



## Richard (Dick) Mersman

Of Counsel

### Contact

St. Louis

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## Overview

**Dick Mersman focuses on maximizing the value of his clients' real estate assets through development, acquisition, financing (conventional, tax exempt, and public incentives), leasing, and ultimately disposition.**

Dick has extensive experience helping clients with properties ranging from retail shopping centers and full and limited-service hotels to residential, resort, and senior housing projects throughout the U.S. Additionally, Dick has represented clients in front of local, state, and federal agencies, with emphasis on public / private partnerships (P3s).

## Education

- Tulane University School of Law (J.D.)
- Tulane University (B.A.)

## Bar Admissions

- Missouri

## Distinctions

- *Best Lawyers in America*, 2010–2026

## Memberships

- The Missouri Bar
- Bar Association of Metropolitan St. Louis

## **Related Experience**

- Assisted in assemblage of a four city-block area for a new corporate headquarters, including the renovation of a 400,000-square-foot building, 800-car parking garage and surrounding infrastructure. Project included obtaining tax abatement from the municipal authority.
- Assisted in assemblage of 2.5 city-block area for the construction of a 1,062-room convention headquarters hotel, municipal parking garage and 60,000-square-foot conference center. Project financing consisted of nine separate tranches, including \$98 million in Federal Empowerment Zone bonds.
- Managed land use entitlements, development and leasing of a 1 million-square-foot retail shopping center. Infrastructure was financed through the creation of Transportation Development District (TDD) and sale of \$21 million of sales tax supported tax-exempt bonds.