GINSBERG
JACOBS^{LLC}

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Ginsberg Jacobs LLC began in the spring of 2009 with just seven attorneys. Our small Firm has since expanded to include 29 attorneys devoted to creating excellent client outcomes and relationships. Our innovative business model departs from the "large firm" approach, which allows us to offer our clients the most efficient, tailored, and cost-effective services. Though Ginsberg Jacobs is not a large firm, the collective knowledge and sophisticated legal skills possessed by our talented group rivals that of much larger firms. We believe that large firm staffing and billing practices do not adequately suit the needs of clients in the current market environment, whereas Ginsberg Jacobs has been able to provide lower rates and the flexibility of alternative fee structures, such as flat fee pricing. Despite our size, Ginsberg Jacobs has a national practice, handles matters in all regions of the US, and represents clients in all states including Alaska and Hawaii.

The Firm currently has 12 attorneys with experience in the telecommunications practice group. Our 5 managing partners alone have over 60 years of collective experience in telecom practice, and are located in Chicago, Dallas, and Denver. We have grown and acquired a strong group of attorneys that are well-versed in dealing with matters related to telecommunications and ancillary real estate, corporate, and litigation issues. Our attorneys have vast knowledge of handling matters within the array of network leasing, distributed antenna system (DAS) agreements, master agreements, ground leases, and site license agreements (SLAs).

Ginsberg Jacobs LLC is pleased to offer our legal services to clients throughout the telecom sector, including Verizon, Horvath Communications, and Mobilitie Management. For more information about Ginsberg Jacobs' telecom practice, please contact Sonny Ginsberg at sginsberg@ginsbergjacobs.com.



MEET THE TEAM



EDUCATION

- » University of Michigan Law School, J.D., 1991
- » Cornell University, B.A., 1987

Steven "Sonny" F. Ginsberg

Steven "Sonny" F. Ginsberg has more than twenty years of experience in real estate and finance law, assisting clients from both the lending and development side. He works with financial institutions and national funds to develop lending forms and guidelines, and has vast knowledge in structuring complex debt and equity vehicles. Sonny also assists owner and operator clients in the acquisition, zoning, development, leasing and financing of commercial real estate, with a particular emphasis in hospitality and telecommunications. Additionally, Sonny speaks regularly at local and national real estate and finance conferences.



EDUCATION

- » John Marshall Law School, J.D., 1998
- » Illinois State University, B.S., 1995

Mark A. Biesiada

Mark A. Biesiada focuses his practice on telecommunication and real estate law. He has been counseling clients for almost two decades specializing in the negotiation of telecommunications leases, master lease agreements, title assessments and other acquisitions and dispositions of wireless facilities. Mark has handled all aspects of zoning matters for the placement of wireless communications facilities including conducting zoning presentations and providing counsel at numerous municipal staff meetings. He has extensive experience with the ever-changing interplay between federal, state, and local laws regarding small wireless facilities. Mark has negotiated and handled a variety of build to suit arrangements on behalf of wireless communication clients with national tower companies. Additionally, he has diverse experience representing investor/developer clients in retail leasing, multi-residential and commercial real estate transactions.



EDUCATION

- » University of Denver Sturm College of Law, 2007
- » New York University, 2000

Chris Y. Bosch

Chris has extensive experience representing and advising regional and national telecommunications clients in commercial leasing of all types. Chris assists clients with matters involving title and survey review, Phase I and II environmental assessments, and the drafting and negotiation of easements, non-disturbance agreements, and purchase and sale agreements.

Earlier in his legal career, he served the State of Colorado as an Assistant Attorney General in the Appellate Division where he worked to uphold criminal convictions and regularly presented oral argument to the Colorado Court of Appeals and the Colorado Supreme Court.

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EDUCATION

- » DePaul Kellstadt Graduate School of Business, M.B.A., 2003
- » DePaul University College of Law, J.D., Cum Laude, 2003
- » Southern Illinois University, B.S., 1996

Frank J. Boucek

Frank J. Boucek has been practicing law in the areas of commercial real estate and telecommunications for over a decade. A large part of his practice focuses on the leasing and licensing of complex distributed antenna systems (DAS) and wi-fi within major sports venues (including the NFL, NBA, MLB, NCAA and NHL), hotels, universities, airports and office buildings across the country, including master lease negotiations between telecommunications companies and large portfolio property owners. He also has experience negotiating agreements for small cell installations with private landlords, infrastructure providers, and municipalities, including work with municipalities to ensure their respective telecommunications ordinances comply with federal and state law. Frank has experience performing site analysis for locating and identifying properties, and conducting zoning presentations on behalf of industry leading clients. He is currently the chair of the regulatory committee for the Illinois State Wireless Association. In addition to his telecommunications practice, Frank also negotiates various retail and office leases on behalf of both landlords and tenants. Previously, Frank acted as the regional director of operations for a telecommunications site development company where he managed wireless infrastructure projects in multiple states affecting thousands of installations.



