



Said C. Kordestani

Partner

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Said Kordestani's practice focuses on counseling clients on both technical and strategic issues relating to federal and state tax issues and general transactional matters. His clients include companies in the real estate, wine, and hospitality industries as well as select high net worth individuals and families.

For his corporate and business clients, Said has experience in a broad range of tax and business topics including expertise in the negotiation of employment contracts and compensation agreements for C-suite executives, particularly in the apparel, tech, wine and real estate industries. He is also an expert in the use of various tax credits and incentives by developers, including historic tax credits.

For his private and family office clients, Said provides advice on an extraordinarily diverse variety of situations, always with the goal of both minimizing tax liability and maximizing business opportunities.

Distinctions

- *Best Lawyers in America* in the area of Tax Law (2021-2025)

Experience

Advise XL Industries in Combination With Graham Construction

Represented XL Industries Inc., a leading Northern California builder, in its combination with Graham Construction, a Canadian-based employee-owned construction solutions provider.

Acquisition of Virginia's RdV Vineyards

Represented the Bouygues family's winery enterprise, SCDM Domaines, in its purchase of RdV Vineyards in Virginia. SCDM Domaines owns a number of winery holdings in France, including the famed Chateau Montrose. The acquisition of the 93-acre RdV Vineyards winery property in Delaplane, Virginia from Rutger de Vink represents the first investment by a Bordeaux company in an East Coast winery.

Represent Miller Family on Sale of The Silverado Vineyards

Represented the Miller family on the sale of Napa Valley luxury wine producer The Silverado Vineyards to Foley Family Wines. The sale included a 73,000-square-foot winery and 300 acres of vineyards across Napa's Stags Leap District, Coombsville, and Yountville wine regions.

ACE Cider Sale to Vintage Wine Estate

Represented ACE Cider, The California Cider Company, the top independently owned hard cider brand in the U.S., in its sale to Vintage Wine Estates, Inc.

Far Niente Family of Wineries & Vineyards

Services

- Tax
- Tax Credits
- Mergers & Acquisitions
- Private Client
- Ultra-High Net Worth
- Wine

Education

- New York University School of Law (LL.M.)
 - . Taxation
- University of San Francisco School of Law (J.D.)
 - . graduated first in class
- University of the Pacific (B.S.)
 - . Business Administration

Bar Admissions

- California

Court Admissions

- U.S. Tax Court

Represented Napa Valley luxury wine producer Far Niente Family of Wineries & Vineyards in its acquisition of the Provenance Vineyards real estate in Rutherford, Calif. from Treasury Wine Estates. Far Niente purchased the property as the new home for its Bella Union brand. Farella also advised Far Niente on the concurrent sale of the Provenance brand and inventory to Lodi, Calif.'s Thomas Allen Vineyard & Wines.

Swinerton Incorporated

Represented Swinerton Incorporated in the sale of its renewable energy division Swinerton Renewable Energy (SRE) and wholly-owned subsidiary SOLV, Inc. to private equity firm American Securities LLC. The transaction combines Swinerton's existing EPC and O&M service groups together under one company name, SOLV Energy, LLC.

Morphe Holdings

Advised the co-founders of Morphe Holdings, a global beauty company, in its partnership with General Atlantic, a leading global growth equity firm.

The Doctors Company

Advised The Doctors Company, the nation's largest insurer of physician and surgeon medical liability, in its nationwide roll up of medical malpractice insurers. Most recently, advised The Doctors Company in connection with a \$650 million acquisition of New York-based Hospitals Insurance Company and FOJP Service Corporation from Mount Sinai Health System, Montefiore Health System, and Maimonides Medical Center.

Fetzer Vineyards

Represented Fetzer Vineyards in its acquisition of the Excelsior Wine Company collection. The addition to its portfolio of the Excelsior collection positions Fetzer Vineyards as the nation's leading supplier of South American wines and as the 12th largest wine marketer in the United States.

Freight & Salvage Performance Venue, Berkeley

Assisted Freight & Salvage with New Markets Tax Credits program in the development of a performance venue run by the Berkeley Society for the Preservation of Traditional Music.

The Doctors Company Acquisition of FPIC Insurance

Represented The Doctors Company, the nation's largest physician-owned medical malpractice insurer, in its \$362 million purchase of FPIC Insurance Group, Inc. (NASDAQ: FPIC) as lead counsel on the transactions including a complex corporate tax plan and executive compensation. The completion of this transaction marks the fifth time that The Doctors Company tapped Farella as their outside counsel for acquisition deals valued cumulatively in excess of \$1.2 billion.

Berkeley-Albany YMCA Teen Center

Assisted with the acquisition, construction and New Markets Tax Credits (NMTC) Program, which permits taxpayers to receive a credit against federal income taxes for making qualified equity investments in designated Community Development Entities (CDEs).

Fort Mason Center, San Francisco

Financing and tax credit investment for rehabilitation of historic structures at Fort Mason in the San Francisco Golden Gate National Recreation Area. Assisted with the National Parks Service lease.

Fox Tucson Theatre, Tucson

The \$15 million rehabilitation of the Fox Tucson Theatre in Tucson, Arizona involved a tax-exempt sponsor /

developer in which we were nevertheless able to syndicate both the Historic and New Markets Tax Credits.

Piers 1.5, 3 & 5, San Francisco

Secured Historic Tax Credit for the \$50 million rehabilitation of Piers 1.5, 3 & 5 in San Francisco, California.

One Kearny Office Building, San Francisco

Secured Historic Tax Credit for the \$75 million rehabilitation of the One Kearny office building in downtown San Francisco, California.

Cavallo Point, Sausalito

Represented the developers and owners of Cavallo Point Lodge at Fort Baker in Sausalito, CA with the rehabilitation of historic buildings and in securing federal historic tax credits for the project.

Outside the Office

Said is a marathon runner. He has completed over thirty marathons, including the Boston, Chicago, New York, London, Tokyo, and Berlin Marathons. His lifetime bucket list includes completing a marathon on every continent (yes, that includes Antarctica). When he's not self-propelled, he also enjoys RV vacations with his family.