



JAMES E. GOODRICH

PARTNER

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SERVICES

Real Estate Services
Opportunity Zones and
Qualified Opportunity Funds

INDUSTRIES

Office Buildings
Real Estate Services for
Retail and Hospitality
Industries
Construction
Real Estate

Jim Goodrich handles acquisitions, sales, loans, construction contracts and other matters for industrial, office, retail and multi-family projects across the country. Jim takes a practical approach to commercial real estate deals and is responsive to clients. His work includes assisting private equity funds, industrial REITS, Fortune 500 companies and shopping center owners in complex transactions. Even on complex deals, Jim's approach is to simplify matters when practical and get straight to the point in negotiations when feasible.

Before he began concentrating on real estate deals in 2000, Jim worked for eight years as a litigator. Those years give Jim perspective on worst-case scenarios that clients may face. He draws on this knowledge to provide legal counsel to both national and local clients, helping them weigh potential risks against the practical needs of their business.

To better understand clients and their concerns, Jim has been a member of a national Urban Land Institute Product Council for Industrial & Office Park Development. He was the only lawyer among the 48 members in this group.

Jim serves as a vice chair in the Firm's Construction Practice.

Prior to practicing law, Jim served in the Peace Corps, teaching English at a secondary school in Gabon, Africa. His personal interests include playing trombone. He was a member of the Dartmouth College jazz ensemble during his undergraduate years and had the opportunity to play a gig with The Temptations during his senior year. He currently plays in an adult amateur jazz combo group.

EXPERIENCE

Acquisitions and Dispositions

- The acquisition of several office, retail and industrial properties in several states for private equity funds
- The acquisitions by a major multi-family company of several apartment complexes in multiple states
- The acquisitions by a regional shopping center owner of numerous shopping

centers

Financings

- Closed numerous acquisition financings and refinancings for a Mid-Atlantic-based private equity fund
- Negotiated numerous CMBS loans with insurance companies and national and regional banks for a wide range of commercial borrowers
- Concluded workout negotiations for a private real estate company with a special servicer

Leases

- Represented a large industrial REIT in numerous leasing matters
- Closed a 240,000 square foot industrial lease for a landlord client with one of the nation's largest privately-held companies
- Assisted Becton, Dickinson and Company, a Fortune 500 company, in the negotiation of a 719,000 square foot build-to-suit lease and other numerous leasing matters
- Assisted significant regional retail companies in leasing matters in multiple states

Construction contracts

- Represented an owner in the negotiation of multiple construction contracts for over \$50 million of work in connection with a multi-phase mixed-use development in Prince George's County, Maryland
- Represented owner in the negotiation of a site work and building construction contract for multi-tenant retail project in Maryland
- Represented owner in construction contract negotiations for a student housing facility in Maryland
- Prepared form construction contracts and negotiated design-build agreements and several other types of construction contracts for a Fortune 500 company
- Negotiated construction contracts for a private equity firm in its substantial renovation of an office building

HONORS

Named one of "America's Leading Lawyers in Real Estate Law" by *Chambers USA*, 2011 to present

AV 5.0 Peer Review Rated, Martindale-Hubbell

MEMBERSHIPS AND AFFILIATIONS

American Bar Association, Section of Real Property, Trust and Estate Law

Member, Executive Committee, Baltimore District Council of the Urban Land Institute

Maryland State Bar Association (MSBA)

Maryland Real Property, Planning and Zoning Section of MSBA

Former Member, Urban Land Institute Product Council for Industrial & Office Park Development

Former President, Dartmouth Club of Maryland

EDUCATION

J.D., University of Virginia School of Law, 1992

B.A., Dartmouth College, 1987, *cum laude*

BAR ADMISSION

District of Columbia

Maryland

FIRM MANAGEMENT POSITIONS

Construction, Vice Chair