

James Moorhead, 39, has earned a reputation for pushing deals through to the finish line. A partner at Thompson Coburn, he runs a national real estate practice focusing primarily on leasing, sales, and real estate parts of M&A deals for clients that include regional and national businesses, investors, and multinational companies. He has closed real estate transactions involving office, retail, restaurant, and industrial properties in nearly every U.S. state, with a collective value in excess of \$1 billion.

Ivo Cozzini, Chairman of Primedge, Incorporated, has worked with Moorhead for the past three years on real estate-related matters, including two of the most important transactions ever negotiated by the company. "My impression each time was that we had the better legal counsel compared to the party on the other side of the transaction," said Cozzini. "What I like about Jamie is that he will not quit. On transactions he helped us with, he did the basic 'lawyering' job and throughout came back to help and to advise me on all possible eventualities, all intended to protect me. The personal touch he gave was recognized and appreciated."

Moorhead enhances that personal touch with a keen mind that focuses in on solving problems. Phillip Palmer, senior vice president at Grubb & Ellis, has known Moorhead for seven years. In the dozens of transactions they worked on together, Moorhead has been the greatest partner he has ever had. "His creativity in fashioning solutions, patience in knowing how and when to respond to negotiations, his ability to prioritize those issues which most affect the client – and are therefore of greatest value versus those which are comparatively unimportant – earn strategic credibility and weight in all our negotiations," Palmer said. "That ability and insight also invariably wins respect and commitment from others in the transaction that are finally won over by his well-timed and excellent sense of humor."

Time is always of the essence, and Moorhead acts with that in mind. "He is able in each negotiation to focus on the important issues and to pass on those issues that would only unnecessarily delay the transactions. In short, Jamie displays a rare degree of 'seasoning' for such a young lawyer," said another nominator.

In a particularly complicated transaction involving a land swap between a land developer and the United States Army, Moorhead stepped in and solved the problem using "a combination of deal-making savvy, intelligence, and his political connections to smooth over the perceived 'slight' felt by the U.S. Army," said Joel Meyers, corporate counsel for Bridgestone Retail Operations who was co-counsel on the deal with Moorhead. "In the end, I can look at this development in the South Loop (which is near my house) and reflect on the fact that, not only was Jamie able to close a complex transaction with an extremely difficult party on the other side, but he was also able to beautify my neighborhood by turning an ugly parking lot into an upscale condominium."

It is also clear Moorhead possesses qualities that are refreshing to be found in the real estate trade. "Jamie is hard-working, diligent, creative, and smart; but most importantly, Jamie is reasonable and practical," said one nominator. "In our business, these are qualities that are unfortunately unique."

Outside of his practice, Moorhead is actively involved in civic and athletic endeavors. A former SIBS Board member at Misericordia Home for many years, Jamie spearheaded a committee to create a corporate underwriting program for Artist in All, a major annual fundraising event that has been hosted by Northern Trust Bank and the Art Institute of Chicago. This underwriting has grown annually and is now the major source of funding for Misericordia's Art Program, which provides vital work opportunities for people with developmental disabilities. Jamie also works with the Chicago Chapter of the Reeve Foundation to further its advocacy goals and fundraising. Before attending law school, Jamie was a manager of a top world-ranked professional cycling team, and he has completed 25 triathlons, two marathons, and various running and cross-country skiing races. In 2007, he organized a panel discussion with Greg LeMond and the U.S. Anti-Doping Agency to help combat performance doping in cycling that was later broadcast on C-SPAN. Moorhead is a member of the Executives' Club of Chicago and the Chicago Council on Global Affairs.

Moorhead attended Georgetown University and graduated with a double major in English and Classics. He then earned his Juris Doctor from Loyola University Chicago School of Law, where he earned the CALI Award for the highest grade in Constitutional Law and was Editor-in-Chief of the *Public Interest Law Reporter*.



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