

# Donald L. Shulman

*Of Counsel*

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Don Shulman is a corporate attorney who handles a range of international and real estate matters including commercial lease negotiations, principally on behalf of office building landlords, business representation, mergers and acquisitions and strategic negotiation. Don brings more than 40 years of experience to the firm's clients.

## **Accolades**

- Martindale Hubbell Peer Review Rated AV Preeminent™
  - Top Rated Lawyer in Real Estate, 2013

## **Admissions**

- Massachusetts

## **Education**

- Massachusetts Institute of Technology (B.S.E.E., 1965)
- University of Chicago Law School (J.D., 1968)

## **Representative Matters**

### **\$1.6 Billion Acquisition of Keystone Property Trust**

Representation of Eaton Vance Management in connection with the \$1.6 Billion acquisition of Keystone Property Trust by a partnership of ProLogis, the largest public U.S.-based global provider of distribution facilities and services, and certain affiliates of investment funds managed by Eaton Vance Management.

### **Joint Venture Structuring and Negotiations**

Structuring and negotiation of joint venture between Boston-based commercial real estate brokerage and national publicly-traded commercial brokerage to form the largest commercial real estate brokerage in New England.

**Largest Furniture Fabric Manufacturer in U.S.**

Acquisition of furniture fabric business of a publicly-traded company to form largest furniture fabric manufacturer in U.S.

**Pension Fund and Investment Advice**

Advising pension funds and investments in various investment funds.

**Sale of Privately-Owned Automotive Fabric Business**

Disposition of privately-owned automotive fabric business to publicly traded company.

**Hedge Fund Representation**

Advising a third party on the acquisition of a fund of funds hedge fund.

**\$425 Million Syndicated Loan**

Negotiation of \$425 Million syndicated loan on behalf of a manufacturing company.

**Cross-Border Acquisitions**

Acquisition of Mexican manufacturing company.

**Counsel to Biomedical Company**

Counsel to biomedical company in original structuring, negotiating licensing agreements, raising capital, negotiations with foreign investors, negotiation with international pharmaceutical company.

**Structuring Restaurant Concept and Related Services**

Structuring restaurant concept and unique financing vehicles and advising on financing, partnership and organizational matters.