ML STRATEGIES

ML Strategies & Mintz Meet GE's Development Goals for its New HQ

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Key Facts

- ML Strategies helped negotiate the terms on which GE decided to relocate to Boston
- Professionals from ML Strategies collaborated with attorneys from Mintz's Real Estate, Environmental, and Litigation sections to achieve these results

The Situation

GE engaged ML Strategies to help develop and negotiate the terms on which it decided to move to Boston. Then Mintz represented GE in the acquisition and planning of a new headquarters campus that encompassed the rehabilitation of two historic former warehouse buildings; the construction of a new headquarters building; the creation of extensive new public open space; and the incorporation of related site amenities, including Harborwalk improvements along the Fort Point Channel.

The Approach

Professionals from ML Strategies collaborated with a team of attorneys and support professionals with deep experience in real estate, land use, and environmental permitting, construction, design contracts and public procurement matters, as well as acquisitions and leasing, to help guide a unique public/private collaborative effort involving GE, the Commonwealth of Massachusetts, and the City of Boston.

The Outcome

This wide-ranging representation involved site acquisition and ground leasing; the procurement of all necessary State and local entitlements; design and construction contracts; the negotiation of tax abatement arrangements; and related real estate and public financing counsel. GE was able to fully permit the project with eight months of site selection and has commenced construction of the first phase of its headquarters campus.