

Snell & Wilmer



Mark E. Foster

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Main Bio

Mark Foster concentrates his practice on the representation of institutional owners, operators and developers in connection with joint venture formations, acquisitions and dispositions, leasing, and real estate-related lending. Mark's practice also includes zoning, land use planning, real estate entitlements, and special-use permitting on behalf of real estate developers, telecommunication providers, and other end users. His previous experience as in-house corporate and real estate counsel to major investment and development companies has provided him with unique insight into anticipating and addressing client needs with respect to their operational and real estate matters.

Prior to joining Snell & Wilmer, Mark served as Vice President, General Counsel and Corporate Secretary to Sabal Financial Group based in Newport Beach, where he was responsible for all legal matters related to the company's management of over \$6 billion in real estate and debt assets. Prior to Sabal, Mark served as Senior Counsel for Rockefeller Group Development Corporation, where he focused on all aspects of commercial real estate acquisition, development and operations. He also previously served as Regional General Counsel for Toll Brothers, Inc. (NYSE: TOL), where he oversaw the acquisition and development of dozens of residential projects throughout California. Mark began his legal career in the real estate group of the law firm of Allen Matkins and is a third generation California native with extensive ties to the real estate and commercial finance communities.

Education

- University of Southern California, Gould School of Law (J.D., 1998)
 - Southern California Law Review, Vol. 70 and 71
- University of Southern California, College of Letters, Arts and Sciences (B.A., International Relations/Political Science and Economics, 1995)

Languages

- Spanish (Conversational)

Professional Memberships & Activities

- Association of Corporate Counsel
- Los Angeles County Bar Association
- Orange County Bar Association

- Licensed Real Estate Broker (California)
- LEED[®] Accredited Professional (AP)

Representative Presentations & Publications

- "[Opportunity Zones: Helping Communities or Wealthy Taxpayers? the UPS and Downs of an Evolving Tax Efficient Investment Strategy](#)," Author, Orange County Business Journal (May 27, 2019)
- "[Thought Leaders: Opportunity Zones: More Flexibility in New Guidelines Issued in April](#)," Co-Author, Northern Nevada Business View (May 27, 2019)
- "[Why Tenants Get Stuck in Bad Leases and How to Avoid It](#)," Author, GlobeSt.com (December 6, 2017)
- "[Playing Against a Stacked Deck: Tenant Leasing Strategies](#)," Author, Law360 (December 5, 2017)
- "Hidden Pitfalls in Commonly Negotiated Provisions in Key Business Documents," Co-Presenter, Association of Corporate Counsel (Southern California Chapter), Long Beach, CA (September 27, 2017)
- "[An Ounce of Prevention - Strategic Outside General Counsel](#)," Author, Orange County Business Journal (March 20, 2017)
- "[An Ounce of Prevention - Strategic Outside General Counsel Solutions](#)," Author, Orange County Business Journal (November 21, 2016)
- "[Tackling the Biggest Labor and Employment Challenges Facing Companies Today](#)," Presenter, Consero Corporate Litigation Forum, Newport Beach, CA (October 10, 2016)

Community Involvement

- Building Block Foundation Fund, Board of Advisors (2017-present)
- Court Appointed Special Advocates (CASA) of Orange County, Board of Directors (2017-present)
- The Pegasus School, Facilities Committee (2011-present)
- Obria Medical Clinics, Board of Directors and Secretary (2004-present)
- Andrei Olenicoff Memorial Foundation, Board of Directors (2005-present)

Other Professional Experience

- Sabal Financial Group, L.P., Vice President, General Counsel and Corporate Secretary (2012-2016)
- Rockefeller Group Development Corporation, Vice President and Senior Counsel (2008-2012)
- Toll Brothers, Inc., Regional General Counsel – California (2003-2007)
- Allen Matkins Leck Gamble & Mallory LLP, Associate (1998-2003)

Bar Admissions

- California

Court Admissions

- Supreme Court of California
- United States District Court, Central District of California
- United States Court of Appeals, Ninth Circuit