

WHAT'S TRENDING: Law

Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana, LLP Enhanced Practices, New Lawyers Fit Firm's Forte

Following the same honest and determined approach for nearly 40 years, Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana, LLP has the welfare of its clients front and center as it concentrates on expanding its practice areas, enhancing its services and bringing in new talent.

"While you can't be all things to all people, you must try to be all things to your clients, which may mean expanding the services you provide," said Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana Managing Partner and Founder Jeffrey D. Forchelli.

Founded in 1976, the firm has indeed expanded from a three-member office to over 60 attorneys who handle complex matters for a broad client base. Covering almost all areas of commercial practice, the firm is now one of Long Island's leading full service law firms, with practice areas that include real estate, land use and

zoning, tax certiorari, litigation, corporate, trusts and estates, tax, labor and employment, municipal, banking, construction, and environmental.

Strengthening its position as one of Long Island's top law firms, Forchelli said the firm is constantly looking for small firms or sole practitioners that have expertise in an area that they believe will help the firm better serve its clients. Most recently, the firm welcomed 10 new attorneys into its Construction Law Department to enlarge and enhance its existing construction law services.

Co-chaired by new partners Peter Agovino and Joseph Asselta – both prominent New York construction law practitioners – the Construction Law Department represents owners, developers, builders, contractors, subcontractors, suppliers, and design professionals in all aspects of private and public construction

law matters, including litigation, government contracting, commercial agreements, project labor agreements and surety bonds.

"The expansion of our Construction Law Department complements what we do," Forchelli said. "With all the zoning, land use and representing of builders and developers we do, bringing this new group of lawyers on board has been a home run."

Additionally, the firm has recently expanded its Corporate and Tax, Trusts & Estates Departments with the addition of three new partners – Adam Gottlieb, Stella Lellos and Robert Moy. Not only do these individuals bring additional breadth and depth to these departments, but they are also guiding the firm into a wider global footprint.

Lellos, who is fluent in Greek and French and routinely represents European clients with their U.S. interests, specializes in general corporate counseling,



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mergers and acquisitions, financing and complex transactions; Moy, who speaks Chinese, has practiced in New York and Hong Kong and represents corporate and individual clients both domestically and internationally on complex business, real estate and estate planning matters; and Gottlieb, who as a certified public accountant brings in added financial expertise, focuses his practice on wills, trusts, estate planning, estate administration, tax consulting and elder law.

“The firm is excited to offer our clients enhanced capabilities on sophisticated corporate, tax, trusts & estates and international matters,” Forchelli said. “With these talented individuals we are also securing overseas work.”

Evolving with the times, the firm has concentrated on retaining its core practices with modernized services while recruiting and developing junior attorneys. Within the past year, the firm has hired four young attorneys who have been very successful blending in with the firm’s more seasoned practitioners.

“The firm has a unique and dynamic mix of young partners and associates working alongside experienced practice leaders that give the firm a positive energy and make it a great place to build a career,” said firm Partner Dan Deegan. More importantly, it gives the firm the ability to serve its clients in a more economical fashion. The more experienced attorneys can guide the case with the junior attorneys handling some of the basics.

Plans are underway to add more junior attorneys to the firm, Forchelli noted.

“Any organization must have a blend of the enthusiasm and energy of youth, as well as the wisdom and experience of the older generation,” Forchelli said. “Young people bring in a lot of new ideas and by having the young teach the old and the old teach the young we all meet in the middle.”

Focused on bringing the firm into future generations, its partners realize it must always remain current. One of the firm’s recent initiatives has been to be more involved in social media. “Understanding what the needs and trends are and keeping current keeps you relevant,” Forchelli noted. “You have to be current – that is a key to success.”

Growth has always been a part of the firm’s vision, Forchelli said. “As the practice of law and our clients’ needs get more complex, we have made business decisions to strengthen existing practice areas and add new ones to serve our clients better. Through collaboration, we continue to thrive and support the firm’s commitment



The lobby area of Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana’s office located at the top floor of RXR Realty’s The Omni in Uniondale, one of Long Island’s premier buildings.

to providing exceptional representation.”

The firm’s outstanding infrastructure will also carry it through to future generations. In 2009, Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana relocated to the top floor of RXR Realty’s The Omni in Uniondale, one of Long Island’s premier buildings, and implemented the latest in design and conference technology. This included registering with the U.S. Green Building Council (USGBC) for LEED Certification. In 2010, the firm’s office was awarded LEED[®] Silver certification, being the first law firm on Long Island to achieve this status. Focused and strong, the firm also added in 2012 an additional 7,200-square-feet of space to its headquarters, which is now filled with the new attorneys.

“We are in a premier space, which represents in a lot of respects where we believe we are as a firm and the image we want to project to the community and the industry,” said Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana Chief Operating Partner John V. Terrana.

A vibrant and cohesive work place comprised of expert attorneys and top-notch support staff, the firm has been described by its employees as having a strong sense of community and camaraderie. This culture starts at the top with its partners and works its way into every facet of the firm. The firm designed its new office with a communal cafeteria where most of its personnel – attorneys and staff – eat lunch together every day. All of this contributes to an effective working environment, Forchelli noted.

As the firm looks into the next five years, Forchelli predicts that the firm will grow to 100 attorneys.

Respected by state and local government officials on both sides of the political aisle, as well as the many professional organizations and civic associations, Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana has shaped many major development projects on Long Island.

Additionally, the firm has always been a leader in the business community and a good corporate citizen. In 2009, the firm, recognizing a need in the business community, founded the Long Island General Counsel Network (LIGCN), an educational and networking program for Long Island and the New York City metro area general counsel and in-house attorneys. The LIGCN currently has 200 members and maintains an active LinkedIn Group for its members to share and keep up to date with each other’s contact information and communicate internally via an open email forum.

Many of the firm’s partners have been AV-rated – the highest legal ability and ethics rating by Martindale-Hubbell Law Directory. The firm also has many attorneys who have been chosen by peers as “New York Super Lawyers.” The firm’s partners have also received numerous ‘Legal Eagles’ awards for excellence in real estate, banking & finance and tax certiorari.

The firm is also recognized at its junior attorney level. Its growing pool of talented and qualified young professionals have been recognized and awarded with several honors including Super Lawyers Rising Stars.

Throughout the firm’s history and growth, one thing has remained constant – its focus on obtaining excellent results for its clients.