

Glenn B. Callison



Shareholder [Dallas](#)
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Education

J.D. from Baylor University School of Law *cum laude*

- *Baylor Law Review* (Executive Editor)
- Order of Barristers

B.B.A. from Baylor University *cum laude*

Bar Admissions

Texas

United States District Court for the Northern District of Texas

United States Supreme Court

Related Practices

Real Estate

- Acquisition & Disposition
- Leasing & Management
- Multifamily
- Senior Housing

Related Industries

Hospitality
Real Estate
Restaurants

Overview

With broad-based experience over several decades, Glenn represents a variety of commercial real estate owners, operators, investors and developers of mixed-use properties, hotels, multifamily and senior housing facilities, as well as clients investing and leasing office, retail and industrial projects. He also works with a number of clients in connection with the acquisition and ongoing operation of businesses with substantial real estate assets. Glenn currently represents investors in the acquisition and development of student housing projects, full- and select-service hotels and self-storage facilities located across the country.

Glenn served as Munsch Hardt's Chairman and Chief Executive Officer from 2006 to 2013. He also leads the firm's Hospitality Resort Projects group through the representation of national and international hospitality owners and operators and served as outside General Counsel to a publicly traded health care Real Estate Investment Trust (REIT). Most recently, he represented a large private equity investor in the acquisition of several upscale and full-service hotels located across the country. Additionally, Glenn works on real estate transactions related to complex financial structures, including tax credits, mezzanine structures and other similar transactions.

Glenn also is passionate about community involvement, serves in various leadership roles within the Baylor Health Care System and focuses on governmental affairs for TREC and NAIOP.

Glenn and his wife of nearly 30 years, Jean, have two children, Wil and Abby. Collectively, they have six college degrees from Baylor University.

Achievements

Chambers USA – Leaders in Their Field, Real Estate – Texas (2015-2020)

D CEO – Dallas 500 (2015-2018)

Martindale-Hubbell® AV Preeminent®, Peer Review Rated™

Thomson Reuters – Texas Super Lawyers (2003-2005, 2007)

Woodward/White, Inc. – Best Lawyers in America, Texas' Best Lawyers, Real Estate Law (2013-2018, 2020)

Memberships

Baylor Health Care System Foundation (Board of Trustees)

Baylor Regional Medical Center at Plano (Advisory Board Chairman)

Dallas Bar Association, Real Property Law Section

NAIOP, North Texas Chapter (Board Member and Public Affairs Chairman; PAC Trustee)

Plano Chamber of Commerce

State Bar of Texas, Corporate Counsel and Real Estate, Probate and Trust Law Sections

The Heart Hospital at Baylor Plano (Board of Managers Chairman)

The Real Estate Council (Board of Trustees and Executive Committee; PAC Chairman and Sustaining Member)

Experience

Mixed-Use Developments

Represented a real estate developer in the acquisitions of multiple new development sites in Dallas, Texas; Phoenix, Arizona; San Diego, California; and other locations for the development of new high-rise residential projects, with several included as part of a hotel, retail and/or office mixed-use developments.

Real Estate Joint Ventures

Represented a real estate fund in the formation of several joint ventures with development partners for the acquisition of sites, construction financing and new development of self-storage facilities located across the United States.

Hotel Acquisition

Represented the purchaser in the acquisition and financing of a 225-room, luxury hotel located in a mixed-use development in Annapolis, Maryland. Munsch Hardt handled all aspects of the transaction, including the letter of intent, purchase and sale agreement, due diligence, loan documentation and negotiations between manager and franchisor for the new management and franchise agreements.

Industrial Leasing

Represented a major automobile manufacturer in connection with a build-to-suit lease for a regional training and distribution facility developed in North Texas.

Hotel Operating Agreements

Represented several hotel developers and investors, as well as branded and third-party hotel managers in the negotiation of hotel operating agreements for both full and select-service hotel properties located across the United States, including operational issues related to liquor licensing.

