

Melissa S. Rivers

Counsel

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Melissa Rivers is an attorney in the firm's Real Estate Group. Melissa's experience includes representing clients across all aspects of commercial real estate transactions, including acquisitions, leasing, financing and dispositions.

Her practice focuses on representing developers and tenants in connection with commercial retail agreements and leases in both existing shopping centers as well as new development projects.

For more than 20 years, Melissa's career has been dedicated to the real estate industry. Prior to joining Goulston & Storrs, Melissa was part of the legal teams at a major national retailer, a publicly traded REIT, and a real estate development company that was active on both the East and West coasts.

Melissa has been involved in many complex projects including multi-property acquisitions and dispositions, commercial condominium structures, development and leasing of mixed-use projects, and financing of shopping centers.

Affiliations

- Member, Suffolk University Paralegal Advisory Committee
- Member, CREW Boston
- Member, ICSC
- Member, Boston Bar Association

Admissions

- Massachusetts
- California

Education

- Suffolk University Law School (J.D., 2007)
- Emerson College (Master of Arts, 2000)
- Suffolk University (B.A., 1997)

Representative Matters

Brixmor

Represent Brixmor in matters in all four regions for which Brixmor has a presence. Representation of Brixmor includes ground leases with restaurants, banks and service oriented users as well as anchor and junior anchor boxes with national tenants.

Federal Realty Investment Trust

Represent Federal Realty Investment Trust in retail and office leasing at Assembly Row, a cohesive shop, dine, work, live and play property located in Somerville, MA. This multi-phased project is a mixed-use property that is transit oriented. Major retail tenants include an AMC Theater, Legoland Discovery Center, Saks Off 5th, as well as a variety of other retail, fitness and restaurant uses, including Legal Seafoods and Earl's, a Canadian restaurant entering the US. Represent Federal Realty Investment Trust in leases with national and regional anchor and junior anchor tenants throughout their East Coast portfolio.

Leasing for National and International Retailers

Representation of landlord clients in connection with numerous leases with national and international retailers including restaurants, boutiques, fitness users, specialty services and a range of brand name consumer goods.

Real Estate Developer Representation

Represent real estate developer in connection with multi-property acquisitions and dispositions.

Residential Apartment Complex Acquisition and Financing

Representation of buyer in connection with the acquisition and financing of a multi-unit residential apartment complex in Texas.

Soft Surroundings Retail Leases in FL, MN, and NE

Representation of Soft Surroundings in connection with tenant-side leasing for retail locations in Florida, Minnesota, and Nebraska.

WS Development Leasing in MA and FL

Represent WS Development in connection with retail and office leasing throughout its diverse portfolio, including:

- the new Seaport Square Project in Boston, MA, which is a 7.5 million square foot mixed-used retail, office, residential, and hospitality project featuring distinctive public parks and amenities;
- the Royal Poinciana Plaza, which is an approximately 190,000 sq. ft. of high end, boutique retail shopping in Palm Beach, FL;
- Hyde Park Village in Tampa, FL;
- The Street Chestnut Hill in Brookline, MA; and
- Market Street in Lynnfield, MA.

Publications

October 2015

Omnichannel Retail Helps Cos. Keep Up With Shoppers

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.

November 11, 2020

ICSC Law Conference 2020 – 50th Anniversary Edition

This year, the ICSC Law Conference on October 14-16 celebrated its 50 th Anniversary. The planned pomp and circumstance were eliminated due to COVID-19, but the conference was still held using a virtual platform. While less than typical in-person...

February 26, 2020

Retail Evolution: Continuing to Think Outside of the Box

In a prior blog, we discussed partnerships between retailers and hotel chains as a strategy for providing customers with an interactive experience and staying competitive in the market. This trend has continued and is further evolving. Retailers are bringing...

January 29, 2020

Let's Get Innovative!

Using short term deals to solve long term problems.

There continues to be a lot of discussion throughout the commercial real estate industry about competition from online retailers and the holes created by failing and downsizing businesses that have traditionally focused on brick and mortar stores. While concern...

June 19, 2019

We're Here for the Food Hall Party

Time to Eat, Drink and Socialize!

If you haven't eaten at a food hall yet... it is likely only a matter of time before you do. They are popping up all over the country and are gaining popularity. Unlike traditional mall food courts, food halls...

July 26, 2018

International Council of Shopping Centers New England Conference and Deal Making

ICSC hosted the New England Conference and Deal Making event at the John B. Hynes Veterans Memorial Convention Center last week, from July 16-18. Given the summer timing of the conference, attendance appeared light at times, but conference attendees...

June 7, 2017

Boutique Retail Hotels: Introducing The New Meaning Of "In Room" Shopping

In this ever changing world, retailers are continuing to invent new ways to highlight their products, provide customers with an interactive experience and to stay competitive. We have previously discussed strategies used by brick and mortar stores to compete...

January 25, 2017

Oh the Sidewalks Outside Are Frightful, But Landlords Will Make Them Delightful... or Will They?

Although we haven't seen much snow accumulation in the northeast to date, we know that this can (and likely will) change before the warmer weather returns. Before the snow really begins to fall, it would behoove both landlords and...

August 10, 2016

No Cash? No Problem: The Emergence of Cashless Retailers

From the time we were little, putting birthday money into our piggy banks, cash has always been an important part of our lives. Now, imagine a world where cash is no longer king. Like so many other things that...

March 16, 2016

Off-Price Retail Therapy for Landlords: New Opportunity in the Age of Millennials

On March 2nd, after much media speculation, Sports Authority commenced a case under chapter 11 of the United States Bankruptcy Code. In its initial bankruptcy filings, the company's CFO announced that it will close up to 200 of its...

September 30, 2015

OmniChannel Marketing: Maximizing the [In-Store] Shopping Experience

While retailers recognize that most purchases can be accomplished by conveniently using an electronic medium, they also know that "one click" shopping does not satisfy everyone. In order to capture this population and to entice the online shoppers to...

Advocacy

Melissa is a strong supporter of organ donation. She volunteers for the Pulmonary Fibrosis Foundation, an organization dedicated to help further education and provide support for those affected by pulmonary fibrosis. Melissa co-chairs events to benefit the Pulmonary Fibrosis Foundation, including the "Drive Fore Breathing" golf tournament and the "Bowl For Breath" bowling tournament.