

Office & Industrial Leasing

The Goulston & Storrs Office & Industrial Leasing Group is a recognized national leader in leasing transactions.

We are part of one of the most well-established, diverse and reputable real estate practices in the country, and do a particularly high volume of leasing work. Our team also includes environmental, insurance, regulatory, tax and trial lawyers that help us to solve every kind of problem associated with the leasing of any type of property.

We represent both landlords and tenants in leasing matters related to all kinds of commercial office and industrial properties, including but not limited to office towers, office parks, data centers, industrial parks, laboratories and medical facilities. Click on the "Our Experience" tab for more information.

Because of our incredibly broad and deep experience, we not only possess the requisite legal knowledge pertinent to the leasing of office and industrial spaces, we have local and regional knowledge of the marketplace with respect to pricing, guarantees, and all of the key covenants in a deal.

Both landlords and tenants have come to rely on us for cutting-edge, pragmatic representation in their leasing transactions. Whether working on a lease for an office tower, a data center, a medical facility or any other type of property, we have established site-specific procedures and processes which provide our clients with fast-paced, thorough and cost-effective representation.

Because of our consistent process and volume experience, supported by well-seasoned paralegals who can handle many tasks, we can offer clients predictable and competitive pricing, especially for volume business.

We also enjoy contacts with lawyers, engineers, government employees and other professionals within every jurisdiction in which we work, thereby enabling us to keep apprised of local and state decisions, laws, regulations and customs.

Representative Matters

Lease Work for 400,000+ Square Foot Health Care Insurer Headquarters

Lease work related to 400,000-plus square foot headquarters for major health care insurer.

Beacon Capital Partners, Boston Properties and Equity Office Properties as Landlords

Leasing of Boston, Washington, D.C. and Northern Virginia assets of Beacon Capital Partners, Boston Properties and Equity Office Properties.

Lease at Rockefeller Plaza for Tishman Speyer as Landlord

Leasing of the 700,000 sq. ft. retail component of Rockefeller Center for Tishman Speyer.

WS Development Commercial Leasing for the Seaport District

Representation of WS Development in the negotiation and drafting of its commercial leases and related documents, including in connection with urban retail leasing for the newly developed Seaport District of Boston. Negotiated leases with national retail tenants, which involves, among other things, the specific consideration and understanding of the interplay between urban street retail needs and city easements and other public rights.

Publicly Traded REIT in Leasing Transactions

Represented publicly traded real estate investment trust in a transaction involving the ground lease/leaseback of approximately 700,000 square feet of medical office building space. This representation involved the negotiation of complex reciprocal easement agreements and navigating regulatory concerns.

Landlord Representation in Office and Retail Leasing

Representation of landlords of major Boston office buildings in connection with office leasing and representation of national retail chains in lease negotiations.

Brooklyn Navy Yard Financing and Leasing

Representation of the Brooklyn Navy Yard in connection with certain financing initiatives, including two new loans secured by specific assets within the Navy Yard, and with the leasing of Building 77, a 1 million square-foot property, for retail, office and industrial space, including development of a prototype lease for Building 77.

Boston Properties Commercial Leasing at the Prudential Center and for the Retail Component of a New Urban Parcel

Representation of Boston Properties in the negotiation and drafting of its commercial leases and related documents, including for the retail component of a new urban parcel into a mixed-use property containing retail, office, hotel and multifamily components, as well as for leases at the Prudential Center and new retail developments in the client's mixed-use office and residential towers.

Leasing of Office, Medical Office, and Other Space

Counsel to one of Boston's leading teaching hospitals in connection with the leasing of nearly 1 million square feet of office, medical office and other space.

Boston Properties Lease to Biogen Idec

The leasing of 357,000 square feet of office space to Biogen Idec at Weston Corporate Center, Weston, MA for Boston Properties.

Boston Properties Lease to Wellington Management

The leasing of 400,000 square feet of office space to Wellington Management Company at Atlantic Wharf, Boston, MA for Boston Properties.

Leasing and Financing of Major New England Office Projects

Leasing and financing of major office projects across New England.

