

Olivia S. Byrne

Partner

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OVERVIEW

Olivia Byrne is a partner in the firm's Real Estate practice and the lead of the Global Location Strategies practice. Her practice involves site selection, economic incentives, and real estate for many different industries, including energy, EV battery, solar, hydrogen and offshore wind materials manufacturing, OEM auto parts and components, industrial manufacturing, wood-based products and biofuels, technology, broadcasting, distribution centers, fulfillment centers, data centers, professional sports stadiums and arenas, practice fields, food processing, financial services, entertainment facilities, and hotels. She represents companies inbound from abroad, including Asia, Europe, Canada, and Australia, as well as US companies relocating or deciding to remain in place and expand.

Olivia is nationally recognized for her exceptional ability to secure substantial economic incentives for clients across the United States. With extensive experience drafting legislation related to economic development and tax policy, she has played a pivotal role in advancing major corporate projects and shaping high-impact incentive frameworks.

Olivia has successfully negotiated incentive packages for leading manufacturing and technology companies, with awards ranging from US$100 million to nearly US$1 billion. She also earned distinction during her tenure as a lobbyist for The Advisory Board Company, where the firm received the “Game Changer Award” at the Washington Business Journal's Best Real Estate Deal of the Year Awards in 2016.

Most recently, Olivia and her team guided LS GreenLink USA Inc. through a transformative US$681 million manufacturing cable project in Virginia, which received the “2025 Deal of the Year Impact Award Foreign Direct Investment” by *Business Facilities Magazine*. Her ongoing work with economic development corporations and authorities across the country reflects her active involvement in supporting clients through complex incentives and regulatory processes.

She is a frequent speaker on a national and international basis at Site Selection and Economic Incentive conferences and programs. She has worked with clients to assist with structuring real estate transactions and related real estate and tax issues in many different industry areas including Energy and Automotive. She understands the challenges for inbound companies and provides a comprehensive review for her clients before they decide on a location for their new factory, fab or headquarters. By combining her team's knowledge of public

policy, real estate, and state legislation, the result is a solution that is inclusive and thorough. The success of her projects often involves infrastructure needs and public private partnerships.

Olivia focuses her real estate and finance practice on real estate transactions, financing transactions, public policy, and legislative counseling. She represents many corporations, nonprofits, and partnerships in real estate projects relating to headquarters buildings, mixed-use, retail, office, sports stadiums and arenas, residential, manufacturing, warehouse, healthcare, hotels, restaurants, and colleges and universities. This includes tax exempt and taxable bonds, conventional loans, OZ equity, New Markets Tax Credits (NMTC), Tax Increment Financings (TIFs), public/private partnerships (including those with colleges and universities), and public finance including multifamily housing projects with low-income housing tax credits and tax exempt bonds. She has completed financing transactions with NMTC allocatees for many mixed-use multifamily housing and office projects. She has worked on numerous multifamily housing projects on a national, state, and local basis. Olivia has worked on infrastructure projects and other projects financed with TIFs. She has represented NMTC borrowers with public/private partnerships and manufacturing projects on a national basis. She represents developers and corporations with real estate acquisitions, renovation projects, and public/private partnerships, as well as retail/residential, office condominiums, and the related real estate documentation and due diligence. She is a registered lobbyist in DC and works with Virginia and Maryland frequently as well.

Olivia was named to the Super Lawyers list as a top Washington, DC, lawyer in Government Finance in 2016, 2017, 2018, 2019, 2020, 2021, 2022, and 2023. She was also named by the *Washington Business Journal* as a "2009 Top Washington Lawyer" Finalist in the Real Estate Transactions category. Her financing structure for the National Association of Realtors' US$40 million real estate transaction was selected as the "Best Financing Deal of the Year" by the *Washington Business Journal*.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Olivia was a real estate partner for another international law firm.

ACHIEVEMENTS

- Received the Deal of the Year: 2025 Impact Award for Foreign Direct Investment at the *Business Facilities Magazine 2025 Impact Awards*
- Received the 2025 DC Tech & Venture Coalition Ambassador of the Year Award from the Washington DC Economic Partnership
- Named a Top 25 Opportunity Zone Influencer by *Opportunity Zone Magazine* in 2020 and 2021
- Named a top 25 Opportunity Zone Attorney by *Opportunity Zone Magazine* in 2019 and 2020
- Named by Bisnow as Top Women in DC CRE, 2017
- Named to the Washington, DC Super Lawyers list - Government Finance, 2016-2023
- Listed in *Who's Who in American Law, Who's Who in the East, Who's Who of American Women, Who's Who in America,* and *Who's Who in the World*

