



RAFFI K. MANSOURIAN
Senior Counsel

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Office: Century City

PRACTICE AREAS

Real Estate
Commercial Leasing

EDUCATION

J.D., Loyola Law School
Order of the Coif
American Jurisprudence Award –
Contracts
American Jurisprudence Award –
Torts
Editor, Loyola Law Review B.S.,
summa cum laude, California State
University, Northridge

ADMITTED TO PRACTICE

California

Real estate attorney Raffi K. Mansourian has extensive real estate and corporate transactional experience.

» Wide range of commercial real estate matters

Mr. Mansourian represents both sellers and buyers of commercial real estate, giving him an insider's perspective of the most important issues on both sides of the transaction. When it comes to leasing of commercial property, he represents both landlords and tenants, giving him an in-depth understanding of all aspects of the leasing equation and an ability to address often-disputed provisions in an efficient and effective manner. Mr. Mansourian has represented both corporate and individual clients in a wide range of commercial real estate matters, from the sale and purchase of commercial real estate to negotiating commercial lease agreements, lease renewals, subleases, lease extensions and lease termination workout agreements.

» Complex commercial agreements

His significant experience negotiating complex commercial agreements spans Fortune 500 companies, merchants, banks, and vendors. Mr. Mansourian also advises clients with regard to corporate formation, tax, labor and employment, and general corporate governance issues. He formerly served as corporate in-house counsel for a local company with over 50,000 employees. Mr. Mansourian is a licensed California Real Estate Broker and has passed the CPA Exam. He is fluent in Armenian.

Representative Clients and Matters

- » Structured, drafted and negotiated hundreds of long-term complex commercial leases throughout the country for the second-largest provider of armed car transportation, cash logistics and security services.
- » Negotiated government contracts with federal, state and local agencies for armored car, cash logistics and security services.
- » Represented global investment banks in corporate finance transactions to obtain federal tax credits through strategic acquisitions and investments in the oil and gas industries.
- » Represented an international conglomerate specializing in the distribution of water and power, along with various other entities in financing transactions involving synthetic lease agreements for its equipment.
- » Drafted and negotiated various agreements, including lease agreements, purchase and sale agreements for commercial real estate, distribution agreements, licensing agreements, employment agreements, partnership agreements, joint-venture agreements, stockholder agreements, and non-competition agreements for a variety of public and private companies, including a major motion picture studio, a national veterinary hospital and laboratory company, and a global interactive entertainment software company.
- » Represented acquiring entities and targets in merger and acquisitions transactions; purchasers and sellers in stock and asset sales; and issuers, underwriters and investors in public offerings and private placements of equity and debt.
- » Drafted and filed corporate formation documents, including, but not limited to, articles of incorporation, bylaws, operating agreements, and assisted companies in maintaining their corporate books and records.

Professional & Community Involvement

- » Armenian Bar Association
- » Volunteer Income Tax Assistance (VITA)

Presentations & Publications

- » New Disclosure Required for California Commercial Lease | Real Estate Alert | November 3, 2016