



## 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 Tax Law (2021-2023)

## Experience

### 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

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.

### Services

- Tax
- Tax Credits
- 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

### **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.

### **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.

## **Publications**

January 23, 2023

**Federal and California Taxpayer Relief: Reprieve From Wet Winter Weather**

1/22/2009

**San Francisco Voters Approve Changes to Real Property Transfer Tax Rates**

## Outside the Office

Said is a marathon runner. He has completed over thirty marathons, including the Boston, Chicago, New York, 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.