

# Theodore I. Yi

## Partner

Theodore Yi prides himself on understanding not just the salient laws but the many technical aspects of the complicated, large-scale real estate transactions on which he works. He views each lease in the context of the industry that will make use of the space, does his homework on how that industry uses space, and tailors the language of the lease to align with the specific needs of the tenant. Ted is adept at putting together major anchor tenant leases, serving clients in the retail, medical office, hospital, and professional services sectors, where he seeks to meet the objectives of all parties to the agreement while upholding his responsibility to be a trustworthy advocate for his clients. An administrative leader as well as a trusted legal advisor, Ted serves as a member of the firmwide governing Executive Committee.

Ted's extensive and varied real estate experience includes a wide range of commercial real estate transactions, with a particular focus on commercial lease transactions representing both owners and users of office, retail, and industrial properties. He represents institutional landlords, such as insurance companies, pension funds, and real estate investment trusts (REITs), as well as users of properties, including users of technically complex space such as trading floors and data centers. In particular, he has represented a number of Fortune 250 corporations in connection with relocations of their corporate headquarters.

The total mechanics of legal practice — science and art, alike — are important to Ted. A voracious learner, he loves his profession because it requires the constant acquisition of new skill sets and industry expertise. Ted offers his clients more than 30 years of experience, but he approaches each transaction with a determination to become even more of an authority than he already is. That's why he's among the 2014 Illinois Super Lawyers "Best of the Best," being one of the 100 attorneys who received the highest point totals in the Illinois nomination, research, and blue ribbon review process.

## Legal Services

- Real Estate
  - Acquisitions and Dispositions
  - Data Centers
  - Land Use and Development
  - Commercial Leasing
  - Retail Leasing
- International Services



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## Chicago Office

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## Education and Honors

- Harvard Law School Executive Education (Leadership in Law Firms Program, 2017)
- University of Notre Dame, Mendoza College of Business (Certificate of Executive Management, 2013)
- Harvard Law School (J.D., 1982)
  - Harvard Environmental Law Review (Editor)
- University of Illinois at Urbana-Champaign (B.A. and B.S., 1979)
  - Phi Beta Kappa

## Bar Admissions

- Illinois

## Professional and Civic Activities

- Chicago Architecture Foundation (Board Member)
- Chicago Bar Foundation (Board Member)
- Garrett-Evangelical Theological Seminary (Board Member)
- American College of Real Estate Lawyers (Fellow)
- Lambda Alpha International (Member of Ely Chapter)
- Asian-American Bar Association of Greater Chicago (Member, Former Officer, and Board Member)
- National Asian Pacific American Bar Association (Member, Former Officer, and Board Member)
- Chicago Committee on Minorities in Large Law Firms (Former Board Member)
- Cook County State's Attorney's Asian-American Advisory (Council Member)
- Harvard Law Society of Illinois (Former President)
- The John Marshall Law School, Real Estate Law LL.M. Program (Former Adjunct Professor)

## Professional Recognition

- Selected as a Most Influential Minority Lawyer in Chicago by *Crain's Chicago Business* (2017)
- Selected as an Illinois Leading Lawyer - Leading Lawyers Network, 2017–present (Real Estate: Commercial, Finance)
- Named one of the Top 100 Lawyers in Illinois by *Super Lawyers*® (2012–2014)
- Listed in *Chambers USA*® (2011–present: Real Estate)
- Named a 2011 Business Leader of Color by Chicago United
- Selected for inclusion in *Illinois Super Lawyers*® (2005–2013, 2015–present: Real Estate)
- Listed in *The Best Lawyers in America*® (Real Estate)

- Martindale-Hubbell AV® Peer Review Rated
- Selected for inclusion in Chicago's Top Rated Lawyers (2013)

### Charitable Work

Ted is dedicated to a life of service, which is evident not only to his clients but to numerous organizations around Chicago and Northern Illinois. Some of the concerns with which he is most active are the following:



Garrett-Evangelical Theological Seminary, related to The United Methodist Church, is the result of the interweaving of three institutions: Garrett Biblical Institute, the first Methodist seminary in the Midwest; the Chicago Training School, an important force for women in ministry and for developing service agencies throughout Chicago; and Evangelical Theological Seminary, founded as a seminary of the Evangelical Church (later the Evangelical United Brethren). Ted serves on the board of trustees, including its finance committee, and he has actively employed his legal skills to help resolve a number of Garrett's deferred maintenance issues that were badly in need of attention.



