

EMERGING LEADER

Real estate attorney makes case with Complex transactional work

By Sean McFadden | smcfadden@bizjournals.com

Adam Curry studied finance as a college undergraduate, but says he always knew he wanted to go on to law school. While there, he discovered a particular affinity for real estate: “You are working on matters with clients where you can really appreciate the tangible results of your work,” he said. Having joined Goulston & Storrs as an associate in 2002, he was recently elected a director of the firm’s real estate group. “Clients and colleagues gravitate to Adam not only for his intelligence and work ethic — both of which are prodigious — but also, and as importantly, because of his engaging personality, sense of humor, common sense and curiosity,” said Barry Green, also a director in the firm’s real estate group. Curry has made his mark with what often are complex real estate transactions. He was part of the Goulston team representing CrossHarbor Capital Partners LLC in its acquisition from bankruptcy of Yellowstone Club in Montana in 2009, as well as the club’s continued development. Curry also was a key member of the Goulston team that represented Eaton Vance Corp. last year when it sold an 80 percent interest in a joint venture with ProLogis to The Blackstone Group.

Top three goals for this year?

Over the past few years, in a very difficult economic climate, I’ve been fortunate to work with a number of new and exciting clients. As we continue to see more activity, I am looking forward to fortifying and enhancing those relationships. Within the firm, I intend to take on a more active role in mentoring the younger attorneys. Finally, on a personal note, I’ve been blessed with an incredible wife and son, and will continue to work on being the best husband and father possible.

What are your guiding principles for good management?

Client responsiveness, effective communication and a thorough understanding of the client’s overall business and transaction-specific objectives are among the significant factors that contribute to successful client management.

What’s the best business decision you’ve made?

When dealing with sophisticated parties in complex real estate transactions, there are many instances when, as the deal progresses, each side takes diametrically opposed positions on material issues. ... Although there are times when a solution may not be possible, my approach has always been to keep focused on the client’s objective, to develop

creative strategies and solutions and, ultimately, to bring about a meaningful compromise.

What are your civic passions?

Learning to lead an active and healthy lifestyle is critical. The various youth soccer leagues with which I have been involved in the past provide an ideal environment to promote that lifestyle and to teach children about cooperation, teamwork and healthy competition.

Whom do you consider a mentor?

First and foremost, my parents have been everything to me. My mother has always been my strongest supporter, best teacher and wisest counsel. I lost my father last year to cancer, and it has left an incredible void in my life. ... Although we didn’t always agree, his perspective and unyielding support contributed immensely to my development over the years. Within the walls of Goulston, I have had so many people play a role in my maturation, but none more so than Barry Green.

For more with Adam Curry visit bostonbusinessjournal.com



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ADAM CURRY

Title: Director, real estate group, Goulston & Storrs
Age: 34

Education: Bachelor’s degree in finance, Providence College, 1998; law degree, Northeastern University School of Law, 2001

LESSONS LEARNED

What grade would you give Massachusetts as a place to do business?

NANCY ALEMIAN TELIAN, Reading With TLC



B plus. Massachusetts has a high commitment to education; specifically to research-based methods for teaching reading. This state’s progressive educational environment has been a ripe environment for our business to flourish, despite the budget cuts statewide. Nancy Alemian Telian

DAN ANDRADE, Advanced TrimWright



I would give Massachusetts an A. In my business, re-manufacturing of PVC trim and millwork, Massachusetts is an ideal climate for transacting business. Massachusetts and New England are way ahead of the curve when it comes to innovations in the building trades.

BOB COSTA, B.C. Tent & Awning



A failing grade from the small-business owner’s perspective. We are so over-regulated with zoning and permit restrictions the simple act of putting up a tent for a commencement ceremony becomes a huge challenge. Government should work to help, not hinder, businesses and the economy.

Next week’s Lesson Learned: What role do referrals play in your business?

Send your answer in 25-30 words to cmahoney@bizjournals.com. Be sure to include a high-resolution headshot.