

McCALL & ALMY

REAL ESTATE SOLUTIONS

GOODWIN PROCTER

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PROCTER

Goodwin Procter is a national law practice with a growing international presence

Established in 1912, Goodwin Procter is one of the nation's top law firms, serving clients ranging from fast-growth companies to Fortune 500 multinationals. The firm has offices in Boston, Hong Kong, London, Los Angeles, New York, San Diego, San Francisco, Silicon Valley, Calif. and Washington, D.C. and a team of more than 850 attorneys serving clients worldwide. McCall & Almy works with the firm to manage the space needs for its corporate headquarters in the heart of Boston's financial district.

Location
Boston, Massachusetts

Square Footage Leased
415,000 SF

The Challenges

- Delicate negotiations required with existing landlord due to client relationships
- Significant growth and flexible needs for space growth/expansion require constant monitoring of lease expirations in the building for potential growth
- Annual updates on market lease comparables and projected trends

The Results

- Consistently produce active market comparables
- Complete detailed financial analysis
- Represent and negotiate on behalf of client, including two renegotiations and 18 amendments to the lease
- Negotiated four different expansions into four additional floors
- Ongoing monitoring of potential alternatives upon lease expiration in 2016

“Informed and timely research findings, as well as honed negotiating skills, are critical elements in serving our clients as well as in managing our own real estate assets. We rely on McCall & Almy to provide the same high level of service and expertise in these areas that our clients expect from us.”

Alexander A. Randall
Partner, Chair
Real Estate Leasing Practice,
Goodwin Procter