

PARTNER

Nancy Park

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Sacramento

A partner and leader of Best Best & Krieger's Business practice group since 2020, Nancy Park is a real estate attorney with a focus on real estate transactions, leases, finance and contracts. She has been a CEO, banker, investment officer and attorney and works with private and public sector clients. Nancy represents all types of entities, from small businesses, institutional investors, banks, developers, farmers, hospitals, to cities and universities. A practical problem solver, she makes deals happen for her clients.

Based in the firm's Sacramento office, Nancy's practice includes real estate leasing (office, industrial, retail, mixed use, special purpose and ground leases), acquisitions, finance, development and joint ventures as well as property tax exemptions. Nancy also forms partnerships and limited liability companies, handles related corporate matters, and acts as corporate general counsel. She has extensive knowledge and financial experience advising clients on the negotiation of loan and workout documents, ISDA (interest rate swap) contracts, and opinion letters. Some of her private clients include institutional asset managers, pension fund advisors, developers, agricultural product processors, ranch owners, manufacturing facilities, movie/television studios, international and regional banks, and nature conservancies. Public clients include cities, counties, special districts, joint powers authorities and hospital districts, among others.

Nancy started her career with more than 10 years of experience as a commercial real estate lender for several community banks. Immediately prior to joining BBK, Nancy was the CEO of The Evergreen Company, a veteran Northern California developer of retail and office projects. As CEO, she handled financing, general counsel, administrative and joint venture matters. Nancy was also a transactional real estate attorney with McDonough Holland & Allen PC from 2000 to 2006. Prior to that, she was an investment officer for the California Public Employees' Retirement System (CalPERS). In that capacity, she was responsible for investing $1.8 billion in real estate assets, formulating policy and investment strategies, and negotiating and restructuring several major contracts for more than $1 billion in timber assets.

Nancy has been involved in the Sacramento community as a volunteer leader for both Girl Scouts and Boy Scouts for more than 20 years. For over 10 years she was a mentor/leader at Camp CEO, the Bay Area Girl

CORE PRACTICES

Agri-Business & Forest Products

Business

Business Transactions

Housing, Economic Development and Real Estate

Finance & Banking

Municipal Law

Real Estate

Special Districts

Data Centers & AI Infrastructure

EDUCATION & ADMISSIONS

Education

University of the Pacific, McGeorge School of Law, J.D.

California State University, Sacramento, B.S., business administration/finance

Bar Admissions

California

Oregon

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Scouts' camp for at-risk girls. She is a Martindale-Hubbell AV Preeminent peer review rated attorney.

Notable Experience

Private Sector

- Represented an international agricultural products processing company in $63 million new credit facility (equipment, accounts receivable, real estate and line of credit).
- Represented developer in $65 million real estate CMBS portfolio financing.
- Represented a nonprofit hospital in $238.7 million California Health Facilities Financing Authority's bond financing and numerous other bond financings.
- Represented pension fund advisors and institutional fund managers in leasing matters related to a $680 million portfolio of industrial and office properties and more than $200+ million in mixed-use and television/movie production facilities.
- Represents small and large tenants in negotiation of office, industrial and retail space.
- Represented multi-state cattle rancher in acquisition of multiple properties totaling 14,600-plus acres, including conservation easements, grazing leases, personal property and leaseback arrangements.
- Represented hospital district in lease and operation agreement of package plant operation (water and sewage plant).
- Represents regional and international banks in drafting complex loan documents and advice regarding real estate and enforcement issues.
- Represented developer in CSCDA bond infrastructure financing.
- Represents multiple private developers of office and retail projects in connection with financing, leasing, acquisition and disposition in the greater Sacramento area.
- Represented regional developer in leasing, acquisition, disposition and construction of a 4.5 million square-feet portfolio of office parks, retail power centers and regional shopping centers.
- Represented out-of-state investor for 15 years in leasing and disposition of a 750,000 square-foot office and retail portfolio.
- Developed master lease templates for mixed-use and office developments for multiple clients.

