

Jessica R. Schissel

Partner

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Areas of Focus

Real Estate | Commercial Leasing |
Purchases, Sales and Acquisitions

"I view myself as an extension of the client. Their business needs and interests drive my approach."

Overview

Jessica Schissel helps some of New York's largest and most well-known landlords, retailers and restaurants close commercial leasing transactions quickly and efficiently. With an in-depth perspective from both the landlord and tenant side, she crafts agreements that protect client interests while meeting their timelines and business requirements.

Jessica focuses on getting deals done. Lessons learned from a high volume of commercial leasing experience enable her to highlight the key issues landlords and tenants care about and find ways to achieve long-term business goals. Her knowledge of the market and stakeholders enables her to ramp up quickly and expedite the leasing process. Clients also trust her to evaluate potential real estate investments with thorough due diligence reviews.

Clients appreciate Jessica's ability to manage their competing priorities in negotiations. Known for forging positive and productive working relationships on both sides of the table, Jessica zealously, yet collaboratively, pursues each client's best interests. She takes a practical approach to evaluating each party's end goals, rather than simply trying to "win the point" for the sake of winning. Her guidance allows clients to weigh their options at every step while still having the flexibility to focus on their day-to-day business needs.

With a solid foundation in deal mechanics gained from years of experience drafting and negotiating documents, Jessica finds the key nuances that make each deal unique. Equally important is her skill in navigating the distinct issues that can arise in retail and office leases and explaining those differences to both parties and counsel in complex transactions.

Representative Experience

- Assisted a real estate private equity fund reposition its shopping centers as a top destination for shoppers in New York. Negotiated leases with Starbucks, Dave & Busters, DMV, Sephora, a sports bar chain and medical offices in New York City and New Jersey.
- Advised a national dental practice in negotiating leases as part of the rollout and expansion of its dental studio concept throughout Manhattan and Brooklyn.
- Represented an architectural firm in subleasing over 12,000 square feet of office space in lower Manhattan to another architectural firm.
- Counseled a real estate development company in connection with over 8 million square feet in ongoing office and retail leasing at a New York City cultural landmark.
- Negotiated lease amendments for a distributor of HVAC and refrigeration systems and supplies in the Northeast as part of the multi-million dollar sale of the company.

Credentials

Education

Benjamin N. Cardozo School of Law (J.D., *magna cum laude*, Order of the Coif, 2014)

- Associate Editor, *Cardozo Arts and Entertainment Journal*

University of Michigan (B.A., 2011)

Bar Admissions

New York

New Jersey