



Howland Gordon



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Practice Areas

Transactional Real Estate

Education

Elisabeth Haub School of Law at Pace University, J.D., International Law Certificate, 2001

University of California - Davis, B.A. (Political Science), 1995

Professional Affiliations

International Council of Shopping Centers

Bar Admissions

State Bar of Connecticut

State Bar of New York

Speaking Engagements

Howland has been a speaker at the law conferences of the International Council of Shopping Centers (ICSC) in 2016, 2017 and 2019, and will present at this year's conference as well. In addition, he has spoken at ICSC's annual University of Shopping Centers in 2013, 2014, 2015 and 2016.

Experience

Howland Gordon is a Principal of the firm with over 20 years of experience in the retail leasing industry, representing both retailers and developers.

On the retailer side, Howland worked in-house for over six years at H&M, one of the world's largest brands. As Head of Legal, Expansion - North America, he oversaw all legal real estate and lease administration matters for H&M's U.S. and Canadian operations, including H&M's retail, office, distribution center and warehouse leasing, and litigation matters. He also led the legal efforts for H&M's North American launches of the & Other Stories and COS brands, and understands the complexities and challenges of bringing new retail concepts to market. In addition, Howland worked in-house for Nine West, negotiating leases and lease-related documents for its collection of shoe brands.

On the developer side, Howland directed the Legal-Leasing group at RPT Realty, where he and his team drafted and negotiated leases with hundreds of retailers. He also spent over 10 years at DLC Management Corp., one of the largest grocery-anchored shopping center owners in the United States, overseeing the negotiation of thousands of retail leases and lease-related documents.

Howland brings his deep in-house experience to bear in every lease negotiation, resolving issues with a practical in-house point of view. His solutions stand the test of time—they are effective not just at lease signing but throughout the term of the lease. Howland's approach is strategic and innovative, with a healthy respect for operational issues and a long-term business relationship with the other side.