- Named by the *Washington Business Journal* as a "2009 Top Washington Lawyer" Finalist in the Real Estate Transactions category

PROFESSIONAL / CIVIC ACTIVITIES

- Editorial board member for OZ Investors Magazine
- Consultant Member of Institute for Professionals in Taxation
- Prior Co-Chairman and current member of the Board of Directors and Executive Committee for the Washington, DC Economic Partnership
- Previous Member of the Board of the DC Appleseed Foundation
- Advisory board member of the Columbia Lighthouse for the Blind
- Member of the District of Columbia Building Industry Association
- Member of Association of Public Finance Professionals
- Previous Vice President, DC Nonprofit Task Force
- Previous Chairman of the National Tax-Exempt Bond Conference at Georgetown Law Center
- Served on the Advisory Board for Planned Giving to the American Heart Association
- Graduate of Leadership Montgomery
- Member of the Advisory Board to the Municipal Finance Journal
- Past President and a Board Member of Commercial Real Estate Women
- Served as Co-Chairperson of Professional Development for Strathmore Hall
- Past President of the DC Bowdoin Alumni Association and a former member of the Alumni Council for Bowdoin College
- Appointed to the National Task Force on Intermediate Sanctions — Helped to write the guidelines in this important area of tax law
- Advisory Council to Cultural Alliance in the District of Columbia
- American Bar Association
- Maryland Bar Association
- District of Columbia Bar Association
- Served on Board of Directors of Bethesda Academy for the Performing Arts
- National Association of Bond Lawyers (NABL)

- ABA Committee on Tax Exempt Bonds

SPEAKING ENGAGEMENTS

- Speaker, “Powering Growth: The Grid and the New Community Challenges Facing Economic Development,” Area Development's Women in Economic Development Forum, Chicago, IL, 9 October 2026
- Speaker, “Development of Industrial Real Estate and Distribution Centers,” Strafford Webinar, 21 May 2026
- Moderator, “Powering the Future: Energy, Infrastructure, and the Next Generation of Development in the DMV,” K&L Gates LLP, Washington, DC, 7 May 2026
- Speaker, “Fireside Chat with Nina Albert, Washington DC Deputy Mayor of Planning and Economic Development: Inside the Capital: Innovative Ideas for the Future of Business, Labor, and Redevelopment,” Area Development's Women in Economic Development Forum, Chicago, IL, 9 October 2025
- Speaker, “Taiwan's Role in the Changing US Market: US Site Location Strategies: Utilities, Labor, Infrastructure, Costs, Power, Conversion, and Incentives,” American Institute in Taiwan (AIT), Taipei, Taiwan, 19 September 2025
- Speaker, “Japanese Manufacturing and Energy Investment in the US: Navigating Trade, Policy and Regulatory Shifts,” Japan Institute for Overseas Investment (JOI) Seminar, Tokyo, Japan, 9 September 2025
- Speaker: “Converting Warehouse/Distribution to Manufacturing: Expanding Real Estate Options for Your Prospects,” Consultants Forum Workshop, San Antonio, TX, 20 March 2025
- Speaker: “Overcoming Obstacles in Real Estate Transactions,” Area Development - The Executive Summit, Amelia Island, FL, 13 November 2024
- Speaker: “Introduction to Site Selection and Economic Incentives,” Japan Institute for Overseas Investment (JOI), Tokyo, Japan, 11 September 2024
- Speaker: “Investing in the High-Tech Industries in the US,” K&L Gates and Chinese National Federation of Industries (CNFI), Taipei, Taiwan, 10 September 2024
- Speaker: “Investing in the Semiconductor Industry in the US,” K&L Gates and Chinese National Federation of Industries (CNFI), Hsinchu, Taiwan, 9 September 2024
- Speaker, UK-US Roundtable on the US Hydrogen Market & Emerging Financial Frameworks, 10 June 2024
- Speaker and Moderator: “Rise and Shine in Downtown DC: Attraction and Retention Incentive Programs, Downtown Action Plan, Office to Residential Conversion Projects,” Washington DC Economic Partnership, Washington, DC, 8 May 2024
- Panelist: “Federal Incentives,” KOTRA 2024 Battery Onshoring Webinar, Seoul, South Korea, 22 February 2024
- Speaker: “Legal and Real Estate Due Diligence,” Women in Economic Development Forum, Sofitel Chicago Magnificent Mile, Chicago, IL, 10-12 October 2023

