

*real estate counsel*  
building enduring value



Hemenway  
& Barnes LLP





# an integrated approach to

Serving the varied real estate needs of our clients from start-up developers to large corporations, lenders, nonprofits and families.

All clients want the proper entity structure for investment in and ownership of real property, as well as the best strategies for navigating zoning and permitting processes, and negotiating acquisitions, sales, leases and financing. When necessary, we represent clients in resolving difficult disputes or litigation. Our focus in each relationship is to identify the important issues before they arise and to provide practical, long-term and integrated counsel—delivered with a valuable mix of business and legal sensibility.

## *Count on us to:*

- Listen and get to know you
- Understand your business
- Be a strategic partner
- Navigate challenges
- Negotiate smart deals
- Grow with you and your business

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## 25+

years of experience on average per Hemenway & Barnes partner, the people you will work with directly.

## 150+

year history for Hemenway & Barnes, a commitment to exceed client expectations with principled strategies and service.

# developing lasting results

## Urban Spaces

**Facing a speed bump in one of their first real estate development projects in 2005, Urban Spaces asked us to prepare a zoning analysis.**

The opinion enabled them to purchase the building and move ahead with the development. Since then, Urban Spaces has called on us through the ups and downs of the real estate market to represent them in their varied projects. More than just their outside counsel, we are a part of their team, collaborating on day-to-day issues and finding solutions to roadblocks that arise.

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## One of the Nation's Largest Banks

**H&B was one of the first Boston law firms to represent this bank's growing MA lending practice.** We have represented the commercial real estate bankers at one of the nation's oldest and largest financial institutions in a range of acquisition, construction and term loans for more than 30 years. As a trusted partner, we serve as an advisor on structuring new deals and work together to find innovative solutions to facilitate complex transactions.

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## McLean Hospital

**Looking to sell a portion of their campus in Belmont, MA, McLean Hospital needed a law firm that could anticipate and proactively address all of the various challenges they would face.** With an understanding and appreciation of the town's concerns, we guided the hospital through task forces, planning meetings, town meeting, appeals and litigation. H&B has continued to represent McLean in Belmont and in other communities. We have successfully addressed issues ranging from zoning and permitting challenges to Dover Amendment issues and frequently draw upon the expertise of our nonprofit attorneys to provide practical, long-term and integrated counsel.

## Citizens Energy

**Citizens Energy initially came to H&B for help with its nonprofit work. As their needs evolved, so did H&B's role.** With a small executive team, Citizens Energy has relied on H&B for more than a decade to provide a comprehensive approach to their sophisticated legal issues. Serving as general counsel, H&B helps Citizens Energy navigate their nonprofit, corporate, tax and real estate matters, including new developments, wind, solar and California transmission projects.

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## A Family Estate

**When a large, picturesque New England estate has been in the family for more than 100 years, planning for its future is typically complex and, often, emotionally charged.** Recently, we were faced with just such a situation. To start, we assembled a team of professionals to review the options, including conservation, preservation and potential development with the trustee owners. We worked with town officials to address concerns and partnered with leading real estate professionals to market the property locally and nationally. Ultimately, a significant portion of the estate was sold at market value for preservation, with the bulk of the estate passing to private buyers who wished to maintain the land's natural beauty.

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## Episcopal Diocese of Massachusetts

**For over 30 years, an H&B partner has served as Chancellor to the Bishop of the Episcopal Diocese of Massachusetts.** In addition to serving as a legal advisor to the Bishop, H&B has advised the Diocese and many of its 180 congregations in eastern MA, Cape Cod and the Islands on a broad range of matters, including real estate, governance and litigation. Throughout the decades, H&B has worked with the Diocese's diverse communities on their unique issues from property sales to disputes with municipalities over eminent domain and real estate taxes, including nationally publicized litigation with departing congregations over ownership of parish property.



## Counsel starts with getting to know you

We take the time to get to know you, your business, your goals and your challenges. With this comprehensive approach, we help you prioritize issues, solve problems and create opportunities.

## Hemenway & Barnes

For over 150 years, New England's private and public businesses, nonprofit organizations, individuals and families have sought our trusted counsel. Many of our client relationships begin simply—someone turns to us for help with an initial issue, project or need. Over time, this evolves into a close, trusted, long-term relationship. The personal, partner-level attention clients receive at Hemenway & Barnes is the cornerstone of our reputation for outstanding client satisfaction.



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