The Boy Scouts of America (BSA) is one of the nation's largest and most prominent values-based youth development organizations. The BSA provides a program for young people that builds character, trains them in the responsibilities of participating citizenship, and develops personal fitness. Ted serves the BSA as an assistant scout master (and is a former Cub Scouts master as well).



Ted is an active member of the Christ Church Lake Forest and loves to teach Sunday School in the Lighthouse ministry, which oversees children's



programs for pre-3s, early childhood, and grades 1–4.

## Caring and Responsive

Despite his 30 years of legal practice, Ted believes that there is always more to learn, and he considers it his job to gather and understand as much as possible about each client and the industry in which it operates, in order to fully represent them all. Beyond that standard, there are several values that characterize his career:

**Responsive:** With a chuckle, Ted summarizes this commitment in three words — “answer the phone!” — but the imperative extends to all of his communications. He realizes that all the expertise in the world can’t help his clients if it isn’t available to them when they need it. Furthermore, in the forging of the complex kinds of agreements upon which Ted works, communication is a premium commodity, but he ensures there is never a lack of it.

**Prepared:** As an assistant scout master with the Boy Scouts of America, Ted has lived by the principle of “be prepared” for most of his life. As an attorney, his dedication to preparation is essential not only to providing excellent client advice but to conducting important negotiations with multiple parties.

**Respectful:** There are typically many stakeholders who must come together in the making of a complex real estate transaction. Ted is careful to respect the views and positions of everyone around the table, including those who may be opposing attorneys and their clients. The best win is the one in which everyone leaves the room happy, but in the absence of that ideal, everyone must feel at least that their voices have been heard and respected.

**Collaborative:** Ted doesn’t define winning as, “everyone else loses.” Simply as a matter of achieving his clients’ objectives, Ted believes he must have a thorough understanding of all sides’ goals. From that point, finding consensus and agreement is a matter of identifying priorities and working toward solutions that honor them.

## Commitment to Diversity

The legal profession has changed a great deal over the last several decades, and it is more diverse than ever, although there remains some distance to go. Ted is interested in how the legal profession fits into the American ideal of multiculturalism, and he has worked hard to create opportunities for all attorneys of minority or diverse status.



## Chicago United

For his efforts to promote diversity, Ted has been named a “Business Leader of Color” by Chicago United, which promotes multiracial leadership in business to advance parity in economic opportunity. Chicago United supports the business community’s need to maximize the use of corporate and entrepreneurial talent and brings together diverse senior business leaders to break through barriers to realize the benefits of diversity and inclusion.



The Asian-American Bar Association (AABA) of Greater Chicago believes a professional bar association can serve not only the interests of its members but the community from which its members come. The AABA’s mission includes promoting the professional growth of its members, mentoring law students and new lawyers, providing services to the local community, fostering the exchange of ideas and information among members and community leaders, partnering with other minority organizations on common matters of concern, and offering policy recommendations on legal, social, political, and economic interests significant to the community. Ted is a current member as well as a former officer and board member.



The National Asian Pacific American Bar Association’s mission is to act as the national voice for the Asian Pacific American legal profession; promote justice, equity, and opportunity for Asian Pacific Americans; and foster professional development, legal scholarship, advocacy, and community involvement. Ted is a current member as well as a former officer and board member.



The Chicago Committee on Minorities in Large Law Firms seeks racial and ethnic diversity in the legal profession by collaborating with its law-firm and corporate membership to drive sustainable institutional change at law firms and corporate legal departments, provide professional development, and cultivate the community of minority lawyers through programming and leadership opportunities. Ted is a former board member.



