



Donald G. Kennedy

Partner

dkennedy@ubglaw.com

St. Louis - 314.516.2604

Don represents clients in all aspects of real estate transactions, including leasing, acquisition, development, financing, and foreclosure. In his extensive real estate practice, Don has closed multiple multi-site, multi-state transactions, including several involving more than 50 separate parcels of retail real estate. His experience with real estate-based financing transactions encompasses a variety of structures, including sale/leaseback transactions.

With over 30 years of experience, Don has advised clients on real estate projects involving many types of real property, including retail, industrial, office buildings, medical office buildings, ambulatory surgical centers, shopping centers, communication towers, corporate headquarters, residential subdivisions, and office condominiums.

Don has extensive experience handling leasing matters and advising clients in the retail and health care industries. He frequently represents clients in leasing and acquisition of shopping centers and has negotiated and closed deals with and on behalf of regional and national retailers and real estate investment trusts. Don has negotiated and drafted leases of a variety of structures, including ground leases, build-to-suit leases, office leases, and multi-site master leases. In addition, Don has vast experience in the regulatory aspects of leasing and real estate transactions in the health care industry.

Education

- DePauw University (B.A., 1987)
- Washington University School of Law (J.D., 1990)

Bar Admissions

- Missouri
- Illinois

Professional Affiliations

- American Bar Association
- Missouri Bar Association

Practices & Industries

- Business Law
- Banking & Commercial Finance
- Capital Markets & Securities Transactions
- Health Care
- Real Estate
- Manufacturing
- Private Wealth Services
- Health Care & Regulated Industries
- Real Estate Finance
- Leasing & Hospitality
- Real Estate Industry
- Tax-Free Exchanges, Tax Planning, & Economic Development Incentives

- Bar Association of Metropolitan St. Louis
- Urban Land Institute

Community Involvement

- The Church of the Good Shepherd, Town and Country, Missouri (*Vestry Board and Senior Warden, 2009; Chairperson of Foundation Board, 2012-2020*)
- St. Louis ArtWorks (*Board of Directors, 2015-2022*)

Firm Involvement

- Prior Firm Board of Directors, Real Estate Co-Group Leader, Recruiting Chairperson, Real Estate Practice Group Chairperson, Marketing Committee Chairperson and Associate/Officer Compensation Committee Chairperson

Awards & Honors

- Named to *The Best Lawyers in America*®, Real Estate Law, Missouri (2015-2026); Business Organizations (including LLCs and Partnerships) (2025; 2026)
- FOCUS St. Louis – Leadership St. Louis (Class of 2010)

Experience

- Don also served as General Counsel for one of the largest homebuilders in the Midwest.

News & Media

August 21, 2025

UB Greensfelder Attorneys Recognized in The Best Lawyers in America® 2026 List

August 15, 2024

UB Greensfelder Attorneys Recognized in The Best Lawyers in America® 2025 List

August 17, 2023

Best Lawyers 2024 Edition Lists 66 Greensfelder Attorneys, Including Five “Lawyers Of The Year”

August 18, 2022

Best Lawyers 2023 Edition Lists Over 60 Greensfelder Attorneys, Including Five St. Louis ‘Lawyers Of The Year’

August 19, 2021

Best Lawyers 2022 Edition Lists 60 Greensfelder Attorneys, Including Three St. Louis ‘Lawyers Of The Year’