Hotel Acquisition

Represented a prominent real estate fund in closing the acquisition of a 418-room, full-service hotel in Boston, Massachusetts, which was acquired with one of the client's joint venture partners, who now manages the hotel.

Hotel Disposition

Represented a prominent real estate fund in the sale of a 400-room, full-service upscale hotel located in Washington D.C. Munsch Hardt negotiated, documented and closed the sale within 30 days, including negotiations regarding the transition of hotel management.

Hotel Acquisition

Represented a prominent real estate fund in the acquisition of a historic hotel in Denver, Colorado from a syndicated ownership structure, as well as in the acquisition of the adjacent inn. Munsch Hardt represented the fund in the acquisition of the property, negotiation of hotel franchise and management agreements and financing of the property. The transaction required special attention to the on-going historic façade renovations, unusual issues related to two artisan water wells on the site and converting the adjacent property to a different hotel brand.

Office Building Acquisition

Represented a commercial real estate investment and management company in the acquisition of up to three office buildings in Southlake, Texas. The engagement included acquisition of the site, procurement of incentives from The City of Southlake and continued work on the development of a Class A office building and two future phases.

Historic Tax Credits

Represented a commercial real estate investment and management company in the acquisition of a 113-year-old historic building that will be converted to loft-style office and retail space using historic tax credits, as well as the negotiation of a long term parking lease in the adjacent garage. Our team provided legal representation in the property acquisition and financing, negotiation of the parking garage lease, as well as with structuring the historic tax credits and city incentives.

Newsroom

Press Release: Munsch Hardt's Chambers USA 2020 Rankings Include Four Practice Groups and Nine Attorneys

Speech: Hotel Owners + The Novel Coronavirus Webinars

Press Release: Chambers USA 2019 Ranks Five Munsch Hardt Practice Groups and Nine Lawyers

Press Release: Twenty-One Munsch Hardt Attorneys Recognized as 2019 "Best Lawyers in America"

Press Release: Munsch Hardt Again Recognized as Industry Leader in 2018 Chambers USA

Press Release: Twenty Munsch Hardt Attorneys Honored as '2018 Best Lawyers in America'

Press Release: Munsch Hardt Increases Practice, Individual Rankings in 2017 Chambers USA

Press Release: Munsch Hardt Recognized as Industry Leader in 2016 Chambers USA

In The News: Exclusive: Up a billion, Legacy West development value reaches \$3.2 B

Press Release: Twenty-Two Munsch Hardt Attorneys Recognized as 2017 Best Lawyers in America

Speech: Historical Tax Credits: How They Work

Press Release: Seventeen Munsch Hardt Attorneys Recognized as 'Best Lawyers in America 2016'

Press Release: Munsch Hardt Practice Groups, Lawyers Recognized as Industry Leaders in 2015 Chambers USA

Press Release: Nineteen Munsch Hardt Attorneys Recognized as 'Best Lawyers in America 2015'

In The News: New CEO of Munsch Hardt Gives Reasons 2014 Will Be A Great Year

In The News: For Second Year in a Row, Large Firms Continue to Bring In More Baby Lawyers

Press Release: Best Lawyers 2014 Recognizes Munsch Hardt Attorneys

Press Release: U.S. News Best Lawyers Recognizes Munsch Hardt Attorneys as Texas' Best

Press Release: Munsch Hardt Names 2013 Management Committee

Press Release: U.S. News - Best Lawyers Recognizes Munsch Hardt Attorneys

Press Release: Munsch Hardt Reelects Callison as CEO, Elects New Vice Chairman and Management Committee Members

Newsletter: Hospitality & Mixed-Use Leader - When the Owner Checks Out: Hotel Manager Issues in Bankruptcy

Press Release: Munsch Hardt Shareholders Elected as Leaders of The Real Estate Council (TREC)

Press Release: Munsch Hardt Recognized as Most Improved Law Firm by Overall Composite Score by Dallas Diversity Task Force