



HOWLAND GORDON

PARTNER

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Howland Gordon is a Partner at Bartko Pavia LLP and brings to the firm over 20 years of experience in the retail leasing industry, representing both retailers and developers.

On the retailer side, Howland worked in-house for over six years at H&M, one of the world's largest brands. As Head of Legal, Expansion – North America, he oversaw all legal real estate and lease administration and litigation matters for H&M's U.S. and Canadian operations, including H&M's retail, office, distribution center, and warehouse leasing. He also led the legal efforts for H&M's North American launches of the & Other Stories and COS brands, giving him a deep understanding of the complexities and challenges inherent in bringing new retail concepts to market. In addition, Howland worked in-house for Nine West, negotiating leases and lease-related documents for its collection of shoe brands.

On the developer side, Howland directed the Legal-Leasing group at RPT Realty, where he and his team drafted and negotiated leases with hundreds of retailers. He also spent over 10 years at DLC Management Corp., one of the largest grocery-anchored shopping center owners in the United States, overseeing the negotiation of thousands of retail leases and lease-related documents.

Howland brings his deep in-house experience to bear in every lease negotiation, resolving issues with a practical in-house point of view. His solutions stand the test of time—they are effective not just at lease signing, but throughout the term of the lease. Howland's approach is strategic and innovative, with a healthy respect for operational issues and a long-term business relationship with the other side.

CREDENTIALS

EDUCATION

- Elisabeth Haub School of Law at Pace University, J.D., International Law Certificate, 2001
- University of California, Davis, B.A., 1995

BAR ADMISSIONS

- State Bar of Connecticut
- State Bar of New York
- ICSC, member

INSIGHTS

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HOWLAND GORDON TO PARTICIPATE IN ICSC MOCK NEGOTIATION ON ANCHOR EXCLUSIVES

PUBLICATIONS

- Howland has been a speaker at the ICSC law conferences in 2016, 2017, 2019, and 2022-2025. This year (2025) he presented a mock negotiation seminar on Exclusives and Prohibited Uses in Anchor Leases.
- Howland has spoken at ICSC's annual University of Shopping Centers in 2013-2016.

AREAS OF FOCUS

PRACTICES

Real Estate