Wendelin White Silliman

Partner

Atlanta
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Wendy has decades of experience in development, leasing, and wireless and telecommunications real estate. Her practical knowledge and industry acumen make her a go-to resource for complex negotiations involving diverse real estate assets.

OVERVIEW

Wendy assists clients in negotiating transactions ranging from leasing to development. She is particularly knowledgeable in the acquisition, disposition, leasing and development of retail, energy, offices, industrial and mixed-use properties and has decades of experience in wireless and other telecommunication networks. This enables her to provide strong experience into 5G, small cell, fiber networks, Wi-Fi, service-level agreements, build-to-suits, and many forms of distributed antenna systems.

Wendy's experience provides her with a unique perspective on national, high-volume leasing and development matters. Recognizing the need for organization in such practices, Wendy has led our team in devising and utilizing dedicated servers to isolate and organize sites and materials, enabling quick access to needed information.

With more than 32 years of experience, Wendy represents wireless companies in matters such as distributed antenna system deals for airports, hospitals, universities, and athletic arenas; franchise agreements; bulk tower transfers; and fiber networks. She also represents landlords in structuring their cellular and Wi-Fi solutions.

In her local community, Wendy led the establishment of Threads, a ministry that clothes children in need. She serves as president of the board of directors of Midtown Assistance Center in Atlanta and is the former general counsel and board member of Habitat for Humanity in Atlanta.

REPRESENTATIVE MATTERS

- Has extensive experience representing sellers and purchasers in real estate acquisitions, dispositions and development for a variety of areas of real estate, including shopping centers, malls, big box retail, schools, golf courses, office complexes, hotels, daycare centers, and power plants.
- Represented a developer in the development of a mixed-income housing project in Atlanta, GA.
- For more than 31 years, has represented a wireless company in its acquisition or lease of ground, tower, or rooftop space for wireless communications facilities; in distributed antenna system deals for airports, hotels, mixed use developments, hospitals, universities, and athletic arenas; and in franchise agreements, bulk tower

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transfers and fiber networks. Also represents landlords in their negotiations with cellular providers.

- Has represented both landlords and tenants in retail, warehouse, multitenant, and office leasing agreements.
- Handled various real estate loans for institutional banks and for borrowers.
- Is experienced in the foreclosure of ad valorem tax liens.
- Represented a company in the acquisition of a public road through the abandonment process.

AWARDS

- *Best Lawyers in America*®: Real Estate Law (2021-2027)
- Achieved Martindale-Hubbell's highest rating for legal ability and ethical standards (AV)
- *Georgia Trend* "Legal Elite," Real Estate/Construction Law (2018-2019)

TOP AREAS OF FOCUS

- Investment, Acquisition + Disposition
- Real Estate
- Real Estate Leasing
- Telecommunications + Infrastructure

ALL AREAS OF FOCUS

- Investment, Acquisition + Disposition
- Real Estate
- Real Estate Joint Ventures + Investments
- Real Estate Leasing
- Real Estate Technology
- Telecommunications + Infrastructure

PROFESSIONAL/COMMUNITY INVOLVEMENT

- State Bar of Georgia
- Member, Leadership Atlanta, Class of 2019-2020
- Board member and current president of the board, Midtown Assistance Center
- Former Member, Governing Committee, THREADS, a mission of All Saints' Church, clothing children in need; formerly served as founding chair (2004-2006); facility chair, Strategic Planning Committee; New Mission Subcommittee chair, Ad Hoc Missions Committee
- Former member, Finance Committee, Board of City of Refuge
- Former member, Georgia Wireless Association
- Former member, Women's Wireless Leadership Forum
- Co-chair, Class of 1990 35th Reunion, UVA Reunions
- Catbackers and Executive Committee member, Westminster Schools, 2011-2017
- Former board member and general counsel, Habitat for Humanity in Atlanta, Inc.
- Former board member and membership chair, Brookwood Hills Community Club
- Former board member, Art of The Season, benefiting Children's Healthcare of Atlanta

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EDUCATION AND CERTIFICATIONS

EDUCATION

- University of Virginia School of Law, J.D., 1993
- University of Virginia, B.A., *Harry S. Truman Scholar*, 1990, student member, University of Virginia Board of Visitors

BAR ADMISSIONS

- Georgia

SPEAKING ENGAGEMENTS

- Speaker, “Modernizing Real Estate: Tech-enabled Tips and Tricks for Owners, Managers and Landlords,” National Association for Industrial and Office Professionals, July 2020.