

# Joint Ventures

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Sophisticated investors, developers and business owners across virtually every industry look to Goulston & Storrs for advice regarding their joint venture activity. Using a multi-disciplinary approach, we draw upon the extensive experience of attorneys in our corporate, capital markets, finance, real estate and tax groups. Our attorneys bring deep insight into the formation, negotiation, structuring, and governance of these complex arrangements.

Our attorneys understand the unique relationships between the parties involved in joint ventures. With an appreciation for the nuances of these collaborations, they put their extensive knowledge to work, providing participants the opportunity to share in the benefits and avoid the risks associated with joint ventures.

We structure and close a wide variety of real estate transactions across all asset classes, including single property and portfolio acquisitions, complex debt transactions, debt acquisitions, equity joint ventures, workouts and restructurings. Goulston & Storrs attorneys also work with both domestic and international companies to structure cross-border joint ventures as they look to expand their operations. Clients routinely rely upon our comprehensive experience to guide them on the path to successful joint venture relationships.

Goulston & Storrs attorneys regularly structure joint venture agreements and guide investments with our clients in connection with:

- Capital Markets
- Hospitality & Recreation
- International Investments
- Mixed-Use Developments
- Multifamily
- Non-Profits including, Medical, Educational and Cultural Institutions
- Office
- Real Estate
- Retail
- Technology

## Representative Clients

- Allianz
- The IBUS Company

- Avalon Bay Communities
- Manulife Financial
- AXA Real Estate
- Massachusetts Institute of Technology
- Beacon Capital Partners
- Mass General Brigham
- Boston Properties
- Mugar Enterprises
- CBL & Associates Properties, Inc.
- New England Development
- Children's Hospital
- Pyramid Advisors
- Clark Enterprises, Inc.
- Samuels & Associates
- CrossHarbor Capital Partners
- Tishman Speyer
- Eaton Vance
- WS Development
- Forest City Enterprises