

McCALL & ALMY

REAL ESTATE SOLUTIONS

PARTNERS HEALTHCARE



Partners HealthCare is a non-profit that offers coordinated health care

An integrated health care system that offers patients a continuum of coordinated high-quality care, Partners HealthCare is a non-profit healthcare organization founded in 1994 by Brigham & Women's Hospital and Massachusetts General Hospital. McCall & Almy has managed a multi-year, multi-faceted project that included development, long-term control rights through leasing and purchasing and creation of a condominium structure for a premier mixed-use real estate asset – all stemming from one small lease in the building.

Location

Boston, Massachusetts

Square Footage Leased

Over 600,000 SF of research, clinical, office and retail space and approximately 1,000 parking spaces

The Challenges

- Long-term control of property adjacent to Mass General without purchasing asset when offered for sale in 1999
- Maximize hospital flexibility for current and future use of property with minimal initial financial commitment
- Be in a position to take advantage of additional development rights a new owner may be able to secure

The Results

- Since control of the property was critical, timing was the issue - "control" rights were negotiated as part of the leasing, including rights to purchase, etc.
- Negotiated additional long term control through purchase, expansion, extension and development rights
- Negotiated a 20-year, 350,000 SF lease for a to-be-built lab and research facility
- Purchase, via initial option rights, office, medical office, retail and parking spaces for \$245,000,000 to maintain control of strategic asset and take advantage of tax-exempt financing

“Over 11 years ago, we started working with McCall & Almy. We are a challenging client – we represent 50,000 employees and over 16 million SF of space. The depth of support – including complex financial, political and transactional analysis – are handled in-house with more than responsive well thought out strategies.”

Kathryn E. West

Vice President,
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