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## ALWAYS GROWING

Forchelli Deegan Terrana LLP (“FDT”) started over 40 years ago as a three-lawyer general real estate firm. As FDT’s clients’ needs became greater and more complex, the founders realized they needed to grow – in both the number of attorneys and through the addition of complementary practice groups. Over the years, FDT has grown and evolved into one of Long Island’s leading full-service commercial law firms with over 60 attorneys and a diverse array of practice areas, including Banking & Finance, Bankruptcy, Corporate, Employment & Labor, Litigation, and Tax, Trusts & Estates.

The rate of FDT’s growth has always been dictated by client and market demands. As Long Island’s real estate markets have continued to sizzle, and as FDT’s clients have continued to aggressively pursue the resulting opportunities, the firm recently had to hire four new Real Estate attorneys to keep pace (l to r): Jay S. Hellman (Construction); Louis H. Fiore (Industrial Development Agency); Brian W. Kennedy (Land Use & Zoning); and Gabriella E. Botticelli (Tax Certiorari). To accommodate these additions and FDT’s anticipated future growth, the firm is in the midst of negotiations to lease additional office space.



## Construction

FDT’s Construction Practice Group drafts and negotiates contracts and related project documents, handles bid protests, counsels regarding contract disputes, files and defends against mechanic’s liens and surety bond claims, handles prevailing wage issues, prosecutes and defends construction-related claims and mediates, arbitrates and litigates construction contract disputes. In 2019, FDT was ranked as one of Construction Executive magazine’s inaugural Top 50 Construction Law Firms™. These rankings were derived from a survey taken by hundreds of firms.

Partner Jay S. Hellman is the newest addition to the Group. Jay represents high-profile construction, architectural and engineering firms on contract negotiations, construction claims, and defense of malpractice actions. He has counseled public agencies, including school districts and libraries, in connection with major construction projects. Jay also has extensive experience representing commercial clients in complex commercial litigation and bankruptcy matters.

## Industrial Development Agency (IDA)

FDT’s IDA Practice Group is a leader in representing private sector businesses and developers in their applications to Industrial Development Agencies (“IDAs”). IDAs incentivize businesses to locate, expand and/or remain in New York State. Some of the potential benefits of IDA transactions include sales tax exemption on construction materials and eligible equipment, mortgage recording



tax exemptions, and the ability to enter into Payment in Lieu of Taxes (“PILOT”) agreements, whereby the client makes payments to local tax jurisdictions in lieu of paying real estate taxes.

Partner Louis H. Fiore was recently added to the Group as a result of a slew of new client engagements and IDA projects in the pipeline. In addition to Lou’s experience handling IDA deals for owners, tenants and landlords, he brings to the firm a wealth of high-level commercial real estate skills. Over his career, Lou has represented landlord and tenants in office, retail, industrial and ground leases, sellers and purchasers in real estate development transactions, and borrowers in acquisition financings, re-financings, construction loans, mezzanine loans and SBA financings.

## Land Use & Zoning

FDT’s Land Use & Zoning Practice Group is among Long Island’s largest and most experienced. The Group has handled numerous complex projects across Long Island and within the New York Metropolitan Area. The firm represents major developers, national corporations, municipalities, and private homeowners in all aspects of land use and zoning law, including applications for zone changes, subdivisions, site plans, special permits, variances, architectural review, environmental impact statements, and zoning litigation. The attorneys in this Group frequently consult with their colleagues in the firm’s Environmental and Renewable Energy Practice Groups.

The firm recently hired Associate Brian W. Kennedy due to the large volume of new land use and zoning cases. Since joining the firm, Brian has been working on many different types of land use and zoning applications, particularly those dealing with bringing Transit Oriented Development (“TOD”) to towns in Nassau and Suffolk Counties.

## Tax Certiorari

FDT’s Tax Certiorari Practice Group handles proceedings to challenge real estate tax assessments and reduce real estate taxes. Collectively, Practice Group attorneys have obtained millions of dollars in real estate tax refunds and future savings for clients, including national, regional and local owners and tenants of commercial and residential properties. Additionally, the Group counsels clients in other aspects of real estate taxation, including tax exemptions, estimation of taxes for new construction, lease tax escalation clauses, and the sale, purchase and foreclosure of tax liens.

Gabriella E. Botticelli clerked for the firm’s Tax Certiorari Practice Group while she was in law school. She recently joined the Group as a full-time Associate. Gabriella’s addition was the result of the Group’s significant expansion of its client base and filings on Long Island, and the tremendous growth of its representation of large national companies on tax certiorari matters throughout New York State. She represents numerous taxpayers in negotiations and administrative hearings, with experience with properties throughout New York State, especially Nassau, Suffolk and Westchester Counties.

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As has been the case throughout its over 40-year history, FDT plans to continue to grow to meet its clients’ needs and stay ahead of an ever-evolving legal marketplace. “Growth has always been a big part of our firm’s culture,” said Jeffrey D. Forchelli, FDT’s Founder and Managing Partner. “We are thrilled to welcome our four new colleagues to help us to provide the best service possible to our clients,” he added.

# FIRM ADVANTAGE



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THE WHOLE IS ALWAYS GREATER  
THAN THE SUM OF ITS PARTS.

A full-service law firm, at Forchelli Deegan Terrana our top-tier attorneys are known problem solvers who work together across all practice areas to develop innovative, practical solutions that deliver real-world results. It's the firm advantage our clients count on.

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