

People



Kimberly A. Ginsburg

Special Counsel, Real Estate

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vCard

Kimberly Ginsburg is special counsel in Akerman's Real Estate Practice Group. Kimberly focuses her practice on the representation of landlords, tenants, investors, developers, and national healthcare organizations in a variety of complex commercial real estate matters, including leasing, acquisitions, dispositions, and debt financings. She has extensive experience in negotiating all aspects of commercial lease transactions, including large and small scale leases for office, retail, warehouse, industrial, laboratory, medical offices, build-to-suit headquarters, and data centers. Kimberly regularly conducts, coordinates, and leads all aspects of real estate due diligence for significant private equity transactions and corporate mergers and acquisitions, particularly in the healthcare sector.

Notable Work

Healthcare Leasing Transactions:

- Represented a healthcare company as a tenant in connection with the leasing of approximately 46,000 square feet of clinical office space in Massachusetts.
- Represented a healthcare company as a tenant in connection with a new lease of approximately 30,000 square feet of medical clinic and pharmacy space in Massachusetts.
- Represented a healthcare company in connection with a sublease whereby the company will construct a 135,000 square foot healthcare clinic in Texas.
- Represented a healthcare company in connection with the leasing of approximately 13,000 square feet of medical office space in Massachusetts.
- Represented a tenant in connection with a ground lease to construction an approximately 37,000 square foot medical clinic in Texas.

Real Estate Sales Transactions:

Areas of Experience

Real Estate
Healthcare Real Estate
Commercial Leasing and Development
Real Estate Acquisitions and Sales
Real Estate Financing

Education

Master of Public Administration, University of Miami School of Business Administration, 2008
Master of Laws, University of Miami School of Law, 2007
J.D., University of Denver Sturm College of Law, 2002
B.A., University of Miami, 1998

Admissions

Bars

Colorado
Florida
Massachusetts

- Represented a provider of long duration energy systems in the site selection and acquisition of a site for high-volume manufacturing.
- Represented a developer, owner, investor and operator in the origination of a senior loan in the amount of approximately \$100 million and a mezzanine loan in the amount of \$32 million for the construction and development of an office building in Nashville, TN.
- Represented a global investment firm in a cross-border complex acquisition of a portfolio of industrial properties located in California and Utah for a total purchase price of \$520 million, including in-process lease negotiations with complex tenant improvement plans for several of the centers.
- Represented an investment services firm in the acquisition of a hotel in West Palm Beach, FL, including the financing thereof for over \$100 million. This transaction also included negotiation of a ground sublease.

Real Estate Leasing Transactions:

- Represented several early-stage biotech companies with leases in Cambridge and Boston, MA ranging from 4,000 square feet to over 80,000 square feet.
- Represented a non-profit theater company in a build to suit lease for a performing arts center comprising over 30,000 square feet.
- Represented a property owner of four hotels in South Florida with the leasing of said hotels to a hotel operator.
- Represented a drug discovery company in lease negotiations for approximately 15,000 square feet of lab space in Cambridge, MA.
- Represented an early child care provider with leases for five facilities in New York City ranging from 6,000 to 15,000 square feet.
- Represented an investment and asset manager with \$80 billion under management with leases across a nationwide portfolio ranging from 10,000 square feet to over 100,000 square feet.
- Represented a publicly traded company in lease negotiations for three sites in Nashville, TN, Austin, TX, and Boston, MA.

Private Equity Transactions:

- Represented a portfolio company of a private equity firm focusing on branded consumer and healthcare services in the acquisition of all of the outstanding equity of a provider of high-quality clinical trials for a purchase price of \$330 million.
- Represented a global private equity firm in the acquisition of multiple targets involved in global sustainability and investing for a total transaction value of over \$500 million.
- Represented a leading global growth private equity firm focused on targeted sectors within technology, healthcare, financial services, consumer and business services in the acquisition of targets with a total transaction value of \$2.5 billion.
- Represented a New York-based private equity firm focused on accelerating growth of small to mid-sized companies in the acquisition of various targets.
- Represented a portfolio company of a global private equity firm in the acquisition of the assets of various healthcare providers in Colorado, Texas, California, Florida, Indiana, and Michigan for a total transaction value of over \$1 billion.

Affiliations

- Boston Bar Association, Commercial Leasing Committee Co-Chair, 2021 to Present
- The Florida Bar Real Property, Probate and Trust Law Section, Member, 2006-Present
- Commercial Real Estate Women
 - CREW Miami President, 2017
 - Sponsorship Director, 2015-2016
 - Programs Director, 2014-2015
 - Programs Committee Chair, 2012-2013
- Urban Land Institute, Founding Member of Steering Committee for Young Leaders, Miami-Dade County, 2011; Co-Chair of Transportation Subcommittee 2011; Co-Chair of Social Committee 2011-2012
- United States Green Building Council, Member