

CASE STUDY

Protecting Hard-Won Assets During the Downturn

“The area around New Carrollton Station has long been considered an ideal candidate for redevelopment because it serves as a commuter hub and a gateway to Washington for travelers coming from the north and east.”

—The Washington Post



Client:	UrbanAmerica
Industry:	Real estate investments
Area of Law:	Contracts
Venues:	Maryland Circuit Court
Result:	Defeated an \$18 million claim in jury trial

Pillsbury client UrbanAmerica is a unique success story: founded and controlled by minority entrepreneurs, this private equity firm has raised more than \$500 million and developed more than 5 million square feet of urban real estate over the last decade. In 2007, UrbanAmerica made another major investment in the future of the greater DC metropolitan area, with the largest office building acquisition in the history of Prince George’s County, Maryland.

That \$106 million building, occupied by Computer Sciences Corp., is near the Metro station at New Carrollton, which is also a hub for Maryland commuter rail, Amtrak and other transportation services. UrbanAmerica acquired the building with a joint venture partner, as part of a potential development of 21 adjacent acres.

Another real estate developer filed suit against UrbanAmerica, claiming to be part of the New Carrollton joint venture, and claiming that it had lost \$18 million due to its exclusion from the project. After extensive discovery, the case went to a three-week jury trial.

Pillsbury persuaded the jury to reject the plaintiff’s joint venture contract claim, and the trial judge dismissed the plaintiff’s breach of fiduciary duty claim due to lack of evidence, resulting in a total victory for UrbanAmerica.



New Carrollton station, photographed by Ben Schumin on March 10, 2004.
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