

Coni S. Rathbone, Partner

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Focus

Real Estate Business Opportunity Zones Construction

Profile

Coni Rathbone is a remarkable negotiator and deal-maker. Bringing together seven years of management and financing experience prior to law school, Coni uses her negotiation skills to accomplish her clients' goals with a minimum of conflict. She focuses her deal-making skills in the areas of real estate, tenant-in-common (TIC) workouts, opportunity zones, corporate and securities law, mergers and acquisitions, and general business transactions. She leads Dunn Carney's Opportunity Zone practice and is a member of Dunn Carney's Real Estate, Business and Securities Teams.

Coni helps her clients purchase, develop and sell commercial property, navigate securities transactions including private placements of securities, and invest in and develop Qualified Opportunity Zones and Qualified Opportunity Funds. Among her Opportunity Zone clients is a Portland developer who Coni helped launch a \$330 million Qualified Opportunity Fund — one of the first and largest in the state.

As a nationally known legal counsel to TIC owner groups, Coni has represented more than 150 owner groups since 2008. She helps groups with issues including protection from predatory asset managers or consultants, and arrangements for loan modifications and manager changes. Coni also has vast experience working with Master and Special Servicers, and understands their goals and needs. She takes a very practical and common sense approach to workouts, understanding that her primary job is to meet the needs of the lender so that she can preserve the assets for her borrower clients.

Coni is a prominent presenter and writer about topics ranging from Opportunity Zones and Negotiations to Tenant-in-Common issues.

Coni also forms, buys and sells businesses, and serves as general counsel for many startups and established businesses. She is a prominent national speaker and writer in this area as well.

ADMISSIONS & CERTIFICATIONS

Oregon State Bar

EDUCATION

Willamette University College of Law, J.D.

Willamette University, B.A.

Results & Expertise

Representative Matters

Coni has represented owners, developers, investors, public entities, tenants, tenant-in-common owners, and investment advisers on hundreds of matters ranging from multi-million dollar Opportunity Funds, and mixed-use developments, to property acquisitions, land use issues and more. (See: [Rathbone_Representative_Transactions_7-19_.](#))

Presentations

Coni is a regular presenter before: CCIM, Oregon Chapter (Continuing education), TIC owners groups across the country, and a range of real estate industry groups including the Commercial Association of Brokers and Commercial Real Estate Women. Currently her most in-demand topic is Qualified Opportunity Zones. She is also an adjunct professor for the Portland State University Graduate Real Estate Program Negotiations Seminar.

Articles

["An Opportunity Presents Itself in Portland; Opportunity Zones can Yield Tax Advantages for Investors of All Sizes"](#); Portland Business Journal, March 6, 2019.

["Galena to develop eight more Opportunity Zone projects in Idaho"](#); Idaho Business Review, November, 19, 2019

["Multifamily Housing Funding 101"](#) Idaho Business Review, January 2020

INDUSTRIES

Real Estate

Healthcare

Construction

HONORS & AFFILIATIONS

Professional Affiliations

CCIM, Oregon Chapter, Advisory Board and Affiliate Member

CRE (Counselors of Real Estate), Oregon Chapter

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Dunn Carney LLP | Members of Meritas Law Firms Worldwide Meritas.org

CREW (Commercial Real Estate Women), Oregon Chapter

Portland State University Center for Real Estate, Advisory Board Member

Portland State University Graduate Real Estate Program, Adjunct Professor for Negotiations Seminar

Oregon Real Estate Agency, Advisory Board Member

Honors and Recognitions

Chambers USA, Real Estate, 2006-Present

CREW National Entrepreneur Spirit Award, 2013

Daily Journal of Commerce Women of Vision Award, 2014

Martindale Hubbell, "BV" rating

Portland Business Journal Women of Influence, 2013

Oregon Super Lawyers, Real Estate, 2006-2015