

Nancy M. Davids

Director

ndavids@goulstonstorrs.com

Boston: +1 617 574 4105



Nancy Davids is a real estate lawyer who counsels both landlords and tenants in connection with a range of complex real estate and retail development matters. She works with sophisticated retail clients, helping them to lease a wide range of properties, including mixed-use projects, shopping centers, lifestyle centers, restaurants, urban retail centers, outlet centers, convenience retail, power centers and enclosed malls. She also represents the developers of office projects in connection with leasing, as well as zoning and land use matters.

Nancy is active in the industries she serves, serving leadership roles with the International Council of Shopping Centers as Co-Chair of the Law Conference in 2018 and Chair in 2019.

Always watching the cutting edge of the retail industry, Nancy served as a Co-Chair of the firm's Retail, Restaurant & Consumer industry group, and is a founding editor of the firm's well-recognized Retail Law Advisor Blog. She regularly curates content for the top-rated retail blog, reporting on timely and important trends and industry-related information valued by retailers of all types.

Accolades

- Commercial Real Estate Women, Boston (CREW) Professional Service Award Recipient, 2018
- Champions for Change, Boston Area Rape Crisis Center, 2014
- *Best Lawyers in America*® (2015-2022): Real Estate Law
- Massachusetts Super Layers, 2004-2015, 2019-2020
- Martindale Hubbell Peer Review Rated AV Preeminent TM
- Top Women Lawyers, Real Estate, Martindale Hubbell, 2011
- Excellence in Writing Award, "Best Practical Use Article-Real Property, ABA Journal of Probate and Property, 2009

Affiliations

- International Council of Shopping Centers (ICSC)
 - US Law Conference Chair, 2019 and Co-Chair, 2018
 - US Law Conference Program Committee, International Council of Shopping Centers (ICSC), Member
- Board Member, Boston Area Rape Crisis Center
- CLE International
- Commercial Real Estate Women, Boston
- Women's Bar Association

Admissions

- Massachusetts

Education

- Connecticut College (B.A., 1982)
- Boston College Law School (J.D., *summa cum laude*, 1986)

Representative Matters

Landlords in Complex Leasing Negotiations with Major Brand Name Big Box Retailers

Representation of landlords in complex big box leasing negotiations for major brand name retailers such as Bed, Bath and Beyond, Best Buy, Burlington, DSW, Nordstrom Rack, Ross Stores, Saks Off Fifth, Staples, Ulta and the TJX Companies including their Homegoods, Homesense, Marshalls, and TJ Maxx concepts.

Landlords in Long-Term Ground Leases to Tenants

Representation of landlords in several long-term ground leases to tenants such as Lowes and Target. Also handles the negotiations for operation and easement agreements for these landlords.

Landlords in Negotiation of Retail Leases with Luxury Retailers

Representation of landlords in the negotiation of retail leases with luxury retailers. Recently worked with WS Development to negotiate the luxury tenant sector within Florida's newly redeveloped Royal Poinciana Plaza

Major Retail Tenant 400 Locations Across United States

Representation of a major retail tenant occupying in-line space in enclosed regional malls "rolling-out" over 400 locations across the United States.

Real Estate Developers Sale of Property, Reciprocal Easements, Site Development Agreements, and Complex Closing Documentation

Representation of real estate developers in connection with the sale of property to anchor tenants in community shopping centers. Recently represented the developer in multiple purchases for Target. Handles the reciprocal easements, site development agreements, and the full range of complex closing documentation.

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.

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...

May 24, 2019

ICSC RECON 2019: In Pursuit of Innovation

The Las Vegas Convention Center hosted ICSC RECon 2019 this week from May 19-22. This year's conference was held under the motto "Less traditional. More Innovative", reflective of the dynamic changes taking place in the retail real estate industry...

November 13, 2018

Three Trends Driving Consumer Behavior in the Retail Real Estate Business

Goulston & Storrs partners Nancy Davids, Matt Epstein, Karen O'Malley and David Rabinowitz recently sat down with Forbes to discuss how changes in consumer behavior continue to drive evolution in the retail real estate business. The group identified three key...

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...

May 30, 2018

ICSC RECon 2018--Stepping Into the Future

The Las Vegas Convention Center hosted ICSC RECon 2018 last week from May 20-23. Upon their entry into the Convention Center's Central Hall, this year's RECon attendees were greeted by the ICSC Innovation Exchange. This interactive exhibit showcased a...

