

Office & Industrial Leasing

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

We represent both landlords and tenants in leasing matters related to all kinds of commercial office, life sciences, and industrial properties, including but not limited to office towers, research and development facilities, life sciences centers, office parks, industrial parks, and medical facilities.

Because of our incredibly broad and deep leasing experience, we not only possess the requisite legal knowledge, 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, life science center, mixed-use property, or any other type of project, we have established site-specific procedures and processes which provide our clients with fast-paced, thorough and cost-effective representation.

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

AGRO Merchants Group: Industrial Leasing

Representation of AGRO Merchants Group in leasing industrial cold-storage facilities in Alabama, Georgia, New Jersey, North Carolina and South Carolina. Our work has also included representing our client on multiple acquisitions, construction contracts and service agreements and developing lease forms for its facilities.

Audax Group: Industrial Leasing

Representation of Audax Group in industrial warehouse and distribution center leasing activity across the U.S. activity for dozens of the company's portfolio companies.

Boston Globe Media: Industrial Leasing

Representation of Boston Globe Media in leasing matters for a 330,000-square-foot industrial property with warehouse, distribution and manufacturing facilities in Taunton, Massachusetts, as part of the company's recent headquarters relocation.

New England Development: Industrial Leasing

Representation of New England Development in leasing an industrial vehicle maintenance facility in Quincy, Massachusetts, to the Massachusetts Bay Transportation Authority.

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.

Lighthouse Real Estate Investments: Leasing, Acquisition, Financing of Industrial Warehouse & Distribution Facility

Representation of Lighthouse Real Estate Investments in leasing, acquisition, financing and related matters for a 1-million-square-foot industrial warehouse and distribution facility on a 44-acre site Phoenix, Arizona. The property is occupied by Amazon under a long-term lease. Tenant improvements include state-of-the-art conveyer and pick systems, an additional generator and a secondary employee entrance.

Leasing of Life Science and Laboratory, Trophy Office and Mixed-Use Assets in Key Life Science Clusters

Counsel to various real estate investors, developers, operators, and managers in connection with the leasing of CBD mixed-use and office trophy properties, and life science and laboratory projects, in key life sciences clusters such as Boston and Cambridge.

Financing, Acquisition, Leasing and Development of Office, Laboratory, Research and Development and Retail Space

Counsel to one of Cambridge's premier educational institutions in connection with the financing, acquisition, leasing and development of over 2 million square feet of office, laboratory, research and development and retail space.

Samuels & Associates Fenway Developments

Representation of Samuels & Associates in the development of multiple mixed-use projects involving retail, multifamily, office and tech/innovation elements. The firm has worked with this client to develop more than one-and-a-half million sq. ft. of new mixed-use development in the iconic Fenway neighborhood of Boston. The firm handles all of the permitting, zoning and land use, real estate structuring, development, and leasing for Samuels' Fenway developments.

Sophisticated Property Owners Leasing, Management and Operation of Boston Area Office Buildings

Representation of sophisticated property owners (Tishman Speyer Properties, TIAA/TH Real Estate, Morgan Stanley and Pembroke Real Estate) in connection with the leasing, management and operation of multiple landmark Boston area office buildings (125 High Street, One Federal Street, Rows Wharf, Fort Point Portfolio, Pier 4, Seaport East, Seaport West, 99 High Street, 255 State Street, and 501 Boylston Street).

Office and Mixed-Use Leasing for Sophisticated Landlords

Representation of sophisticated landlords in connection with leasing for downtown and suburban office and mixed-used properties.

Leases for Tenants Relocating

Representation of tenants in leases involving the relocation and expansion of company headquarters, development of new buildings and sale-leaseback transactions.

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.

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 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 retail space at The Prudential Center, The Hub on Causeway and various other client's mixed-use office and residential towers in the greater Boston area.

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.

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.

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.

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.

Morgan Stanley Real Estate Funds and Boston Global Investors Acquisition, Financing, Leasing, Development and Disposition of Seaport Square

Representation of Morgan Stanley Real Estate Funds and Boston Global Investors in the acquisition, financing, leasing, development and disposition of Seaport Square, a 23-acre, six million square foot, mixed-use development in Boston.

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.