



AJ&CO

**Sarah
Bird**

Practice Leader
Real Estate & Commercial



Getting the right advice up front can make the world of difference to the end result. Taking the time to listen and understand the business and goals of my clients is my critical first step.



Sarah is results focused legal practitioner with a passion for real estate and business transactions.

Introduction

Sarah's extensive knowledge of leasing, finance, property and business sales and acquisitions has made her a sought after advisor in this often challenging practice area. She has worked with everyone from local developers to top 10 ASX listed companies.

Sarah provides relevant, sensible and commercially strategic advice and has a reputation for delivering authoritative counsel under pressure. Her ability to communicate clearly and directly ensures she is able to manage client expectations effectively and ensure they remain informed at all times.

Sarah makes understanding your business her business so you always get the right advice and the most effective strategy first time, every time.

Expertise

- Property development
- Commercial, industrial and residential disposals and acquisitions
- Establishment of bodies corporate and subdivisions
- Due diligence
- Real estate and commercial finance
- Commercial, industrial and retail leasing for landlords and tenants
- Non-disclosure and confidentiality agreements
- Hospitality law, including liquor licence and gaming applications and amendments

Experience

Recent transactions of note include:

- Acting as key legal advisor, providing titling and structuring advice and managing the titling and sales process for the developers in relation to the North Harbour Business Park.
- Acting as key legal advisor to BrisWest Holdings in the negotiation with international investors of a joint venture agreement and syndicated facility agreement in relation to the BrisWest industrial development.
- Acting for buyers and sellers of significant agricultural holdings in Queensland. The transactions include dealing with mining interests and biosecurity issues, and subdividing water licences.
- Advising joint venture partners on the structuring and development of a staged off-the-plan strata industrial project with a completed value of \$1.5 billion, including negotiation of joint venture agreements and titling advice.
- Advising industrial developers in relation to the structure of the developments including fund raising and shareholder agreements which protect minority investors/shareholders but allow the development to progress to completion.
- Providing the following services for a staged development which includes a new neighbourhood centre:
 - Structuring and titling advice;
 - Negotiation of construction finance facilities and refinance facilities post construction;
 - Preparing master agreements for lease, and lease for the centre;
 - Negotiating agreements for lease and leases for the centre, including with anchor tenants including Coles, KFC and service station leases;
 - Providing advice in relation to handover issues and potential disputes.
- Acting as key legal advisor on the sale of the land and separately the business of Agnes Waters Beach Holiday Caravan Park.
- Acting for the vendor in the \$32.25m fund through sale of a proposed industrial lot the subject of an agreement to lease with an international corporation as tenant. The fund through deal (from negotiation to execution) took less than a week.
- Acting for landholders negotiating terms of compulsory acquisitions.
- Acting for a landlord in the negotiation of a design and construct lease with Woolworths for a proposed development.
- Advising listed and unlisted clients and property funds on complex acquisitions and disposals of property including development, agricultural and industrial sites and retail and commercial centres.
- Advising a multinational corporation on the acquisition of hotel and gaming sites, including obtaining liquor and gaming licenses using foreign sourced funds.
- Advising and negotiating leases for and against major tenants and landlords including commercial, industrial and retail arrangements and off the plan, design and construct agreements for lease.
- Advising landlords in relation to issuing of breach notices and carrying out lock-outs of tenants in default.
- Advising on and negotiating multimillion dollar finance facilities and associated security documents.

Qualifications

- Practising law since 2005
- Bachelor of Laws (Gold Medal), University of the South Pacific, Vanuatu
- Bachelor of Business (Hons), Queensland University of Technology

Memberships

- Queensland Law Society



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