May 23, 2018

ICSC RECon In Full Swing

ICSC is in full swing at the Las Vegas Convention Center this week. This is the world's largest gathering of retail real estate professionals. With 37,000 industry professionals and 1200 exhibitors, it promises to be an amazing week. Last year...

March 28, 2018

Bankruptcy Lease Auctions – Landlords Can Play Too

Toys "R" Us filed for bankruptcy in September 2017, with hopes that a strong holiday season would facilitate a successful reorganization. After holiday sales proved to be far less lucrative than the company and its professionals had hoped, the ...

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...

January 31, 2018

Foreign Retailers Entering New Markets: Finding A Home Of One's Own

The first task facing a retailer entering a new market? To find its customer. This chore takes on more significance for foreign retailers venturing into a complex, expansive and heterogeneous market such as the United States. Depending upon the soundness...

December 13, 2017

ICSC New York Deal Making (2017)

On December 6-7, the Javits Center played host to this years' ICSC NY Deal Making Conference. ICSC featured a new format at this years' Conference. In addition to the deal making opportunities on Wednesday and Thursday, ICSC partnered with...

November 1, 2017

2017 ICSC US Shopping Center Law Conference

San Antonio was host to this year's ICSC US Shopping Center Law Conference, which occurred from October 25 through October 28, 2017. In-house counsel, counsel from outside law firms, tenant's lawyers, landlord's counsel, paralegals, lease administrators and others involved...

September 6, 2017

Retailers to the Rescue

Hurricane Harvey has traumatized southeastern Texas. With unprecedented rainfall, there are many people who need urgent help. The competitive retail market can be difficult and wonderful all at the same time. We see (time and time again) that when...

July 26, 2017

ICSC Deal Making Conference Explores the Changing Retail Industry

The ICSC New England Conference & Deal Making was held from July 18 through July 20, 2017 at the Hynes Convention Center in Boston. Registered attendance at the Conference was strong again this year, with over 1,200 people registered for...

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...

March 16, 2017

When in Rome: Our Take on the ICSC OAC (Open Air Summit)

We know from our high school history lessons that large scale public shopping centers have been around since the days of the Roman Empire, if not before. The fabled open air markets of cities like Istanbul and Damascus still...

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...

January 11, 2017

Amazon Go: Let's Get (More) Physical

We recently noted that among the latest e-tail trends is the expansion of once exclusively online retail operations into physical store locations. In-store sales continue to dominate over online sales, with the U.S. Census Bureau reporting that online sales...

December 21, 2016

Coming to a Retailer Near You: Made in USA Labeling Requirements

Patriotism is a hot topic in the United States. One study shows 51% of American consumers will pay higher prices to buy American made products. Not surprisingly, manufacturers actively promote products with the red, white and blue labels proudly...

November 2, 2016

Industry-Wide Confidence Shines Through At ICSC's 2016 Law Conference

The 2016 ICSC Law Conference was held last week at the Diplomat Resort in Hollywood, Florida. Attendance was very strong this year, with over 1425 lawyers, paralegals, lease administrators, brokers and other retail real estate professionals attending. The strong...

October 12, 2016

The Power of Pop-ups: From Fad to Retail Mainstay

Pop-up stores or "flash retail" have graduated from passing trend to popular practice. Historically utilized for the sale of seasonal products (think temporary stores that only sell Halloween costumes), the pop-up has evolved into an attractive option for retailers...

September 14, 2016

The Future of Retail: Brick and Mortar!

If you believe the hype, it is only a matter of time before brick and mortar retail succumbs to its online competitors. Recent decisions made by several stalwart retailers appear to support this theory: Macy's recently announced that it...

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...

July 27, 2016

ICSC's New England Idea Exchange Draws a Crowd to Talk Shop

The Hynes Convention Center hosted the ICSC New England Deal Making Conference in Boston last week from July 19 through July 21. ICSC announced that attendance was at an all-time high of about 1,200 people. The conference kicked-off with...

June 15, 2016

Are Prohibited Uses Prohibiting Opportunity?

Despite how it may sometimes seem when in the throes of negotiating a lease between a shopping center landlord and a retail tenant, the overarching goals of the two parties are aligned. Both parties want the tenant to be...

June 8, 2016

Retailers' On-Call Scheduling Practices Under Scrutiny in Eight States and D.C.

On April 12, 2016, New York Attorney General Eric Schneiderman sent letters to fifteen retailers requesting information regarding their use of "on-call shifts" in scheduling employees. The letters were similar to those letters sent by the New York Attorney...