- Speaker: “Real Estate Finance Options and Economic Incentives for New Manufacturing Projects,” 2023 LiveXchange Emerging Industries event, Sonesta Columbus Downtown, Columbus, OH, 4-6 October 2023
- Panelist: “From Red Tape to Green Light: 5 must-dos for expanding to the USA,” Los Angeles Convention Center, Los Angeles CA, 20 September 2023
- Panelist: “On Target Nevada – Economic Development Forum,” Elko Convention and Visitors Center, Elko, NV, 18 September 2023
- Speaker: “Economic Incentives and Site Selection Options for Expanding Companies Inbound to US,” Korean International Trade Association, Washington, DC, 23 June 2022
- Panelist: “Community Redevelopment With Opportunity Zones,” NABL Hybrid 2021 Workshop, 15 October 2021
- Panelist: “Post COVID-19: OZ Impact,” Opportunity Zone Expo, Denver, CO, 15 July 2021
- Panelist: "Economic Incentives," IT Infrastructure and Cloud Strategies Conference, London, England, 22 April 2021
- Panelist: “The Importance of Location,” 2020 Opportunity Zone Expo, Las Vegas, NV, 25 June 2020
- Panelist: “Economic Incentives for Stadium Projects,” United Soccer League Webinar - Tax Incentives and Opportunity Zones for Stadium Development Projects, 10 June 2020
- Panelist: “A Surge in Demand for Distribution, Data Center and Manufacturing Facilities during COVID-19: Economic Incentives & Real Estate,” 20 May 2020
- Panelist: "The Summer of OZ: Now is an Opportune Time to Invest in Opportunity Zones," K&L Gates, LLP, San Francisco, CA, 31 July 2019
- Panelist: "The Summer of OZ: Now is an Opportune Time to Invest in Opportunity Zones," K&L Gates, LLP, Los Angeles, CA, 29 July 2019
- Panelist: “Opportunity Zones: Expanded Opportunities for Fund Sponsors and Investors in the Wake of the Latest Regulations,” K&L Gates, LLP, New York, NY, 6 June 2019
- Panelist: “Opportunity Zones from a Bio View — What do they mean for funding lab infrastructure and bio health companies? What are the rules? What are the opportunities?” AURP BIO Health Caucus, Philadelphia, PA, 3 June 2019
- Moderator: “DCA Live: Opportunity Zone Fever,” Arlington, VA, 29 May 2019
- Panelist: “The Green Zone: Opportunity Zone Funding for Brownfields Redevelopment,” K&L Gates, Chicago, IL, 22 May 2019
- Panelist: “Built for Success: Best practices for Fund Structures,” Small Scale Developer Forum #14 - When Opportunity Abounds, Baltimore, MD, 20 May 2019
- Panelist: “2019 Opportunity Zone Expo Las Vegas,” Las Vegas, NV, 9 May 2019

- Panelist: “Discussion on Opportunity Zones,” K&L Gates, Washington, DC, 30 April 2019
- Panelist, “Discussion on Opportunity Zones,” Boston, MA, 4 April 2019
- Panelist: “Prince George's Opportunity Zones Conference,” Prince George's County Economic Development Corporation, Largo, MD, Tuesday, 12 March 2019
- Speaker, "Opportunity Zone Expo," Los Angeles, CA, 25 January 2019
- Speaker, "A Conversation on Opportunity Zones," Chicago, IL, 16 January 2019
- Speaker, “Charlotte Opportunity Zones,” Charlotte, NC, 11 December 2018
- Speaker, “DCA Live BIG Growth Summit: Amazon and the New Innovation Economy,” Crystal City, VA, 16 November 2018
- Moderator, “DCBIA Opportunity Zones Seminar,” Washington, DC, 6 November 2018
- Speaker, “Now that the proposed regulations have been released for the Opportunity Zones Program, What Is Your Next Step?” Qualified Opportunity Funds and Opportunity Zones Released Regulations, Washington, DC, 31 October 2018
- Moderator, “Opportunity Tax Credits and Opportunity Zones,” Innovative Business Solutions Program, Washington, DC, 28 February 2018
- Speaker, “Tax Exempt Bonds and Real Estate Finance Options for Nonprofits,” Greater Washington Society of CPAs: Nonprofit Section Meeting, Washington, DC, 27 February 2018

EDUCATION

- B.A., Bowdoin College
- J.D., University of Toledo College of Law
- LL.M., Georgetown University Law Center