The State's Attorney has several Community Advisory Councils that represent diverse communities within the county, including the Asian American Council, which provides two-way communication with the State's Attorney's Office, on crime-related issues and concerns. Ted is a council member.

### **Publications and Presentations**

05/24/18

#### **"Segmented Solutions in Healthcare & Medical Office"**

*Illinois Real Estate Journal - Healthcare & Medical Office Conference*

10/27/17

#### **"Features of Data Center Agreements"**

*ICSC - US Shopping Center Law Conference*

11/03/16

#### **"Segmented Solutions in Healthcare & Medical Office"**

*Illinois Real Estate Journal - Healthcare & Medical Office Conference*

10/29/16

#### **"Assignment and Subletting: Good for the Goose and the Gander?"**

*ICSC - US Shopping Center Law Conference*

05/18/16

#### **"Negotiating Healthcare Leases"**

*Corporate Realty, Design & Management Institute - Midwest Healthcare Real Estate 2016*

05/05/16

**"Commercial Real Estate Leases: Selected Issues in Drafting and Negotiating in Today's Market"**

*ALI-CLE Conference*

12/13/15

**"Chicago Tech Tenancy Panel"**

*Real Estate Lenders Association*

11/17/15

**"Pre-Construction Leases"**

*IICLE - Commercial Landlord-Tenant Practice 2015 Edition*

10/30/15

**"Segmented Solutions & Strategies in Today's Healthcare MOB Market"**

*Illinois Real Estate Journal - Healthcare & Medical Office Conference*

11/07/14

**"The Rise of the APA Managing Partners: Wisdom and Stories from the Field"**

*National Asian Pacific American Bar Association Annual Convention*

10/08/14

**"Healthcare & Medical Office Real Estate Conference"**

*Illinois Real Estate Journal*

11/07/13

**"Commercial Real Estate Leases: Selected Issues in Drafting and Negotiating in the Current Market"**

*ALI-CLE Conference*

10/23/13

**Linsanity and Dr. King**

*Quarles & Brady Diversity Perspectives Blog*

10/16/13

**"Subleasing Issues: It Takes Three to Tango"**

*ICSC - US Shopping Center Law Conference*

10/27/12

**"The Game of Musical Chairs: Co-Tenancy and Its Intricacies"**

*ICSC - US Shopping Center Law Conference*

04/24/12

**"Chicago State of Office"**

*Bisnow Conference*

10/31/11

**"13th Annual Commercial Real Estate Institute"**

*Practising Law Institute*

01/01/10

**"Commercial Real Estate Leases: Selected Issues in Drafting and Negotiating in a Distressed and Troubled Market"**

*ALI-ABA Seminar*

07/22/09

**"Negotiating and Drafting Leases that Meet the 'Green' Expectations of Landlord and Tenant Clients"**

*ALI-ABA Webcast Seminar*

01/15/09

**"Commercial Lease Overview and How to 'Green' Your Leases"**

*Practising Law Institute Seminar*

**Success Stories**

**Settling the Giordano's Bankruptcy: The Art of Leaving a Slice for Everyone**

The U.S. Trustee appointed Quarles & Brady to oversee the disposal of—and restore order throughout—the 50 legal entities that comprised Chicago's suffering Giordano's Pizza chain, 33 of which had filed for bankruptcy, but years of mishandling by the former owners made franchisees, lenders, and creditors reluctant to cooperate. All parties involved were solely interested in recovering as much as they could, regardless of others' losses. Not only did we work with the company's personnel, the secured creditor, and the Creditors' Committee to gain a complete understanding of the brand's assets, but we gained the trust of nearly three dozen franchisees to keep Giordano's from completely going under.

Within six months, our team organized a 15-hour auction (with aggregate bids increased from the opening bids of about \$45 million to almost \$70 million) and was able to close sales of all lots within 10 days to prevent further losses through default interest and professional fees. Secured creditors were then paid in full, as were employee wages and taxes. Quarles & Brady also settled litigation with the ownership family. In a situation where no one thought they would recover what they had lost in the company, the team was able to find a solution that benefitted all parties involved.