May 26, 2016

ICSC RECon 2016 – Holding Court

ICSC RECon 2016 tipped off with a keynote address by Earvin "Magic" Johnson, Chairman and CEO of Magic Johnson Enterprises and former NBA superstar. Attendance was up by about 2.7 percent from last year, with around 36,000 attendees, representing...

March 9, 2016

New Lease Accounting Rules Are Final: Retailers and, Ultimately, Landlords Can Expect Changes

We recently wrote about expected changes to the rules governing the way leases are accounted for on balance sheets and suggested the changes would have major implications for retailer tenants and longer term implications for landlords. Late last week, as...

December 16, 2015

ICSC 2015 National Deal Making – Bigger, Better And Back At The Javits Center

This is the second year that the New York ICSC has been held at the Jacob K. Javits Convention Center, and no one is pining for the old venue. Attendance was up, perhaps breaking 10,000, which would be...

December 9, 2015

Sustainability in Retail: Going Strong and Expected to Continue

The COP21 meeting has been underway for the last week, with just a few more days left to go. The meeting, an annual session which started following the 1992 United Nations Framework on Climate Change, brings together businesses, policymakers...

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...

July 22, 2015

ICSC's New England Idea Exchange Talks Trends and Technology

As ICSC's New England Idea Exchange closes on yet another successful conference, the message is clear: the retail industry is reinventing itself once again. Attendance was on the increase again this year as real estate professionals gathered at the...

July 15, 2015

Cyber Liability Insurance – Does Your Retail Business Need It?

The news is full these days of hackers stealing credit card and other customer information from United States retailers such as Home Depot, Target, and Neiman Marcus (and the federal government) among others. These mega-breaches make great headlines...

July 1, 2015

Let Freedom Ring!

Goulston & Storrs has a long and proud tradition of supporting diversity. It's not just a theoretical goal; we believe diversity helps us recognize and appreciate alternate viewpoints which ultimately improves our firm and our ability to serve our...

May 28, 2015

RECon 2015: a Decidedly Global Outlook

We are back from the ICSC's RECon Global Retail conference, and needed the full long weekend to recover! More than 34,000 real estate professionals attended the event (substantially exceeding last year's attendance), and the mood among was decidedly upbeat...

May 14, 2015

The Future Starts Now... Gearing Up For the ICSC RECon Global Retail Conference

The annual ICSC RECon Global Retail conference is just around the corner. This year's conference takes place from May 17-20th at Las Vegas Convention Center. With over 34,000 attendees, RECon provides networking, deal making and educational opportunities for retail...

April 16, 2015

Bite Kite Rides into Town: Cambridge Start-Up Tests New Trends in Fast Food Delivery

Take-out customers want quality food without complication and want it fast – with an emphasis on fast. In a service market increasingly focused on instant gratification, fast food providers are striving to reinvent delivery services to meet the demands...

February 18, 2015

It's Snowing (Again!) – What Responsibility Does a Landlord Have for Snow and Ice Removal?

After four major snowstorms have buried much of Massachusetts in more than six feet of snow, and with other areas of the country dealing with storms of their own, landlords nationwide are wondering how responsible they are for clearing...

January 28, 2015

Would You Like Fries with that Sweater? Retailer and Restaurant Pairings

As retailers continue to embrace the omni channel retail experience, our blogging team explores consumer behavior behind the new trends. One topic we have followed lately is the convergence of retail and restaurants. For years restaurants have put roots...

January 14, 2015

Retailing and Technology: Once an Afterthought, Now a Brave New World

There is a continued debate over brick-and-mortar and e-commerce driving innovation in the retail industry. Ultimately, technology enhances a shopper's experience but does not necessarily replace it. Much has been discussed about the success of retailers who embrace the omni channel...

January 7, 2015

Would You Like That Retail Purchase Take-Out or Delivery? The 2014 Holiday Season Saw Brick-and-Mortar Retailers and Shopping Centers Increasingly Offering Same-Day Delivery Services

Necessity is the mother of invention, as they say, and online retailers such as Amazon and Zappos (each offering free 2-day shipping to their Prime and VIP customers, respectively) are certainly driving traditional brick-and-mortar retailers and shopping center owners...

Publications

October 2015

Omnichannel Retail Helps Cos. Keep Up With Shoppers

July 2014

"New England Sails Ahead," Shopping Center Business