Public Sector

- Represents University of California Regents in negotiation and documentation of 100,000 square-foot ground lease and leaseback for UCSD Medical School and in a master ground lease for a 1.3 million square-foot Science Research Park at UCSD.
- Represents numerous private and municipal clients in leasing of multi-use or specialty properties (ground leases and building leases) including movie theaters, airstrips, port facilities, rice leases, wastewater plants, solar farms, warehouses, airport passenger terminal, airport hangers, recreation facilities, a basketball arena and car repair facilities.
- Represents City of Monterey in development of master lease templates, policies and negotiation of leases in Fisherman's Wharf, commercial wharf facility and other real estate.
- Represents the cities of Santa Cruz, Brentwood, Lafayette, Santa Rosa, Paso Robles, San Juan Capistrano, Ventura, Redlands, West Hollywood, Ontario, Winters, Mammoth and Woodland, in addition to special districts, water agencies, joint powers authorities and redevelopment agencies in drafting of leases, including ground leases, easement agreements, licenses, and acquisition/disposition agreements.
- Represented the City of Santa Cruz in the negotiation and documentation of ground lease, building lease and loan documents for its 4,000-seat NBA D-League arena.

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- Represented the California Public Employees' Retirement System as lead negotiator of a $1.2 billion partnership with John Hancock, UBS Brinson and The Campbell Group, including an $800 million asset management agreement.
- Represents East Bay Municipal Utility District and Modesto Irrigation District in the preparation of lease templates, property swaps and real estate advice.
- Represented JPAs in negotiation of ground lease and commercial building leases.
- Represented special districts in sale of industrial and office properties.
- Represented public entities in interpretation and drafting of easements, licenses, rights of way, title matters, leases and acquisition/disposition agreements.

Accolades

- Lawdragon 500 Leading Real Estate Lawyers, 2026
- LAI Sacramento Capitol Award, 2026
- *Lawdragon 500* Leading Real Estate Lawyers, 2025
- Top Real Estate & Development Lawyers, *Daily Journal*, 2025
- 2025 Woman of Influence, CRE Legal Counsel, *GlobeSt.*, 2025
- *Sactown Magazine*, Top Lawyers, 2024
- *Northern California Super Lawyers,* Real Estate, 2023–2026
- *Sacramento Business Journal*, Women Who Mean Business honoree, 2022
- The Best Lawyers in America®, Lawyer of the Year, Real Estate, 2021, 2025
- The Best Lawyers in America®, Real Estate Law, 2020–2026
- Woman Worth Watching in Leadership, *Profiles in Diversity Journal,* 2020
- *Sacramento Magazine* Top Lawyers, Real Estate Law, 2020, 2023
- Urban Land Institute Sacramento District Council Member Achiever 2019
- CREW-Sacramento Woman of Influence, 2019
- CREW-Sacramento Champion of Excellence Award, 2014
- Northern California Real Estate Woman of Influence, 2013
- CREW-Sacramento Woman of Impact, 2008
- CREW-National Networking Award Winner, 2001
- CREW-Member of the Year, 2001

Professional & Community Involvement

- American College of Real Estate Lawyers, Fellow, (2025-Present)
- Girl Scouts Volunteer Mentor (2010-2020)
- ICSC (Innovating Commerce Serving Communities) Member
- Sacramento County Bar Association, Member (Ongoing)
- Sacramento Farm Bureau, Member (Ongoing)

- Urban Land Institute (District Council Board 2016-2022), Member (Ongoing)
- Oregon State Bar Member, April 6, 2023
- California Lawyers Association, Commercial Leasing Committee Chair, 2023
- CREW (Commercial Real Estate Women)- Sacramento Member, (1991-present)
- Downtown Sacramento Partnership, Executive Board Member (Ongoing)
- LAI (Lambda Alpha International) Past President/Director (2012-2023) Member (ongoing)
- Sutter Club, Member (Ongoing)
- UCSD Real Estate and Development Advisory Board Member, Board Member (2022-present)

