



# Law Firm Services Group

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TRI-STATE REGION



Accelerating success.

# Tri-State Law Firm Services

Law firms are not like most other tenants. Your organization has unique needs which affect both profitability and efficiency. The Colliers International Law Firm Practice Group will partner with your firm to meet these challenges while allowing your firm's senior management to remain focused on its core business activity. Mergers, globalization and technology have irrevocably changed the way law firms do business. As a result, flexibility and financial structure are critical elements in negotiating a law firm lease, and the firm's brand is also an important factor. Your lease must allow for growth and flexibility, but it must also provide cost management without compromising the identity of the firm.

"Colliers International was absolutely terrific, smart, responsive and always willing to go above and beyond. We are very pleased with how things turned out and attribute it to the good advice and work along the way."  
- Brune & Richard LLP

- > Strategic Planning
- > Site Selection
- > Lease Negotiation, Renewal and Administration
- > Space Programming and Analysis
- > Technology and Design Consulting
- > Project and Construction Management
- > Facility and Property Management
- > Disposition Services
- > Strategies for Flexibility, Growth and Teaming
- > Mitigating Risk and Financial Exposure
- > Positively Impacting Worker Productivity
- > Managing Resources and Costs

## SELECT NATIONAL CLIENTS

- |                               |  |
|-------------------------------|--|
| Baker & McKenzie              | Jenner & Block LLP                           |
| Brown Sims, P.C.              | Jones Day                                    |
| Brune & Richard               | Latham & Watkins, LLP                        |
| Cummings & Lockwood LLC       | Legal Aid Society                            |
| Dewey & LeBoeuf, LLP          | Lowenstein Sandler                           |
| DLA Piper                     | McGuireWoods LLP                             |
| Dorsey & Whitney LLP          | Moses & Singer                               |
| Epstein Becker                | Nixon Peabody LLP                            |
| Foley & Lardner LLP           | O'Hagan Spencer LLP                          |
| Fox Rothschild LLP            | Richards Kibbe & Orbe, LLP                   |
| Fulbright & Jaworski LLP      | Ropes & Gray                                 |
| GoodSmith Gregg & Unruh LLP   | Schiff Hardin LLP                            |
| Haynes & Boone LLP            | Segal McCambridge Singer & Mahoney, Ltd.     |
| Holland & Knight LLP          | Seyfarth Shaw LLP                            |
| Jackson Lewis                 | Taylor, Miller, Sprowl, Hoffnagle & Merletti |
| Jackson Walker                | Thompson & Knight                            |
| Javitch, Block & Rathbone LLP | Torys LLP                                    |

## SUCCESS STORY | BRUNE & RICHARD LLP

> 25,000 RSF

1 Battery Park Plaza  
New York, New York



### CHALLENGE

- > Brune & Richard (B&R), a well-regarded boutique, litigation law firm, experiencing rapid growth, occupied space on non-contiguous floors at its 80 Broad Street location. Over a four year period, the Colliers team had assisted the firm in expanding over several stages, gaining space but sacrificing efficiency. With a lease expiration on the horizon B&R determined that the space they occupied and the building quality no longer met the needs of their business model.

### STRATEGY

- > The Colliers team was retained two years prior to lease expiration, allowing ample time to conduct a thorough evaluation of B&R's current and future occupancy needs and perform multiple submarket analyses, including the Downtown market where they were located. Since B&R occupied space in an atypical layout for a law firm (i.e. no secretarial stations), the Colliers team was able to consider buildings, spaces and locations with a creative, out-of-the-box approach.

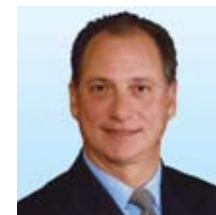
### SERVICES

- > Evaluating numerous locations ranging from move-in condition to raw space requiring a new build out, the Colliers team examined various floor plate sizes and corresponding ratios in an effort to maximize an efficient and productive layout. With a broad range of expertise and established relationships, the team was able to coordinate the relocation planning process by interviewing and overseeing architects, general contractors, etc.

### RESULTS

- > Challenged by the economic downturn and a heavy case load distracting from a move, the Colliers team negotiated a very attractive short term renewal at B&R's current premises with a rolling right to cancel at any time. The short-term renewal provided B&R additional time to capitalize on a slumping real estate market. As the result of a law firm merger (Bingham McCutchen acquired McKee Nelson) and subsequent consolidation to Midtown, the project team was able to identify the Downtown space the firm would be vacating and proactively negotiate a long term sublease at very favorable terms, prior to the space going to market. B&R's new office was leased in virtually move-in condition, including furniture and equipment, with spectacular views overlooking the Hudson River. The Colliers team facilitated the relocation to avoid double rent due to the flexible cancellation policy previously negotiated. This space will allow B&R to accommodate its current and future growth for years to come.

## OUR TEAM



**Ted Rotante**

EXECUTIVE MANAGING DIRECTOR

DIR +1 212 716 3777

ted.rotante@colliers.com



**Greg Wang**

MANAGING DIRECTOR

DIR +1 212 716 3852

greg.wang@colliers.com

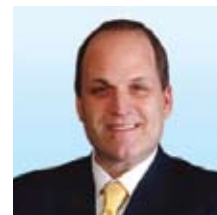


**Robert D. Goodman**

EXECUTIVE MANAGING DIRECTOR

DIR +1 212 716 3695

robert.goodman@colliers.com



**Mark A. Jacom**

CHIEF EXECUTIVE OFFICER TRI-STATE REGION

DIR +1 212 716 3737

mark.jacom@colliers.com



## COLLIERS LAW FIRM SERVICES GROUP | USA

Integrity and service are cornerstones of your business – and ours. Like you, Colliers is client-focused and committed to ensuring that you have the best experience possible. We deliver real estate solutions that meet your firm’s objectives and drive your business forward. Our international presence allows us to work closely and collaboratively with our clients and partners to bring a truly global understanding to the complex issues facing law firms today, including: space efficiency; profitability; limiting partners’ financial exposure; and elevating your firm’s image. We encourage our people to think creatively when responding to the needs of our clients, and always ensure that we are not just meeting, but **exceeding** your expectations.

Colliers Law Firm Services Group is comprised of enterprising and experienced commercial brokerage professionals. Our members integrate the resources of a global platform to provide innovative solutions to law firms like yours. Utilizing our partnership approach, we provide the service excellence and expertise essential to accelerate your success, allowing your firm to focus on the needs of your clients and staff.

For information about Colliers Law Firm Services Group, visit [www.colliers.com/legal](http://www.colliers.com/legal).

### FOR MORE INFORMATION

MAIN +1 212 716 3500

Colliers International  
380 Madison Avenue  
New York, NY 10017

[www.colliers.com/newyork](http://www.colliers.com/newyork)

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