



Jodi A. Bain, Esq.

jbain@blfaz.com ♦ 520.203.3044 direct

Law Licensure: Arizona & New York ♦ Licensed Real Estate Broker: Arizona

Special Counsel, General Counsel and Executive Business Operations.

- AV Preeminent rated, Spanish proficient, tax litigation and commercial attorney.
- Extensive negotiation, business efficiency and economic know-how.
- Generate front-line leadership - developed and executed innovative risk management and business efficiency strategies to increase growth and profitability while controlling overhead.
- \$2B+ real estate assets evaluated annually.

Real Property, Personal Property, IPR and Other Valuation and Tax Matters • Commercial Law • Real Estate & Development
Pre-Trial & Litigation Management • Cross-Border Transaction Management • Business Development • Banking
Efficiency Forecasting • Risk Management • Administrative & Regulatory Representation

PROFESSIONAL EXPERIENCE

THE BAIN LAW FIRM, P.L.L.C., Arizona

blfaz.com

Partner (2012 - current): Boutique tax, business, regulatory and real estate practice.

General and special corporate retainers. Practice areas: \$2B+ real and personal property tax valuation reviewed annually, tax litigation, agricultural property characterization – establishment and maintenance - filings and continuation support (grazing and crops); partnership advising; lending and banking; construction; joint venture structuring finance; M & A; service and subcontractor/supplier agreements; ADR; leasing; incubator innovation programs; mining; food services; privacy-use agreements; risk management; administrative and regulatory matters.

BAIN GROUP, L.L.C.

Managing Partner (2012-current); Boutique property tax and business personal property tax consulting services (not legal representation) for Nevada, California, select additional states and for specific corporate local, regional and national projects.

PARADIGM TAX GROUP

paradigmatx.com

Senior Managing Consultant, Geo Leader & Arizona leader (Sage 2012-2013; Paradigm July 2013- February 2016)

- Responsible for Arizona, Nevada and New Mexico
- Property tax, personal property, IPR valuation review, related appeals and associated litigation matters.
- Emphasis on commercial and mixed-use properties, retail, office, apartment, shopping centers and land.

MUNGER CHADWICK P.L.C., Arizona

Senior Counsel (2011 – 2012): Litigation, administrative agency and transactional representation.

PRIME ADVISORS, Arizona

theprimeadvisors.com

Designated Broker (2009 – present), **Founder/Principal** (2005 - present): Value-added real estate alignment and strategic planning. Markets include: healthcare, real estate (leasing, construction, commercial and residential developments), investment, hospitality, 'just-in-time' streamline production, etc.

TOWN WEST REALTY, Inc., Tucson, AZ

townwestrealty.com

Chief Legal Officer/General Counsel (2005 - 2011) and **Vice-President** (2006 – 2011); Corporate Secretary (2005 - 2006): Streamlined, drafted and supervised \$350M+ commercial transactions from inception to completion (\$80,000,000+ active) including: complex service agreements, acquisitions, divestitures, leasing, asset conversion, title review and clean-up, sales and construction hybrid financings, lease backs, investor partnership structuring, financing (refinancing, defeasance, acquisition equity, SWAP), SPE and risk management restructuring, property management matters, letters of credit, and tax planning in excess of \$50M+ at risk.

- Responsible for all aspects of parent and affiliate drafting and review; risk management, insurance claims, media, partner and marketing matters and litigation matters: mixed use, residential and commercial properties.
- Advisor to President/Founder; created and managed executive and legal support teams.

TOWN WEST DESIGN DEVELOPMENT, Inc., Tucson, AZ

townwestdesigndevelopment.com

Chief Legal Officer/General Counsel (2005 to 2011) and **Vice-President** (2006 – 2011); Negotiated and drafted AIA and custom construction, supplier/subcontracts, vendor contract/enforcement, bonding/subrogation matter agreements.

- Developed value engineered master agreements / institutional servicing, design-build, design-build construct, design-build JVs, tenant improvement build-outs, Build-To-Suits (lease back and purchase options) and subcontractor contracts.
- Designed and implemented project efficiency through pin-pointed, critical date path, vertical risk management of construction management: mixed use, residential and commercial properties.

AHORRO CORPORACIÓN FINANCIERA, S.V.B., S.A., Madrid, Spain

ahorrocorporacion.es

Graduate LL.M. Analyst, (2003 – 2004): Real Estate and Utility/Energy Section equity analyst. Risk analysis of European Markets; IBEX35, EUROSTOXX50, EUROTOP100. Monitored Anti-trust law consequences of energy sector M & A differentiation between USA and European Union (soft letters) approach.

- Generated sector specific use and cost perspective analysis of energy, public utility and real estate companies with emphasis on EU and emerging markets, such as the Russian Federation, Latin America, and South America.
- Key Projects included: Prepared and drafted comprehensive audit review and analysis of ChevronTexaco merger and resulting EBITA consequences.

MCDONALD'S CORPORATION, World Headquarters, Oak Brook, IL

mcdonalds.com

Clerkship; International Legal Department (2001): Directly reported and supported International General Counsel and Senior Trademark attorney. Practice included: comparative contract law, joint venture agreements, country portfolio management, supply transportation contracts, cross-boarder supplier and loan agreements, just-in-time delivery, media compliance, stock allocations and intellectual property trademark and cultural property law.

- Case manager and negotiator - disputes and pre-trial litigation matters in Northern Africa, Caribbean and South and Central America up to \$300,000 US at risk per case.
- Directed and analyzed large transnational audit projects including:
 - 160 country-by-country power of attorney reorganization compliance review.
 - 100+ country franchise fee structure, regulatory review.