Thought Leadership

Publications

- "When 'Substantial Completion' is not Enough: Purchase Agreements for Newly Constructed Buildings," *Daily Journal*, Sept. 1, 2026
- “A Fast-Changing World Calls for New Strategic Business Principles,” *Sacramento Business Journal*, Jan. 12, 2023
- “Do Your Homework! Thorough, Fact-Finding Due Diligence Mitigates Risks for Public Agencies,” PublicCEO.com, July 8, 2021
- “Should Business Owners Consider A Property Tax Appeal?,” *The Press-Enterprise*, June 3, 2021
- “Best in Law: Three Steps Commercial Landlords Should Take to Avoid COVID-19 Liability,” *The OC Register*, Mar. 28, 2021
- “Best in Law: Six Business Lessons Learned from 2020,” *The Press-Enterprise*, Feb. 27, 2021
- “Businesses and Masks: What’s Mandatory, What’s Optional in California,” *The Sun*, Nov. 20, 2020
- “Cell Site Landlords: Expect Increase in Requests to Install Generators,” BBK Legal Alert, Nov. 17, 2020
- “Commercial Landlords and Tenants Should Work Together During COVID-19,” BBK Legal Alert, June 29, 2020
- “Paycheck Protection Program Flexibility Act Makes Big Changes to COVID-19 Paycheck Protection Program,” BBK Legal Alert, June 8, 2020
- “Requirements for Supporting COVID-19 PPP Forgiveness Requests,” BBK Legal Alert, June 3, 2020
- “Calculating COVID-19 PPP Loan Forgiveness,” BBK Legal Alert, June 1, 2020
- “COVID-19: Guidance for Landlords and Tenants,” BBK Legal Alert, Mar. 31, 2020
- “COVID-19: Small Business Support,” BBK Legal Alert, Mar. 30, 2020
- “COVID-19: Eviction and Foreclosure Moratoria and Business Regulations,” BBK Legal Alert, Mar. 23, 2020
- “Pre-Printed Contracts – To Use…or Not,” *The Orange County Register*, Aug. 17, 2019
- “Holy Smoke! Can You Smoke Cannabis at Private Events?,” *The Press-Enterprise*, April 19, 2019
- “Business Owners: Don’t Get Stung by Buried Obligations in Lease Agreements,” *Riverside Press-Enterprise*, Dec. 3, 2013
- “Developing a Municipal Real Estate Management Strategy,” BBK Legal Alert, May 17, 2012
- “Managing Municipal Real Estate Assets Post-Redevelopment,” BBK Legal Alert, May 2, 2012

Presentations

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- "Sacramento Market Outlook 2026: Capital Markets, Investment Strategy & Where Deals Still Pencil," Bisnow Sacramento Commercial Real Estate Market Outlook Conference, May 28, 2026
- "The Complicated Journey: Negotiating and Documenting Commercial Real Property Purchase and Sale Agreements," California Lawyers Association, Real Property Law Retreat, May 16, 2026
- "Weathering the Looming Office Storm: Strategies to Navigate the Rough Waters Ahead," California Lawyers Association Real Property Law Section, Mar. 9, 2024
- "Let's Talk Leases: COVID and Commerce," Santa Cruz County Business Council, Mar. 25, 2021
- "COVID-19 Guidance for Commercial Tenants," Downtown Impact Series, Downtown Sacramento Partnership, Aug. 6, 2020
- "COVID-19 Guidance for Commercial Landlords," Downtown Sacramento Partnership, July 30, 2020
- "COVID-19 & Rental Agreements," Best Lawyers Webinar, May 1, 2020
- "Women in Commercial Real Estate: Challenges & Opportunities," Moderator, Sacramento Association of Realtors, Nov. 7, 2018
- "ULI Sacramento: Corridor Catalyst Program- Folsom Boulevard," Moderator, Urban Land Institute, Nov. 1, 2018
- "Mastering the Art of Leasing for Public Entities," League of California Cities Annual Conference and Expo Attorney Track, Sept. 12, 2018
- "The Big Picture and the Fine Print - Mastering the Art of Leasing for Public Entities," California County Counsels' Association's Real Estate Study Section Conference, Mar. 22, 2018
- "Behind the Scenes Negotiating Secrets," California Special District Association's General Manager Leadership Summit, July 13, 2015
  Public Real Estate Transactions, U.C. Davis Extension, 2012-2016
- "Effective Municipal Real Estate Management," BBK Seminar, July 12, 2012
- "Maximizing the Return on Your Real Estate Assets," Association of California Water Agencies, 2012