

## Retail Leasing

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Symbiotic relationships between landlords and tenants have never been more important, as property owners court retailers with brands and experiences that drive repeat traffic, and retailers continue to refine the size, quantity, and location of their brick-and-mortar spaces. In this environment, clients want to work with lawyers who enjoy finding a way to arrive at a win-win deal – and we are known in the market for just that.

Our approximately 50 lawyers and seasoned paralegals have decades of experience representing both landlords and tenants through multiple economic cycles and shifting consumer behaviors and preferences. The depth and breadth of the team allows us to be equally well positioned to advise our clients on the most complicated deals and a steady stream of routine deals.

We have seen virtually every type of deal related to leases for space in office towers, shopping centers (including malls and outdoor centers), mixed-use projects, street and urban locations, major metropolitan airports, major entertainment complexes, and standalone facilities, coast to coast, and which provisions tend to become sticking points for both sides. We know “what’s market” (and often “make market”).

Our clients rely on us for cutting-edge, efficient, pragmatic representation, leveraging established procedures and processes and our team of highly trained and dedicated paralegals who, with the assistance and supervision of attorneys, assist in the drafting and negotiation of leases. In addition, we enjoy contacts with lawyers within every jurisdiction in which we work across the country, thereby enabling us to keep apprised of local and state decisions, laws, regulations and customs.

Our retail leasing lawyers draw upon the experience of their colleagues in other specialties within real estate and other practice areas, including acquisitions and dispositions, joint ventures, tax, environmental, labor and employment, litigation, land use, and intellectual property, when appropriate, to help our clients navigate most challenges that arise in connection with their property or business.

In addition to providing legal advice, we monitor industry trends and provide our perspective through our blog, the *Retail Law Advisor*, and our active involvement in the International Council of Shopping Centers (ICSC) – including holding leadership positions in planning committees for major ICSC conferences.

To learn more about the latest trends in this industry, please subscribe to our *Retail Law Advisor* blog.

## Clients

Developer and Landlord Representation:

- BXP
- Federal Realty Investment Trust
- Jamestown Properties
- Kimco Realty Trust
- New England Development
- Samuels & Associates
- WS Development

#### Retailer Representation

- Ardene
- Bose
- CarMax
- Farrow & Ball
- FatFace
- Hamleys
- LXR & Co.
- M. Gemi
- Roots
- Soft Surroundings
- Swarovski
- Tory Burch
- Vince
- The White Company

## Representative Matters

### **Representation of Aurora Capital on the Closing of Leases to Multiple Retailers**

Representation of Aurora Capital, a real estate investment firm, in connection with the closing on leases to three retailers (Brunello Cuccinelli, Frame and Belstaff) in New York City's famed "Gansevoort Row" in the Meatpacking District.

### **Acquisition Financing for Shopping Center in California's Sonoma Valley**

Representation of a prominent privately owned real estate investment and development company with the acquisition financing for a premier shopping center in Santa Rosa, California.

### **Refinancing of Massachusetts Retail Property**

Representation of a prominent privately owned real estate investment and development company with the refinancing of a shopping center in Mansfield, Massachusetts.

### **Refinancing of New York City Multifamily Asset with Retail Component**

Representation of a privately owned real estate investment and development company with respect to the senior and mezzanine refinancing of a mixed-use building near New York City's Gramercy Park.

### **Leasing and Redevelopment of Retail Shopping Centers**

Representation of a private equity real estate investment firm in the leasing and redevelopment of retail shopping centers in multiple U.S. states, including complex redevelopment-related leases and lease amendments.

### **Leasing and Development of Retail Shopping Centers in Texas**

Representation of a joint venture partner in the leasing and development of numerous retail shopping centers in Texas, including big-box fitness center leases with NFL-affiliated and other national fitness center tenants.

### **Optical Retailer Leases**

Representation of an optical retailer in various in-line retail leases in multiple U.S. states.

### **Department Store Chain Subleasing**

Representation of a department store chain in the subleasing of big-box retail buildings located in multiple U.S. states.

### **National Developer in Numerous Retail Leasing Matters for Shopping Centers**

Representation of a national developer in numerous retail leasing matters for shopping centers in multiple U.S. states, including: the negotiation of a big-box lease in Simi Valley, CA with a national movie theater chain; a restaurant lease in Downey, CA with a national franchisor; and a ground lease in Highland Village, TX with a national bank.

### **National Movie Theatre Chain Multiple Leases**

Negotiation, on behalf of a national movie theater chain, of several leases in multiple states, including a ground lease in Virginia for a joint venture with a bowling chain.

### **National Home Improvement Retailer Subleases**

Negotiation, on behalf of a national big-box home improvement retailer, of subleases for four big-box properties located in three states to a national big-box garden supply retailer.

### **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.

### **Leasing of Hundreds of Mixed-Use and Lifestyle Centers and Shopping Malls**

Leasing of hundreds of mixed-use and lifestyle centers and enclosed shopping malls, such as:

- CambridgeSide Galleria, Cambridge, MA
- Chestnut Hill Square, Newton, MA
- Centennial Lakes, Edina, MN
- Garden City Center, Cranston, RI
- Hingham Shipyard, Hingham, MA
- Legacy Place, Dedham, MA
- Lynnfield Crossing, Lynnfield, MA
- Northborough Crossing, Northborough, MA
- Patriot Place, Foxboro, MA
- Prudential Center, Boston, MA
- Reston Town Center, Reston, VA
- South Bay Center, Boston, MA
- The Loop, Kissimmee, FL
- The Loop, Methuen, MA
- The Shoppes at Derby Street, Hingham, MA
- Wisconsin Place, Chevy Chase, MD

### **Nationwide Leasing for Retailers**

Representation of a wide range of retailers in connection with their retail stores across the country and internationally into malls, outlets, shopping centers and more, including:

- Bose
- CarMax, Inc.
- Soft Surroundings
- Tory Burch
- Vince

### **FatFace Expansion into the United States**

Representation of FatFace United Kingdom, a lifestyle clothing and accessories retailer on their expansion into the United States with leases for retail space in Portland, Maine, Lynnfield, Massachusetts, and Newport, Rhode Island.

### **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.

**WS Development Seaport Square Boston, MA**

Representation of WS Development in its acquisition, development, financing, and leasing of more than 1.5 million square feet of retail in Boston's Seaport District, which lies at the heart of Boston's waterfront redevelopment and is the largest urban redevelopment project in New England. The project includes the 23-acre Seaport Square, which will ultimately grow to 6.3 million square feet of retail, dining, residential, office, hotel and cultural uses. Seaport Square is a transit-oriented development involving substantial construction and connecting to existing MBTA stations and tunnel structures, and significant coordination with transit agencies.

**Hamleys, Ardene, LXR & Co., EXKi U.S. Expansion**

Representation of a wide range of foreign retailers in connection with their expansion into North America. A sampling of these clients includes Hamleys, Ardene, LXR & Co., and EXKi.

**Mixed-Use Leasing for North America's Largest Publicly Traded Owner and Operator of Open-Air Shopping Centers**

Representation of North America's largest publicly traded owner and operator of open-air shopping centers in connection with leasing of the 1 million square-foot retail component of a mixed-use project being developed on 100 acres in Florida.

**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.

**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.

