

Louise B. Giannakis

Associate

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Louise Giannakis is a real estate development, land use and transactional attorney. Her practice involves a range of matters including acquisitions and dispositions, financing, zoning, permitting and historic and environmental impact reviews. She particularly enjoys navigating clients through complex mixed-use projects, helping them move from bid to financing and acquisition, and from zoning review and regulatory compliance to successful operations.

Louise represents clients engaged in the development of multi-family, office, retail, hospitality, hotel and mixed-use projects, as well as private and public partnerships. The clients she serves include commercial developers and operators of all kinds, including multi-family housing developers, REITs, private equity groups, hospitals and non-profits. Her unique public-private partnership experience extends to matters involving the contracting and installation of public art on behalf of the Rose Fitzgerald Kennedy Greenway Conservancy, a private non-profit corporation that manages operations of certain Boston public parks owned by agencies of the Commonwealth.

While in law school, Louise interned with the Massachusetts Attorney General's Office, Insurance and Financial Services Division, where she helped to administer the Commonwealth's consumer protection laws. She also served as Boston College Law School Liaison to the Boston Bar Association's Real Estate Steering Committee, President of the Boston College Real Estate Law Society and Business Manager and Staff Writer for the Uniform Commercial Code Reporter-Digest.

Prior to law school, Louise worked at a boutique law firm in New Orleans providing legal research, case management, compliance and regulatory management and other services associated with a range of transactional real estate matters.

Outside of the office, Louise enjoys traveling, cooking, art and architecture. She is a particular advocate and fan of Boston's many public parks, and you'll often find her enjoying the Charles River Esplanade with her two dogs.

Accolades

- Massachusetts Super Lawyers Rising Stars (2022)

Affiliations

- Boston Bar Association, member
- Urban Land Institute, member
- Esplanade Association, member
- National Trust for Historic Preservation, member

Languages

- Spanish

Admissions

- Massachusetts

Education

- Boston College Law School (J.D., 2017)
- Tulane University (B.A., *cum laude*, 2011)

Blog Posts: Retail Law Advisor

This blog keeps you connected to timely developments and emerging issues in retail law and covers a wide range of topics related to the retail, restaurant and consumer industry. We invite you to learn more about Goulston & Storrs and our Retail, Restaurant & Consumer Group.

October 10, 2018

On the Origin of Retail: An Evolutionary Analysis

"Retail Apocalypse!" "Amazon Takeover!" "Goodbye, Brick-and-Mortar!" These reflect the flavor of headlines these past few years: one of a retail Armageddon, or the end as we know it of brick-and-mortar. While several prominent retailers have turned to bankruptcy and store closures, research...

August 15, 2018

Sales Tax Holidays: Serious Savings or Serious Stunt?

This past Friday, consumers across Massachusetts were pleasantly surprised with news of the last-minute approval by the Baker administration of a weekend sales tax holiday. Despite local retailers griping about the eleventh hour prep involved with planning, stocking, staffing...

April 18, 2018

Credit Card Evolution: Goodbye John Hancock

For years, the signature requirement for completing a credit card transaction has felt something like an obsolete means of confirming a user's identity . Effective this month, however, four of the country's largest credit card providers: American Express, Discover...

February 7, 2018

Facial Recognition in Retail: "Attention all Shoppers: We Already Know Everything about You"

Are you worried that "Alexa" is listening to your conversations? Do you cover your laptop camera with tape and refuse to store your passwords on your devices? Well, it looks like even stepping into the mall may require full-body...

Publications

May 14, 2018

Navigating Rising Waters: The Public Waterfront Act

Boston Bar Journal

Representative Matters

AXA IM Alts and its Affiliates in one of the Largest Industrial Portfolio Acquisitions of 2020

Representation of AXA IM Alts and its affiliates in one of the largest industrial portfolio acquisitions of 2020. The portfolio consists of 27 assets in Chicago, Houston, Los Angeles, Central New Jersey, Dallas, South Florida, Southern New Jersey and Atlanta. In a significant step in its strategy to grow a U.S. wide logistics platform, AXA IM Alts, on behalf of clients and through a joint venture with Cabot Properties, Inc., acquired the 7,984,000 s/f portfolio for approximately \$875 million, through a share purchase of a REIT previously managed by Cabot Properties. Representation included all matters related to property diligence, structuring, joint venture, purchase, financing, tax and environmental considerations of the property, including tax and structuring issues relating to cross-border investments.