

Standing On Solid Ground & Moving Forward at The Omni

Placing his own twist on a familiar quote, Jeffrey D. Forchelli, Managing Partner of Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana, LLP, noted: "If you are standing still you are falling behind and you cannot stand still in the legal profession."

In today's evolving business environment there are many things firms need to concentrate on to remain relevant to their clients, Forchelli said.

"First you have to provide competent legal services at a competitive price and develop loyalties with your clients." You must also modify and fine tune your practice areas to complement the work you do and the needs of your clients.

Forchelli, who launched the Uniondale firm in 1976, says that, "while you can't be all things to all people, you must try to be all things to your clients, even if that means expanding the services you provide." Over the years, the firm has grown and is now a full service commercial firm, whose practice areas include real estate, land use, tax certiorari, corporate, trusts and estates, labor and employment, municipal finance, banking, environmental and litigation in state and federal courts.

This year, the firm enhanced its labor and employment group, as we have found that many of our clients need to update employee handbooks and have employment issues. The firm's labor and employment department is headed by Gregory S. Lisi, who is currently on the Board of Directors of the Nassau County Bar Association and is the past Chair of the Nassau County Bar Association's Labor and Employment Law Committee.

The firm has also expanded its litigation



Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana Managing Partner Jeffrey Forchelli.

department with the arrival of Jeffrey G. Stark, who has served as a Justice of the New York Supreme Court, sitting in Nassau County, and was nominated by President Bill Clinton to be a Judge on the United States Court of International Trade.

The firm's tax certiorari department, headed by Partner, John V. Terrana, who is currently serving as Co-Chair of the Tax Certiorari Committee of the Suffolk County Bar Association, has also grown as it provides services to an even larger geographical area with more diverse clients and property uses. The department concentrates on tax certiorari proceedings to challenge real estate tax assessments, which result in real estate tax refunds and reductions of future real estate taxes. This spring, the department reached a milestone by opening its 5000th file.

While law school enrollment is declining due to the lack of jobs available for graduates, Forchelli assured that the firm plans to continue its growth and intends to hire more lawyers as it has done in past years.

"We are in a hiring state and haven't let anyone go for lack of work," he said. "We are about six lawyers larger than we were a year ago and we are likely to add more this year."

Focused and strong, the firm, which is located in Nassau County, recently announced it has added an additional 7,200 square feet of space to its headquarters located on the top floor of The Omni Building across from the Nassau Coliseum. The firm has over 50 attorneys. The expansion will accommodate 19 additional attorneys.

In keeping with the existing space, the additional space includes a multitude of green and sustainable construction materials and techniques.

"We have a lot of natural light on our floor that diminishes the use of electricity in terms of overhead lights," said Brian Sahn, a partner in the firm's real estate practice group who manages the firm's green and sustainable initiatives. Sahn also oversaw the LEED certification process for the firm's office.

"The firm is always looking to make itself better and implement the best practices in the operation of the office," said Sahn, who was recently appointed to the U.S. Green Building Council - Long Island Chapter Board of Directors, a nonprofit organization dedicated to sustainable building design and construction.

Forchelli, Curto, Deegan, Schwartz,



Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana, LLP, which is located in Nassau County's The Omni Building in Uniondale, recently announced it has added an additional 7,200 square feet of space to its headquarters located on the top floor.

Mineo & Terrana, LLP also realizes the importance of "being connected."

The firm's Long Island General Counsel Network (LIGCN) was founded in 2009 and is an educational and networking program for Long Island and the New York City metro area general counsel and other in-house attorneys. The LIGCN maintains a LinkedIn Group for the Network to enable Network participants to share and keep up to date with each other's contact information, and communicate with the group via an open email forum.

Additionally, as one of the firm's 2012 initiatives, it has encouraged all attorneys to join LinkedIn, the firm has launched an environmental blog (<http://forchellienvironmental.law.com>) and the firm is on Twitter (@ForchelliLaw).

Understanding what the trends are and keeping current keeps you relevant.

"You have to be current in what is going on in your field - that is a key to success," Forchelli said. "It is much easier to be current in your field if you specialize."

Forchelli, Curto, Deegan, Schwartz, Mineo & Terrana, LLP is among Long Island's most acclaimed law firms providing counsel to a broad range of clients, including national, regional and local businesses, major real estate developers and organizations, banks, insurance companies, municipalities, educational institutions, and individuals. Personal attention and quality representation, that are both practical and cost-effective, are hallmarks of the firm.

COUNSELORS AT LAW
**Forchelli, Curto, Deegan,
 Schwartz, Mineo & Terrana, LLP**
 FORCHELLI.LAW.COM