



ANDREW DEMERS

PARTNER

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Drew Demers has a multifaceted business law practice focused on real estate, commercial lending and litigation. A problem solver with a keen understanding of his clients' legal and business challenges, Drew helps his clients stay ahead of the curve in a shifting market.

In banking and real estate, Drew represents national and regional financial institutions and private equity clients in transactional and litigation matters. On the transactional side, he works with banks and private lending clients through all stages of the lending relationship, including the origination and documentation of new real estate and asset-based loans, purchase and sale of real property, transfer of negotiable instruments, loan participation issues, lender and buyer-side due diligence, and real estate owned (REO) transactions.

When it comes to litigation, Drew seeks the most efficient path to resolving disputes. He handles lawsuits involving commercial real estate, construction and leasing, commercial loan documents and covenants, stabilization of distressed properties, receiverships, commercial property foreclosures, creditor's rights issues, and enforcement of commercial contracts.

Drew's broader litigation experience has involved representing clients in state and federal courts in Ohio and Florida, including

PRACTICE AREAS

- [Banking and Financial Institutions](#)
- [Distressed Asset Workout And Litigation](#)
- [Insolvency and Creditors' Rights](#)
- [Real Estate, Land Use and Zoning Disputes](#)
- [Complex Commercial](#)
- [Construction Claims and Defense](#)
- [Construction Contract Drafting and Negotiation](#)

Fortune 500 and mid-sized companies across the financial, energy, manufacturing, health care and technology sectors.

PROFESSIONAL & COMMUNITY INVOLVEMENT

- Stewart Title Insurance Company - Agent
- The Florida Bar Professional Ethics Committee, 2016-2019
- Boys and Girls Club of Palm Beach County – Boca Raton Chapter
- Board Member, 2018-Present
- Chapter Secretary, 2019-2020 term
- University of Michigan Alumni Association, South Florida Chapter
 - Board Member, 2016-present
 - Co-Chair, Student Alumni Relations Committee
 - Alumni-Student Recruiter
- NAIOP Commercial Real Estate Development Association, South Florida Chapter

AWARDS AND RECOGNITION

- Florida Super Lawyers, Rising Star, 2010-2017
- [Presentations](#)
- [Representative Experience](#)
- [Press Mentions](#)

Presentations

- *The Law On COVID-19: The Interplay Between The FFCRA And The CARES Act*, Broward County Bar Association, April 2020
- *How will Opportunity Zones Increase Real Estate Development?* Fort Lauderdale Tower Club Real Estate Forum Panelist, June 2019
- *Economic Opportunity Zones: Beyond the Basics*, Panel Moderator, April 2019
- *Master Seminar on Ethics*, Florida Bar Annual Convention, Programming Subcommittee Member, 2017
- *Why Workouts Sometimes Don't Work Out*, IMN Special Assets & Credit Officers Forum Panelist, 2014
- *Commercial Workouts, Common Counterclaims and Defenses*, Lorman Education, 2011

Representative Experience

- Represented a national banking association in its asset acquisition of a failed bank from FDIC receivership, including on-boarding, restructuring, litigating and subsequent sale of over \$250,000,000 in commercial loans.
- Represented a national banking association in resolving over \$150,000,000 in loan obligations, including commercial, retail, shopping center, healthcare, Private Client (high net worth) loans, SBA loans, and a large portfolio of residential investment properties throughout Florida.
- Represented a national banking association in the strategic workout of its securitized SBA loan portfolio purchased from GE Capital, including the resolution of over \$50mm in SBA loans and navigating loan servicer issues.
- Represented a secured lender in its workout and foreclosure action of a \$20mm commercial loan

ADMISSIONS

Ohio, 2002

Florida, 2005

EDUCATION

University of Michigan Law School, J.D., 2001

University of Florida, B.S. with Honors, 1998

relationship, partially secured by a first mortgage lien on 1428 Brickell Avenue, Miami, FL, through litigation and an ultimate note sale to a private equity buyer.

- Represented a secured lender in its workout efforts of a \$10mm loan and subsequent foreclosure of the marina property in Fort Lauderdale, including the approval of a single-tenant lease and aiding the lender in its bankruptcy proceedings.
- Advised a private equity group in the due diligence, acquisition, and resolution (workout and litigation) of commercial real estate and asset based loans across multiple investor funds, including the litigation and restructuring of loans and preservation of secured collateral across Florida.
- Represented a secured lender in its workout efforts with respect to an \$8mm defaulted loan obligation, secured by an oncology drug manufacturing facility, including prosecuting claims against the guarantors and working with the EPA on a plan to decommission the drug manufacturing facility.
- Represented a regional lender in a \$12mm commercial foreclosure action and in defeating counterclaims based on construction loan funding.
- Represented a regional lender in the evaluation of and disposition of multiple commercial owned real estate (ORE) properties through private individual and bulk sale transactions.
- Represented the Lender as loan participant in the modification and renewal of the loan secured by the Jungle Island theme park in Miami, Florida.

Press Mentions

- [*What Is Mortgage Forbearance?*](#), U.S. News & World Report, June 2020
- [*Everything you should know about mortgage forbearance*](#), Bankrate, April 2020
- [*COVID-19's Impact on Real Estate and Financial Markets*](#), Luxury Home Magazine – The Palm Beaches, April 2020
- [*Small businesses worry big banks won't prioritize PPP applications in second round*](#), South Florida Business Journal, April 2020