

Bo Campbell

PARTNER, REAL ESTATE INDUSTRY CO-CHAIR



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Bo Campbell represents developers, investors, lenders and buyers and is well-versed in incentive and tax-based real estate development financing. He is recognized by his peers and clients as a resource on Nashville's evolving real estate industry and as a connector in making sure that complex real estate transactions come to fruition.

Developers, investors and financing professionals call on Bo for his insight and experience handling high-stakes real estate developments. In both stable and crisis-driven times, Bo manages the divergent expectations of buyers, sellers, lenders, developers and investors, guiding them through the complexities of unique real estate transactions.

With a reputation for knowing key players, exercising good judgment and closing complex transactions, Bo represents clients in complex development, acquisition and investment projects including multi-family, office, retail, mixed-use and industrial distribution warehouse developments. Bo also provides clients with a wealth of knowledge on public/private incentive-based packages, navigating them through state and local approval processes, structuring tax increment financings and negotiating in lieu of tax agreements.

Bo has had a hand in several first-time transactions or development deals in Tennessee, including the relocation of an automobile company's North American headquarters to middle Tennessee; the development and financing of Nashville's first downtown high-rise multi-family project followed by its first high-rise condominium project; and the redevelopment of the former Nashville Convention Center site into the \$400 million mixed-use Fifth + Broadway development.

EXPERIENCE

- **Caden Group Holdings acquires office building in opportunity zone**
Coordinated Caden Group's acquisition of an office building in Nashville, Tennessee, and assisted with the opportunity zone agreements for the deal.
- **H.G. Hill Realty negotiates lease for grocery store**
Assisted H.G. Hill Realty with a lease negotiation for a future grocery store location in Nashville, Tennessee.
- **Facebook develops \$800 million data center in Middle Tennessee**
Represented Facebook with the acquisition and development of a site in Middle Tennessee for

an \$800+ million data center, including assembling the real estate property from multiple owners and a complicated trust on property.

- **Premier Parks sells water and amusement parks to Six Flags**

Represented Premier Parks, an operator of theme parks, amusement parks and multi-use venues across the United States and Canada, in its sale of five water and amusement park properties to Six Flags Entertainment Corporation.

- **Luxury apartments seek development and financing advice**

Coordinated the development, financing and disposition of Station 40, a project in West Nashville that included over 250 apartment units, plus cottage townhomes and 10,000 feet of retail space in a mixed-use development.

- **SM Park Holdings, an affiliate of Premier Parks, acquires Pacific Park in Santa Monica**

Represented Premier Parks, an operator of theme parks, amusement parks and multi-use venues across the United States and Canada, in its acquisition of the iconic Pacific Park located on the public pier in Santa Monica, CA and related financing transactions.

- **Oliver McMillan Spectrum Emery developing \$400 million 5th + Broadway project in Nashville**

Advised OliverMcMillan and Spectrum | Emery in their partnership to co-develop the \$400 million Fifth + Broadway mixed-use project on the site of Nashville's original convention center.

- **Tennessee's tallest multi-family housing unit seeks complex development and financing advice**

Represented Giarratana Development in the transformation of a 45-story multifamily project in Nashville's central business district from an all apartment project to a project including over 300 apartments and over 150 condominiums for sale.

- **Volkswagen to significantly expand Chattanooga assembly plant**

Represented the City of Chattanooga, Hamilton County and their Industrial Development Board in state and local incentive negotiations with Volkswagen to significantly expand the automaker's Chattanooga assembly plant.

- **Cherokee Farm Development Corporation develops building at research center**

Represented Cherokee Farm Development Corporation in the development and financing of a building at the University of Tennessee Research Center, Cherokee Farm.

- **Automobile manufacturer relocates to Nashville**

Represented one of the world's largest automobile manufacturers with state incentive and real estate matters associate with its relocation of its North American headquarters to Franklin, Tennessee.

- **The Viridian condominium tower developed in downtown Nashville**

Assisted local developer Tony Giarratana in the development and financing of the Viridian condominium tower.

EDUCATION

- J.D., with high honors, University of Tennessee College of Law, 1983

- Order of the Coif
- Recipient of five American Jurisprudence Awards for Academic Excellence
- John W. Greene Scholarship
- Phi Alpha Delta legal fraternity
- B.A., Wake Forest University, 1980

BAR ADMISSIONS

- Tennessee

RECOGNITIONS

Chambers USA

- Recognized in Real Estate (Tennessee), 2005-2021

Best Lawyers in America© (BL Rankings)

- Banking and Finance Law, 2005-2022
- Project Finance Law, 2005-2021
- Real Estate Law, 2005-2021
- Lawyer of the Year, Project Finance Law (Nashville, Tennessee), 2017

Best Lawyers in America© (BL Rankings), 2022

- Lawyer of the Year, Banking and Finance Law (Nashville)

Martindale-Hubbell

- AV-rated

Nashville Business Journal

- Best of the Bar, 2019
- Power Leaders in Commercial Real Estate, 2019

Nashville Post

- Recognized as one of the "CRE50" - the top 50 leaders in Commercial Real Estate - and named on the publication's "2017 Power 100" list of individuals with the greatest impact on Nashville business

PROFESSIONAL INVOLVEMENT

- Member, Nashville, Tennessee, and American Bar Associations
- Chairman, 2002 Large Firm Campaign for Legal Services of Middle Tennessee

COMMUNITY INVOLVEMENT

- Vice Chairman, Electric Power Board, Nashville Electric Service
- Former Board Chair, Nashville Downtown Partnership
- Member, Leadership Tennessee, Class of 2014-2015
- Former Member and President, Board of Trustees of Currey Ingram Academy
- Former Member and President, Nashville Child Center Board of Directors
- Former Member, YMCA Urban Services Council