



November, 2016 Member Spotlight

By: Janet StraightArrow, Zwiren Title Agency, Inc.



CLAUDIA L. GUGLIELMO, ESQ.

General Counsel

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Commercial Real Estate Development – Land Use – Commercial Leasing, Corporate & Business

Claudia's practice is focused on all aspects of the law pertaining to commercial real estate matters and finance transactions.

Ms. Guglielmo is general counsel to The Gordon Group of real estate companies that hold equity and general partnership interests in a portfolio of approximately

47 medical, retail, office and warehouse properties with an approximate aggregate value of \$300 million. Claudia is responsible for drafting and negotiating all commercial lease agreements, including modifications and extensions for the entire portfolio. In addition, she prepares and negotiates all ownership agreements and amendments in connection with the portfolio. Regarding financing, Claudia negotiates and closes a majority of all construction and permanent mortgage loans, ranging from \$500,000 to \$24 million, in connection with the various portfolio properties.

In addition, Claudia also acts as general counsel to Gordon Realty Management, L.L.C. (GRM) which manages the majority of The Gordon Group portfolio as well as third party properties. GRM manages approximately 37 buildings with an aggregate square footage of 1.5 million. GRM specializes in the management of medical office buildings throughout the State of New Jersey.

In CREW NJ, Claudia would like to meet brokers and lenders to connect her company to new tenants or projects to develop. Her sweet spot is in linking up with a medical group and developing a building for them where they are the anchor tenant and partner in the project.

Claudia enjoys golf and cooking and claims to be an accidental foodie. She loves time spent with friends and family, discovering and trying new restaurants.