



Everett L. Glenn

Of Counsel

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Practices & Industries

- Government & Regulatory
- Transactions
- Financial Institutions

Overview

Everett L. Glenn is Of Counsel in the firm's Santa Ana office and a member of the firm's Transactional practice group. He represents clients in a wide range of complex commercial, financial, and real estate transactional matters.

As Deputy City Attorney for one of California's most populous cities, Everett was responsible for all real estate matters affecting the city. He is well-versed in drafting and negotiating documents associated with ground lease construction and the development of commercial projects and the documents related to the construction and development of residential real estate projects, including advising on issues relating to the structure and modification of such transactions. Everett also served as senior attorney for the Resolution Trust Corporation, the federal agency charged with management and disposition of the deposits, branches, and assets of those institutions. He has extensive experience drafting and negotiating various types of agreements in connection with the management and disposition of REO assets, including the restructure and modification of the underlying loan documents.

Given his former roles as in-house counsel and city attorney, Everett understands the legal difficulties of complex real estate transactions and the realities and context in which his clients must perform and succeed. He is a creative problem solver focused on well-defined and practical business objectives and solutions. With demonstrated expertise in directing and coordinating outside counsel, Everett managed 83 dispositions and workout transactions, achieving less than a 10% cost of legal services to collect results and savings. He has administered programs, one of which resulted in over 1.6 billion service and legal contracts being awarded to minority and women-led businesses as part of the management and disposal of over \$560 billion in assets of the failed savings and loans crises.

Memberships

Memberships:

- Certified Contract Advisor, NFLP
- Certified Contract Advisor, NBA
- Founder, BOSS™ (Business Of Student Success)
- President, ESP Education & Leadership Institute

Education / Admissions

Education:

- J.D., Case-Western Reserve University, 1977
- B.A. in Psychology with a minor in Government, Oberlin College, 1974

Bar Admissions:

- State Bar of California
- State Bar of Ohio

Matters

- Represented the Long Beach Airport on all real estate development matters, including development of the UPS Aircraft Loading Center, the Parcel J (Westland Partners) development, the Gulfstream Aerospace Corp. Service Center, and developments by the Abbey Company, Arden Realty, and Hamilton Sundstrand.
- Represented the Port of Long Beach on a host of real estate and land use matters; and the Housing Services Bureau on the acquisition, rehabilitation, and construction of a number of affordable housing projects.
- Administered a program that resulted in the award of over 1.6 billion in service and legal contracts to companies headed by minorities and women as part of the management and disposition of over \$560 billion in assets of the failed S&Ls.
- Analyzed and developed four (4) alternative strategies for terminating letters of credit in 76 mixed-housing, commercial and retail bond-financed projects in connection with the winding up of the affairs of the receiverships for 16 thrifts, avoiding \$628 million in funding obligations.
- Collaborated with Office of the Inspector General to audit a \$24.5 million construction project, resulting in the recovery of over \$1 million in questionable costs and expenses.