

# Neil E. Sprague

## Of Counsel

Neil Sprague has over 35 years of experience in commercial real estate transactions, mergers and acquisitions, financing and general corporate matters. In addition to 15 years with an international law firm and as an equity partner, Neil has over 20 years' experience as general counsel and senior in-house counsel, with both large public, and privately-held companies. His current practice focuses on leasing, buying and selling commercial properties, corporate transactions, and providing general business advice to clients of all sizes and types.



**A unique understanding of clients' legal and business needs.** Neil takes a very practical approach in crafting solutions for clients, calling upon many years as a lawyer and as a client. He understands how businesses balance and manage business opportunities and risks, whether they are pursuing profitable growth initiatives or resolving disagreements in the most cost-effective manner. He understands the long-term effects of clear and well-thought out agreements, and focuses on the most important issues that will affect business operations in future years.

**Particular expertise in retail real estate transactions and asset management** Neil has spent many years as outside and in-house counsel to national tenants, landlords, purchasers and sellers, particularly in the retail and restaurant industries. He has extensive experience in negotiating leases and other transactions involving retail properties in all types of environments, and has been a regular speaker at retail and business conferences on the topics of leasing, retail property development, and cost-effective management of outside counsel. Neil understands the ups and downs of business cycles, aggressive growth periods and cutbacks, private and publicly-held ownership, and working with business partners from the planning stages through full implementation of mergers and acquisitions.

## Professional and Volunteer Affiliations

- Martindale-Hubbell Rating – AV Preeminent
- American Bar Association
- Missouri Bar Association, Kansas City Metropolitan Bar Association, Kansas City Tomorrow (K.C. Civic Council leadership program)
- Society of Corporate Secretaries and Governance Professionals
- Association of Corporate Counsel
- International Council of Shopping Centers
- Instructor and panel member for CLE accredited courses for the ICSC, ALFA, KCMBA, American Conference Institute, and Lorman Seminars
- Big Brothers/Big Sisters of Greater K.C. – Board of Directors and Group V.P.
- University of Missouri – Columbia – K.C. Alumni – President, Board of Directors
- Blue Valley Recreation – Youth baseball and basketball coach

## Speaking Engagements and Publications

- Top Tenant Issues in Leases, Kansas City Business Journal
- Developing New Client Business, KCMBA Seminar, Kansas City, MO
- Practical Lease Negotiations – Fair Lease Provisions, Regardless of Leverage – ICSC Law Conference, Scottsdale, AZ – October, 2003
- Ground Leasing on Pad Sites, ICSC Law Conference, Hollywood, FL – October, 2004
- Negotiating Restaurant Leases, American Conference Institute, Las Vegas, NV – February, 2007
- Negotiating with a Restaurant Chain, American Conference Institute, New York, NY – July, 2007
- Leasing and Development of Restaurant Outparcels, ICSC Law Conference, San Diego, CA – October, 2007
- Franchise Leases, ICSC Law Conference, Hollywood, FL – October, 2008
- Alternative Billing Structures, ALFA Conference, Palm Beach, FL – June, 2010
- Franchise Issues in Retail Leasing, ICSC Law Conference, Hollywood, FL – October, 2010
- Enhancing Your Relationship with In-House Counsel, ALFA Conference, Palm Beach, FL – June, 2012
- Franchise Lease Issues from the Landlord's, Tenant's, and Franchisor's Perspectives, ICSC Law Conference, San Diego, CA – October, 2013
- Food Law and Policy – Restaurant Roundtable, Kansas City, MO – Mid-Continent Library/Kauffman Foundation, December, 2018
- 2019 Indispensable Skills: Advanced Negotiation & Contract Drafting, Missouri Bar CLE – April, 2019

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## Education

University of Missouri, – Columbia, J.D., 1981, Order of the Coif (Top 10%), Missouri Law Review, Note and Comment Editor  
University of Missouri, – Columbia B.S., B.A. (Economics/Finance) , 1976, Beta Gamma Sigma Honorary Fraternity (Top 5% of Business School), University Scholar

## Admissions

Missouri, 1981

## Services

Corporate Law  
Mergers & Acquisitions  
Real Estate Law  
Restaurant and Hospitality