



## JOE NUÑEZ

Partner

Joe.Nunez@vantage.law  
612.353.1300 Direct  
612.743.7313 Cell

125 SE Main Street  
Suite 250  
Minneapolis, MN 55414



# VANTAGE

LAW GROUP

Joe's passion for real estate, client service and entrepreneurial spirit drew him to Vantage Law Group after a successful 20-year career at Target Corporation. Joe is known for his ability to effectively engage parties through difficult transactions and relationships. He is consistently recognized for his ability to successfully handle complex, high-visibility projects, for creativity in business matters and for facilitating successful business transactions. Helping clients successfully achieve their strategic goals makes his day.

### REPRESENTATIVE EXPERIENCE

- As an attorney for TCC Center Companies (1984-1988), Joe managed all leasing and REA transactions for approximately 35 million leasable square feet of shopping center properties, including negotiating hundreds of leases and lease amendments, handling tenant disputes and defaults, negotiating with anchor tenants.
- As an Associate (1988-1992) and then Partner (1992-1995) at Petersen, Tews & Squires, Joe handled legal matters in all real estate and commercial areas, including business acquisitions and formation, corporate governance and management, dispute resolution, office and retail leasing, and environmental issues. Representation included national (SuperValu, United Health Care, GameStop, Christopher & Banks/Braun's) and various local office (business and medical), retail and restaurant clients, and shopping center and office landlords.
- During his tenure as Senior Counsel (1995-2000) and Senior Group Counsel (2000-2015) at Target Corporation:
  - Helped hire and lead Target's Real Estate Law Workgroup and served as subject matter expert to Target's Government Affairs department.
  - Responsible for almost \$6 billion in capital spend on Target real estate development projects (office and retail), closing hundreds of transactions.
  - Developed 202 Target stores throughout the US and 15 in Canada, and 42 US supply-side and fulfillment center facilities (3 in Canada), including economic incentive agreements and development agreements.
  - Primary legal counsel for development of Target's 300 acre North Campus (~2 million SF of office space), including city development agreements.
  - Negotiated hundreds of REAs and other operation and easement agreements, worked through title issues on hundreds of real estate transactions.

### PROFESSIONAL AND CIVIC ACTIVITIES

- Regional President, Hispanic National Bar Association
- Appointed by Governor Mark Dayton to the Minnesota Election Integrity Task Force (Co-Chair), 2011-2013.
- Minnesota ICSC State Director, 2015-2017
- Central States Regional Chair, ICSC Government Relations, 2007-2012
- Minnesota State Chair, ICSC Government Relations, 1992, 1995, 1998, 2004
- MSCA Legislative Committee
- University of Minnesota Masonic Children's Hospital Philanthropic Board, 2008-2012 (Exec. Comm., 2010-2012), WineFest Fundraising Committee (current)
- Member, Minnesota State Bar Association, Hispanic National Bar Association, Minnesota Hispanic Bar Association and Cuban American Bar Association, National Association of Industrial and Office Properties
- Mentoring, Twin Cities Diversity in Practice and Minnesota Hispanic Bar Association
- Lecturer/Presenter legal education conferences by MSBA, ICSC, HNBA and CABA

### PRACTICE AREAS

- Commercial Real Estate
- Retail, Industrial and Office Leasing
- Office, Retail and Industrial Development and Management
- Land Assembly
- Development Agreements

### EDUCATION

- University of Minnesota Law School, J.D.
  - International Moot Court
- Washington University in St. Louis, B.A., *Economics*
  - Omicron Delta Kappa National Leadership Honorary
  - Washington University Junior Men's Honorary

### RECOGNITIONS

- MSBA Board Certified Real Property Law Specialist
- 2019-2022 Best Lawyers in America®
- Super Lawyer® by Minnesota Law and Politics, 1998
- Super Lawyer® Commercial Real Estate, 2020, 2021
- ICSC Government Relations Sulzbacher Volunteer Award, 2012
- Saint Thomas Academy Archbishop John R. Roach Volunteer Award, 2012

### ADMISSIONS

- Minnesota
- Arizona