

## Christine Graff Speaks at PLI's Negotiating Commercial Leases 2014

NOVEMBER 17, 2014

Winston & Strawn partner [Christine Graff](#) spoke at [PLI's Negotiating Commercial Leases 2014](#) on November 17 in Chicago. This program examined how to negotiate commercial leases, which can be a primary business asset, but can contain landmines of liability.

Ms. Graff presented "Negotiating Today's Tenant Options," which discussed:

- Fixed versus Floating Expansion Spaces; Setting the Triggers, Delivery Windows and Response Times
- Fixed Rental Rate versus Then-Current Market Rent; When Should Landlord Have to Re-Offer Declined Right Of First Refusal Space?
- Overlapping and Cascading Options; Creating Multiple Rights -- Structuring Around Other Tenants' Existing and Future Senior Rights
- "Personal" Options, Minimum Occupancy Requirements and Other Ways to Forfeit a Tenant's Option
- Calculating Termination and Contraction Fees; Reconfiguring a Multitenant Floor, Who Pays and Who Chooses?

Ms. Graff is a partner concentrating her practice in commercial real estate matters. Ms. Graff has assisted clients throughout the country in a wide range of matters, including commercial property acquisitions and dispositions, tenant-in-common transactions, real estate development, land use and joint venture transactions, project finance, commercial leasing, secured lending, and energy transactions, including solar and wind development projects.

1 Min Read

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### Related Locations

Chicago

### Related Capabilities

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## Related Professionals

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M. Christine Graff