

Grant W. Williams

SERVICE AREAS

Business

- Real Estate
 - Capital Markets Lending
- Economic Development Incentives

Governments + Nonprofits

- Real Estate
- Economic Development

EDUCATION

- University of Michigan Law School, J.D.
- Cedarville University, B.A.

BAR ADMISSIONS

- Michigan



Senior Attorney

Troy

840 W. Long Lake Road
Suite 200
Troy, Michigan 48098

T: +1.248.267.3340

F: +1.248.879.2001

williams@millercanfield.com

Grant W. Williams helps clients across the United States negotiate the local and state incentive packages they need to bring their development projects to fruition. He also assists both landlords and tenants in negotiating leases for commercial space. Through his efforts, clients can enter into leases which limit their liabilities and strengthen their protection. Grant also advises clients in the purchase and acquisition and the sale-lease back of various commercial properties including manufacturing facilities and office space, often addressing sensitive environmental issues in the process.

"My goal is to efficiently deliver to our clients the transaction they want -- integrated with the legal protection they need. Though each transaction has unique and sometimes thorny issues, we apply creative and tailored solutions to bring each deal home."

Grant W. Williams

EXPERIENCE

Grant negotiated a \$10 million incentive package for a company that manufactures equipment for the alternative energy field. He also represented a client in a time-sensitive \$22 million sale-lease back transaction for a 360,000-square-foot facility, efficiently expediting negotiations and due diligence, while limiting the client's liabilities and providing the protections it required.

"I was able to address complex issues which could have bogged the transaction down or even derailed the deals. Creative solutions and careful negotiations turned those issues to our client's advantage."

REPRESENTATIVE MATTERS

- Company Real Estate Lease Transaction

Grant W. Williams

Represented company in negotiations for a \$20 million lease with a \$8 million buildout of its 170,000 square foot divisional headquarters office space.

- Medical Company Real Estate Lease Transaction
Represented medical company in the \$22 million lease with a \$10 million buildout of 300,000 square foot flex space for its central distribution plant.
- Municipality Finance Project
Assisted client in the bond issuance and then the bond defeasance transaction of \$50,000,000 in municipal bonds.
- Sports Facility Real Estate Finance Transaction
Assisted client in \$140,000,000 refinancing for its national sports facility.

PROFESSIONAL ACTIVITIES

- State Bar of Michigan, Real Property Law Section

HONORS + AWARDS

- University of Michigan Law School, cum laude; Order of the Coif; Associate Editor, Michigan Telecommunications and Technology Law Review

CIVIC, CULTURAL + SOCIAL ACTIVITIES

- Oakland Christian Schools, Board Member, 2005-present
- Camp Selah, Reading, Michigan, Former Treasurer; Board of Directors, Member

RELIGIOUS ACTIVITIES

- 1st United Brethren, Blissfield, Michigan, Worship Committee, Member
- Michindoh Conference, Five-year Planning Commission, Member

SEMINARS + EVENTS

- Corporate Real Estate Review Series: Corporate Site Selection Planning and Incentives
- Cappuccino with Counsel: The Dynamic World of Real Estate and Economic Development Incentives: Past, Present and Future

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- Cappuccino with Counsel: Buried Treasure - Uncovered Opportunities in Commercial Real Estate

ARTICLES

- Are You a Commercial Tenant?

NEWSLETTERS

- Hot Points Fall 2010