BARNES JEWISH HOSPITAL LEGAL DEPARTMENT (BJC), Saint Louis, MO

barnesjewish.org

Clerkship; Legal Department (2000): Project coordinator: Audit of threshold standards for maintenance of non-profit status ambulatory surgery center (ASC) joint venture with physician investors regarding Direct Stark I and II, Anti-Kick back Statute, and Office of the Investigator General Advisory Opinion of exposure risks. Prepared and drafted formal notification letters under HIPPA compliance regulations to hospital suppliers. Missouri Baptist Hospital Ethical and Patience Compliance Committee and Oversight Review Board participant for reporting to main legal office on pending Studies, Complaints and Investigatory Inquiries.

NATO & THE STATE DEPARTMENT, Washington, DC

Assistant Aide; 50th Anniversary Conference Planning Committee Participant (1998 – 1999)

EDUCATION

HARVARD UNIVERSITY, Cambridge, MA

Executive Education, John F. Kennedy School of Government: Certificate 2010

UNIVERSIDAD CARLOS III DE MADRID, Madrid, Spain

Masters (LL.M.), European Union & Business Law; 2003

WASHINGTON UNIVERSITY SCHOOL OF LAW, St. Louis, MO

Juris Doctorate (J.D.); May 2002

- Activities: Moot Court, Negotiation Competition, Judicial Review Board, Phi Alpha Delta, Women's Law Caucus.

THE GEORGE WASHINGTON UNIVERSITY, *The Elliot School of International Affairs*, Washington, DC

Masters (M.A.), International Affairs: Economics; May 1999

- Masters Thesis: Team Editor; "Geopolitical Positioning: USA, China, & Russian Triangle"

BRANDEIS UNIVERSITY, Waltham, MA

Bachelors (B.A.), Sociology; Cum Laude

Minor: Legal Studies Health Care Law

HONORS, CERTIFICATES & LICENSURE (select items)

ARIZONA'S TOP RATED LAWYERS, Banking and Finance, Real Estate and Tax; Various - 2012 forward
MARSHALL & SWIFT, Cost Approach Certification; February 2015; CoreLogic Re-Certification Course 2020
SUPER LAWYERS, Southwest Rising Star (Under 40); 2014 & 2015

PIMA COUNTY, Arizona
Planning & Zoning Commission; Appointed Commissioner (2013 - 2021)

STATE OF ARIZONA,
Arizona Medical Board; (2012 - current); Board Officer (2016-2019)
Joint Administrative & Legislation and Rules Committee; Chair (present)

DODIE LONDEN EXCELLENCE IN PUBLIC SERVICE SERIES, Arizona
Member & Class Speaker: Class of 2013

FLINN – BROWN CIVIC LEADERSHIP ACADEMY, Arizona
Fellowship (Fall 2011): Selected to represent Southern Arizona for executive civic leadership academy.

STATE OF ARIZONA, Governor and State Senate Appointment (Initially Governor Appointee March 2010)
Rio Nuevo Multipurpose Facility District; Volunteer Member (March 2010 – June 2012);
➤ Reconstituted State board; re-set for examination, inquiry and state mandated overhaul of existing
\$250,000,000.00 + downtown Tucson re-development ‘TIF’ Stadium District.

STATE BAR OF ARIZONA,
Administrative Law Executive Council (Elected); Treasurer (2020 – current)

WOMAN OF INFLUENCE (WOI), Award Recipient; Inside Tucson Business 2010 for Southern Arizona

AV® MARTINDALE-HUBBELL RATING, United States;
➤ AV® Preeminent Rating; Highest Possible In Legal Ability & Ethical Standards (2010 – present).
➤ Bar Registry of Preeminent Women Lawyers (Inaugural Edition 2011 – present).

ARIZONA DEPARTMENT OF REAL ESTATE (ADRE), Arizona; Licensed Real Estate Broker

CERTIFIED COMMERCIAL INVESTMENT MEMBER (CCIM), United States; Candidate for CCIM
Designation, pending completion.

LORMAN, Arizona; Construction Compliance Certification (2006).

UNIVERSIDAD CARLOS III DE MADRID, Spain; Cert. Adv. European Union Competition/Antitrust Law (2003).

THE INSTITUTE FOR INTERNATIONAL MEDIATION AND CONFLICT RESOLUTION, The Hague;
Certificate, Symposium On Negotiation And Conflict Resolution, Erasmus: Universiteit Rotterdam (1998).

COMMUNITY INTERESTS & AFFILIATIONS

- **ANGEL CHARITY for Children**, Sustaining Member
- **ARIZONA STATE BAR ASSOCIATION**, Member (2009 – current)
- **ARIZONA ADMINISTRATIVE LAW EXECUTIVE COUNSEL**, Elected Member; Treasurer
- **ARIZONA MEDICAL BOARD**, Governor Appointed Board Member
- **ARIZONA PUBLIC MEDIA (AZPM)**, Board Member
- **FEDERATION OF STATE MEDICAL BOARDS (FSMB)**, Fellow; former By-Laws Committee Member
- **FLINN-BROWN**, Fellow
- **NEW YORK STATE BAR ASSOCIATION**, Member (2005 – current)
- **PIMA COUNTY REAL ESTATE RESEARCH COUNCIL (PCRERC)**
- **PIMA COUNTY BAR – REAL ESTATE SECTION**, Member, Sponsor and Speaker
- **REAL ESTATE & ALLIED PROFESSIONALS (REAP)**, Member & Sponsor; Past Chair
- **TUCSON MEDICAL CENTER (TMC) FOUNDATION**; Trustee

- References, Publications or Government CV Available Upon Request -
For additional information and select publication links go to blfaz.com