Chad M. Wilgenbusch

Of Counsel

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Chad Wilgenbusch focuses his practice on commercial real estate, secured lending, and economic development.

Mr. Wilgenbusch counsels clients in a wide array of matters, including real estate sales and purchases, lending, leasing, state and local incentives, and general corporate matters.

Mr. Wilgenbusch works with clients from the preliminary site selection and incentive negotiation phase of a project through the ultimate lending and development/construction process.

Prior to joining Baker Donelson, Mr. Wilgenbusch worked with the Federal Deposit Insurance Corporation, where he was exposed to and gained experience working on various banking regulatory matters. He also spent several years working in-house for a multifamily REIT, supporting the organization in its acquisition, disposition, and joint venture development projects along with managing the legal aspects of the company's commercial leasing program.

⚖ Representative Matters

Commercial Lending

- Represented an independent hardware distributor in a parcel aggregation, acquisition, and $64 million construction loan for the development of a 500,000-square-foot industrial concept center.
- Represented a Tennessee state bank in a $65 million construction loan to a multifamily developer for the construction of new traditional and townhome multifamily developments.
- Assisted in the restructuring of a $70 million revolving credit facility to facilitate additional corporate acquisitions.
- Assisted a client with securing and negotiating multiple financing lines equal to $36.5 million to allow a newly formed fund to acquire additional business lines.
- Handled a series of multiple construction loans to the same borrower to facilitate the development of self-storage facilities valued at $45 million.
- Represented a regional credit union in a $12 million construction loan as part of a multifaceted historic building renovation that included historic tax credits, PILOT agreements, and bridge loans.

Real Estate Development

- Worked on securing tax-increment financing for a $360 million mixed-use development in Arlington, Tennessee.
- Closed on the disposition of multiple multifamily communities with a total sales price of $160 million.
- Represented a developer in the creation of a declaration, easements, and sale of an initial development parcel to a multifamily developer for $6.6 million.
- Developed the structure for the acquisition, leasing, and easement of a rock quarry development on approximately 170 acres in West Tennessee.
- Represented a developer in the creation of a condominium development structure and the negotiation of a $58 million construction loan for a multifamily project.
- Assisted a medical device manufacturer with the real estate and economic incentive portions of a $290 million sale and relocation of its headquarters.
- Represented a developer with all incentive and corporate aspects of an $83 million hotel development with New Market Tax Credit (NMTC) financing.

- Assisted a global "big box" retailer with incentive, jurisdictional, and real estate issues associated with a $45 million development project.

Professional Honors & Activities

- Selected to Mid-South Rising Stars in Real Estate (2018)
- Member – Binghampton Development Corporation
- Member – American, Tennessee and Memphis Bar Associations

Publications

- Co-author – "How the Financial Crisis Has Impacted Commercial Litigation," the Lawyers Journal Club speaking series (January 2011)
- Contributing Author – "Senior Life Settlements: A Cautionary Tale," *Supervisory Insights* (Winter 2010)

Speaking Engagements

- "Economic Development Incentive," Institute for Professional in Taxation (Summer 2016)
- "Economic Development Incentives," CBRE Real Estate Meeting (Spring 2016)

Education

- University of Memphis Cecil C. Humphreys School of Law, J.D., 2010, magna cum laude
- University of Memphis, M.B.A., 2010
- Auburn University, B.A., 2007, summa cum laude

Admissions

- Tennessee, 2011