Experience

Because of our broad and deep leasing experience, we are well acquainted with the special concerns of landlords and tenants regarding leases of all kinds of commercial office and industrial properties.

We regularly deal with issues of special concern involving:

- Brownfield properties
- Corporate headquarters
- Data centers
- Historic and iconic properties
- Industrial parks
- Laboratory and research facilities
- Light manufacturing and industrial use facilities
- Medical facilities
- Office condominiums
- Office parks
- Office towers
- Trophy assets

We also understand all the landlord and tenant issues associated with any location, including city-specific and even neighborhood specific issues that can occur in unique markets, such as the neighborhoods of Boston, the five boroughs of New York City and the districts within Washington, D.C.

Among the numerous types of issues that we negotiate and resolve regularly are those pertinent to:

- Access and easement agreements
- Air rights
- Bankruptcy and insolvency issues
- Common area maintenance and rights
- Complex multi-owner and cooperative ownership issues
- Complicated lease portfolio transactions

- Construction, finish-out and design issues
- Environmental issues
- Equipment related to HVAC and Communications
- Ground leasing and build to suit arrangements
- Indemnities and hold harmless agreements
- Insurance and risk allocation issues
- Loan and financing issues
- Loading dock and delivery issues
- Mitigation of damages rules that are unique to places like New York
- Non-disturbance agreements
- Parking issues
- Sale-leaseback arrangements
- Scaffolding and building construction or maintenance issues
- Signage requirements
- Taxes and fees
- Use restrictions

Service Difference

Our team of dedicated professionals offers a unique value proposition in the nationwide marketplace for leasing assistance. The Office & Industrial Leasing Group is part of one of the most longstanding, diverse and reputable real estate practices in the country, and we do a particularly high volume of leasing work. In addition, our group includes some of the country's most pre-eminent real estate financing attorneys who can solve financing issues pertinent to certain types of leasing.

We also have a team of environmental, insurance, regulatory, tax and trial lawyers that help us to solve every kind of problem associated with the leasing of any type of property, as well as a well-established network of reliable local counsel, engineers, insurance experts and government contacts to help us solve thorny problems, such as those posed by environmental hazards, including indoor air issues.

Because of our incredibly broad experience, we not only possess the requisite legal knowledge pertinent to leasing, we have local and regional knowledge of the marketplace with respect to pricing, guarantees, and all of the key covenants in a deal.

Our high volume of work also thrives on a well-developed process for timely and efficient leasing activity, which is supervised at by senior attorneys, but partly carried out by seasoned paralegals that perform due diligence work and necessary documentation at much lower costs. Clients love that we offer creative and competitive pricing because of this efficiency.

Our legal team also includes lawyers who have served in leadership positions in management or on boards and committees of relevant industry organizations, such as the Real Estate Board of New York and the Urban Land Institute, and many of our lawyers are members of the peer-selected American College of Real Estate Lawyers.

Our clients especially love that we have an inbred cultural emphasis on responsive, efficient service and results. Because of our unusual low leverage business model, we give partner-level attention to every matter, handling it with fewer lawyers than most firms would while remaining more accessible to our clients when needed.

Our lawyers are also keenly aware of the business context in which legal decisions must be made, and they make special efforts to understand the unique business and industry background of each client. As a result, the advice we offer is always consistent with and supportive of the client's larger business objectives.

Of utmost importance to our clients, we have a well-earned reputation for deal making, and not deal-killing. We take a business-oriented approach to solving problems, armed with the requisite knowledge of related legal risks and opportunities. Our attorneys know how to develop creative win-win solutions when dealing with another party, and we conduct ourselves as formidable but reasonable advocates with a dedication to and reputation for ethical conduct and professionalism.

We understand and greatly appreciate that clients are entrusting their life's work to us when they turn to us for help, and we take that very seriously. In fact, the very structure of our firm is client-centric, providing incentives for us to work collaboratively, sharing information and ideas in order to support our clients to the fullest while discouraging any attitudes or behaviors that interfere with the rendering of superior client service.