EDUCATION

- » Harvard Law School, J.D., 1994
- » University of Illinois, B.S., Accounting, Summa Cum Laude, 1990

William Choslovsky

Bill is a trial-tested litigator who understands that solving matters outside the courtroom is preferred. Though he works with clients to avoid the courtroom whenever possible, he is also prepared to litigate and take a case to trial when necessary. A big part of Bill's practice is loss mitigation, meaning helping his clients avoid problems so litigation is avoided. On the restructuring side, Bill represents all parties—debtors, creditors, committees, individuals, trustees, and shareholders—in bankruptcy cases throughout the country and out-of-court workouts. His clients range from telecommunication companies to hedge funds to corporations and also include individuals and family groups. Bill has also represented assignees, handled assignments for the benefit of creditors, and prosecuted and defended hundreds of “preference” cases in bankruptcy court.

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EDUCATION

- » The John Marshall Law School, J.D., 2004
- » DePaul University, M.A., 2000
- » University of Illinois, B.A., 1996

Karen Halm-Lutterodt

Karen Halm-Lutterodt practices in the areas of real estate, finance, commercial litigation and telecommunications. Karen's experience encompasses transactional commercial real estate including lease negotiations and all aspects of telecommunications site leasing, development and land use zoning. She also routinely counsels telecommunications clients on environmental risks in transactions and compliance with environmental requirements. Karen also represents lenders and corporate clients in commercial mortgage foreclosures, mechanic's lien actions and municipal ordinance violations with Illinois cities and villages, including the City of Chicago.



EDUCATION

- » Chicago-Kent College of Law, J.D., 1994
- » Illinois State University, B.S., Criminal Justice, with Departmental Honors, 1991

Michele L. Krause

Michele L. Krause has more than twenty years of experience in commercial real estate and finance law. As the Partner responsible for overseeing the Firm's general leasing practice, Michele represents institutional and entrepreneurial clients in sophisticated commercial real estate transactions, including the acquisition, disposition, and leasing of commercial, office and industrial properties, with a particular focus on retail and office leasing on behalf of both landlords and tenants. She also represents developers of multi-family and self-storage properties in connection with their acquisition, development, leasing, and disposition of these types of properties. Michele also has extensive experience representing owners, purchasers, and tenants in connection with the legal issues arising from environmentally contaminated properties, including the responsibility for ongoing reporting and remediation requirements, indemnification, access and third party liability issues.



EDUCATION

- » University of Florida, J.D., Magna Cum Laude, 2005
- » Yale University, B.A., 2000

Bonnie B. Merkt

Bonnie B. Merkt practices in the area of commercial real estate, with a particular focus on commercial leasing and telecommunications. Bonnie represents and advises wireless communications industry clients with respect to leasing and licensing wireless communication facilities, including cellular towers, building and rooftop facilities, water tanks and towers, small cell antenna facilities, and in-building and distributed antenna systems. She also counsels wireless communication companies in the negotiation of large-scale lease amendment projects for the implementation of new communications equipment and technologies. Bonnie's experience includes preparing regional master lease agreements and collocation lease agreements with municipalities and local utility providers.

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EDUCATION
» Chicago-Kent College of Law, J.D., 2012
» DePaul University, M.A., 2007
» Wake Forest University, B.A., 2005

Hannah L. Needham

Hannah L. Needham focuses her practice on commercial real estate, representing clients in the telecommunications industry in leasing and real estate transactions. She also advises clients on environmental compliance and risk management. Her experience includes representing clients in negotiations with tower companies, municipalities, large institutions and private landlords. Prior to joining Ginsberg Jacobs, LLC, Hannah acted as a site acquisition agent for a major telecommunications carrier, managing macro-cell site projects throughout the Great Plains and Great Lakes. Hannah also worked in regulatory compliance for a telecommunications asset manager, ensuring compliance with FAA, FCC and environmental regulations on over 1,500 cell towers throughout the Great Lakes region. Prior to attending law school, Hannah worked in non-profit event planning and fundraising.



EDUCATION
» University of Oregon School of Law
» University of California, Irvine

Zenia C. Salles

Ms. Salles is a versatile attorney with experience in both transactional and litigation matters. She concentrates her practice on complex commercial leasing matters within the telecommunications industry and provides legal advice and counsels clients on ground, tower, and rooftop leases. Ms. Salles also represents clients in license negotiations for small cell and Distributed Antenna Systems (DAS). In addition to focusing on telecommunication leasing, Ms. Salles has experience in providing legal counsel in structured tax credit transactions and represents the Firm's commercial real estate clients on litigation matters in state and federal court.

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