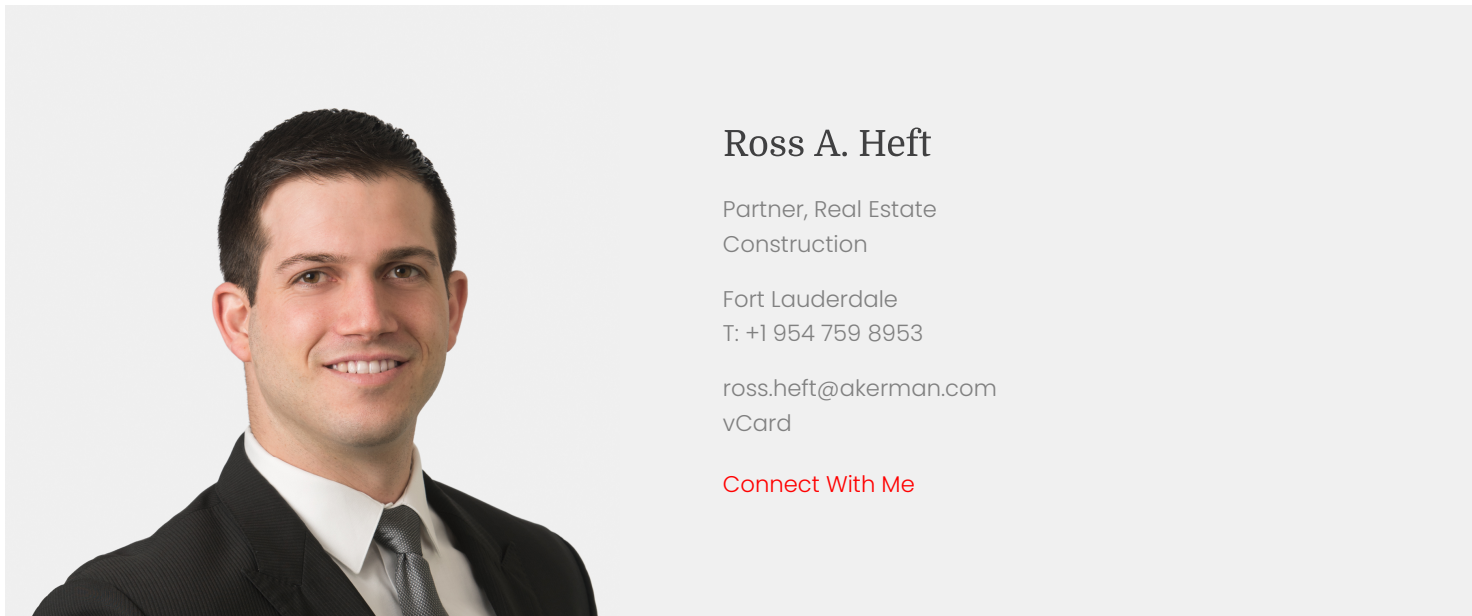


People



Ross A. Heft

Partner, Real Estate
Construction

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vCard

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Ross Heft represents clients in all facets of commercial real estate transactions, with a strong concentration in advising developers, owners, lenders, and operators of hotels, resorts, condominiums, and mixed-use real estate developments. Ross structures and negotiates complex construction contracts for the design and construction of projects spanning across multiple asset classes, including mixed-use high rise buildings, hotels, resorts, condominiums, multifamily apartments, golf courses and clubs, custom designed homes, arenas, retail, houses of worship, educational facilities, office buildings, and warehouses.

Ross has extensive experience in drafting and negotiating agreements for development, construction, design, consulting, design-build, procurement, and project management, as well as requests for proposals, invitations to bid, and all of the various ancillary contract administration documentation. Ross also advises clients in the creation, structuring, and operation of condominiums, master planned developments, and mixed-use projects, which gives Ross a unique perspective with respect to the complexities associated with the development, design, and construction of condominiums, master planned developments, and mixed-use projects.

Notable Work

Condominium and Mixed-Use Development: Represents a prominent developer with the bidding, drafting, and negotiation of complex design and construction agreements associated with the multi-million dollar expansion and renovation of a historic hotel, which includes a branded hotel, branded luxury residential condominium units, golf course, parking facilities, clubhouse, retail, restaurants, and substantial amenities.

Multifamily Constructin Contracts: Represented a multifamily developer, with a focus on green and sustainable developments, in preparing and negotiating construction agreements, architect

Areas of Experience

- Real Estate
- Construction
- Residential Land Acquisitions and Development
- Multifamily Development and Acquisitions
- Hospitality Acquisition and Development
- Hospitality
- Real Estate Financing

Education

- J.D., University of Miami School of Law, 2013, magna cum laude; Order of the Coif
- B.A., University of Western Ontario, 2011

Admissions

Bars

- Florida

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- Record Number of Akerman Lawyers Named to *The Best Lawyers in America* 2024 Guide
August 22, 2023

agreements, and design consultant agreements for numerous multifamily projects.

Financing: Represented numerous lenders and borrowers in transactions involving multi-million dollar construction loans, including representing and assisting clients with respect to the nuanced procedure and requirements under Florida's Construction Lien Law (Chapter 713, Florida Statutes).

Florida's Construction Lien Law (Chapter 713, Florida Statutes): Represented clients on issues pertaining to compliance with Florida's Construction Lien Law, including but not limited to proper payment laws, notices of commencement (and the proper completion of the same), notices of termination of notices of commencement, notices to owner, lien releases, payment affidavits, etc.

Acquisitions and Dispositions: Represent purchasers and sellers with acquisitions and dispositions of multifamily and commercial assets.

Honors and Distinctions

- *Connect CRE*, 2023 Next Generation Award Winner for the Florida & Gulf Coast Region
- *The Best Lawyers of America*, 2021-2024, Listed in Florida for Construction Law and Real Estate Law as "Ones to Watch"
- *Super Lawyers Magazine*, 2023, Listed in Florida as a "Rising Star" for Real Estate
- *The Legal 500*, 2022, Recommended for Real Estate and Construction – Construction