



James

James E. Dillon
Partner

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St. Louis

D - (314) 552-6330

MY SERVICES

Construction

Financial Services

Real Estate

Manufacturing

Commercial Finance & Banking

EDUCATION

Vanderbilt University Law School, J.D., 1992

Moot Court Board

National Moot Court Team - Second Place, National

Dean's List

Ewing Scholarship Finalist

Davidson College, B.A., 1989

Charles F. Myers Burlington Scholar

Agnes Sentelle Brown Award for Leadership

ADMISSIONS

Illinois

Missouri

My clients appreciate that I've always got their back. Their best interests are mine as well, and I'm highly committed to helping them attain their goals.

overview

Experienced real estate strategist and negotiator Jim Dillon advises companies on a broad range of real estate matters, including developments, acquisitions, dispositions, financings, leasing and workouts of distressed properties.

On the development end, Jim advises companies on transforming a bare piece of ground into tangible facilities—a process he finds very satisfying. His ability to orchestrate many moving parts, anticipate potential problems, and take action to mitigate these issues enables construction projects to progress smoothly and successfully.

Jim negotiates complex leases for both landlords and tenants from many geographic regions and many industries, including retail, office, manufacturing, healthcare, communications, technology and hospitality. He efficiently handles all aspects and phases of these agreements, including the letter-of-intent stage, where his strategic guidance resolves issues early on and enables negotiations to proceed within an agreed-upon framework.

Jim's congenial, straightforward approach and clear communication help smooth the path towards advantageous resolutions. One client put it this way: "Jim is excellent to work with. He provides good, solid and practical advice."

When Business Today ranked Jim in the top 10 influential real estate attorneys in St. Louis, it noted that clients "appreciate his thoroughness, charismatic personality and brightness."

experience

Jim has led work on real estate transactions involving such diverse assets as retail centers, office buildings, multi-family developments, warehouse and industrial sites, hospitals, health care centers, affordable housing and senior living projects, hotels and resorts, agriculture, wind energy projects and mixed-use developments.

In March 2014, the Wall Street Journal's "Deal of the Week" column featured a major housing redevelopment in New Orleans' historic Tremé neighborhood in which Jim

represented U.S. Bank, whose \$22.2 million bridge loan was part of the Bank's significant involvement in a 23-acre project designed to transform the former Iberville public housing project, one of New Orleans' last deteriorating housing projects, into a \$663 million mixed-use development. Jim has since been involved in representing U.S. Bank in two additional phases of that project.

In August 2015, Jim concluded work for Rabo Agrifinance, Inc. on a build-to-suit lease which will result in Rabo's relocation of its U.S. headquarters to 75,000 square feet of space in a newly constructed office building in Chesterfield, Missouri.

affiliations

Professional

- International Council of Shopping Centers
 - Former Member
- American Bar Association
 - Member
- Bar Association of Metropolitan St. Louis
 - Member, Real Property and Development Committee

Community

- Repertory Theatre of St. Louis
 - Executive Committee, Board of Directors, 2009-Present
 - President, Board of Directors, 2011-2014
 - Vice President, Board of Directors, 2010-2011
- Leadership St. Louis
 - Class of 2010-2011
- Community Housing Development Corporation
 - Board of Directors, 1997-2000

in my free time

I enjoy reading, watching movies and working out. I'm also a bit of a foodie and love to cook and dine out.