ADMISSIONS

- Bar of District of Columbia
- Bar of Maryland

THOUGHT LEADERSHIP *POWERED BY HUB*

- Q4 2026, There Is a New Sheriff in Town: Why Community Approval Now Rules Major Project Development, *Area Development*
- 15 September 2026, Data Center Deep Dives: Texas

- June 2026, ESG and the Sustainable Economy Handbook
- June 2025, Embassy Series: Key Considerations in US Energy Investment Under the Trump Administration
- 30 January 2025, How to Successfully Transfer Your Manufacturing Plant From Mexico to the United States
- 8 February 2024, Washington, D.C.'s Office of the Deputy Mayor for Planning and Economic Development Proposes Rules to Implement Downtown Real Property Tax Abatement Legislation
- 28 November 2023, Lay of the Land: Economic Development Incentives: What Businesses Should Know
- August 2021, August 2021 Accolades
- 11 November 2020, Congratulations to Our Diverse and Women Lawyers
- 20 December 2019, Opportunity Zone Final Regulations: First Impressions
- 2 December 2019, A Winning Combination: Uncle Sam’s Excess Property Inventory and the Opportunity Zone Tax Incentive
- 03 May 2019, Worth the Wait: Second Round of Opportunity Zone Proposed Regulations Clears the Way for Many OZ Investments
- 18 April 2019, OZ Flash: Newly Issued Proposed Regulations and the President's Remarks are a Boon to the OZ Incentive
- 29 October 2018, Real Estate - An Attractive Investment for OZ Funds Under New Proposed Regulations
- 23 October 2018, Opportunity Zone Proposed Regulations Provide the Certainty Anxious Investors, Developers, and Entrepreneurs Have Been Seeking
- 14 March 2018, Opportunity Zones - A Golden Opportunity?

OTHER PUBLICATIONS

- “A Zebra in the Room,” *Area Development Magazine*, 20 May 2025
- A Conversation on Opportunity Zones, 16 January 2019
- “Opportunity Zones: A Powerful New Tool for Development in South Carolina,” *Association of Corporate Counsel - South Carolina Chapter*, 19 June 2018

NEWS & EVENTS

- 1 September 2026, K&L Gates Advises LS Cable & System on Landmark US$689 Million Virginia Manufacturing Investment
- 7 May 2026, Powering the Future: Energy, Infrastructure, and the Next Generation of Development in the DMV

- 19 February 2026, K&L Gates Advises on LS GreenLink USA Foreign Direct Investment Project Honored as Deal of the Year
- 15 December 2025, K&L Gates Recognized for Role in LS Cable & System's Major Virginia Manufacturing Investment
- 4 December 2025, Embassy Series: Navigating US Tax Incentives: Federal and State Opportunities for Global Businesses
- 19 September 2025, Strategic Investment Pathways: Taiwan's Role in the Changing US Market
- 10 September 2024, Investing In the High-Tech Industries in the US Seminar
- 9 September 2024, Investing in the Semiconductor Industry in the US Seminar
- 9 July 2024, K&L Gates Advises LS GreenLink on Plans for a Large Submarine Power Cable Manufacturing Facility in Virginia
- 8 May 2024, Rise and Shine in Downtown D.C.: Attraction and Retention Incentive Programs, Downtown Action Plan, Office to Residential Conversion Projects, Hosted by Washington, D.C. Economic Partnership
- 8 September 2021, K&L Gates Assists Sungwoo Hitech in Identifying, Selecting, and Securing Incentives for Tennessee Facility, Company's First U.S. Location
- 2 November 2020, Numerous K&L Gates Diverse and Women Lawyers Recognized for Leadership and Legal Accomplishments
- 26 June 2020, K&L Gates Real Estate Partner Named a ‘Top OZ Influencer' by *Opportunity Zone Magazine*
- 17 July 2018, K&L Gates Launches Cross-Practice Opportunity Zones Initiative
- 2 August 2016, K&L Gates Grows Real Estate Practice with Addition of Washington, D.C., Partner and Of Counsel

AREAS OF FOCUS

- Real Estate
- Debt Capital Markets
- Global Location Strategies
- International Trade, Investment Controls, and National Security
- Nonprofit Organizations
- Real Estate Acquisitions and Dispositions
- Real Estate Finance
- Real Estate Joint Ventures

INDUSTRIES

- Aerospace and Defense
- Consumer Goods and Services
- Energy
- Financial Services
- Fintech
- Manufacturing
- Offshore Wind Energy
- Quantum
- Resort, Hospitality, and Leisure
- Sports
- Technology

EMERGING ISSUES

- Data Centers and Energy Intensive Infrastructure