

## 2016 BENESCH YEAR IN REVIEW

A letter from our Managing Partner, Gregg A. Eisenberg

### There's electricity today in the hallways of Benesch and it's generating positive results for our clients.

Our steadfast focus is on helping devise sharp responses to your business opportunities and problems. In doing so, we provide more than legal counsel. We immerse ourselves in both industry trends and company specifics so we can offer strategic guidance that advances your business results.

As 2017 gets underway, we look for political shifts in Washington to bring changes, perhaps sweeping, for some of our clients.

Manufacturers, for example, may decide to “reshore” by returning operations to the U.S., perhaps building new plants and hiring domestically. On the flip side, companies that buy and sell internationally may come under pressure if Washington changes how business is conducted.

Benesch has more muscle to help clients navigate these challenging times because of our recent growth. In each of our six core practices – corporate and securities; litigation; health care; real estate; innovations, information technology and intellectual property; and labor and employment – we now have more attorneys than at the outset of 2016.

In our labor and employment practice alone we added three partners, including group chair W. Eric Baisden, and five associates. We've broadened the practice to include our executive compensation and benefits attorneys. Also in 2016, we boosted our energy group through hiring nationally-known energy industry veterans Mike Snyder and Jerry Cook.



A key advance was the official opening of our Chicago office. We've added proven talent to bring the number of lawyers there to 15. Our newest office is evolving into a full-service operation, integrating all of our main practices. Our plan for Chicago is aggressive: Look for the office to double in size in 2017.

All told, in the past 18 months, we've added 67 new lawyers, elevating our attorney count to 190. But being big is not our foremost goal. Being best is. We're constantly looking for ways to stay in front of our clients' legal needs. They can depend on getting team-based solutions from Benesch that marshal the strengths of lawyers within and across practices.

We're exploring breaking developments such as the use of artificial intelligence to streamline and reduce the cost of producing documents. We added a new chief information officer in 2016 with several decades of experience across multiple industries to pursue technology advances.

We think that applying resources to attracting, retaining and nurturing superior staff and attorneys makes for a solid investment, one that translates into sophisticated business solutions for you. At the same time, we pay close attention to customizing how we handle your legal matters so you get efficient, thorough attention at fair, predictable fees.

The strides we've made with our data security and privacy practice is one measure of Benesch's enterprising preparation on your behalf. The threat of being hacked has likely crossed the minds of entrepreneurs, CEOs, CFOs and house counsels across America. At Benesch, we swing into action if your business is targeted. We're first to respond, first to research, first to serve and first to deliver in an emergency.

2016 brought a huge loss at Benesch with the passing of a dear friend and partner, Jim Hill. He was at Benesch for nearly 30 years and was our managing partner from 1999 to 2007. He was most recently vice chairman of the firm, chair of our private equity group and an active member of its corporate and securities practice. We've set up The James M. Hill General Management Apprenticeship program at the Cleveland Play House, about

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which Jim was passionate and where he served on the board for 23 years. We're going to honor Jim at Benesch by continuing his legacy of excellence

It's a legacy that stresses collaboration not only as professionals but also as human beings. Benesch is a place that's collegial. That can be something of a pat description of an organization's culture. But here, it's an actual way of life. People work here because they like each other. They believe in where we've been and where we're going. We're family. We're in this together.

The value of cooperation and individual endeavor got Benesch noticed in 2016. Our attorneys received first-tier rankings in 20 national and metropolitan categories in U.S. News & World Report's annual ratings. For the third time in four years, Benesch was named Law Firm of the Year in Transportation Law, a distinction granted to one firm a year in each practice.

We take a lot of pride in being civic activists. Benesch makes significant charitable donations to organizations important to us and to our clients. Our biggest contribution may be in the form of time and attention. Our attorneys sit on the boards of numerous groups that serve the communities where we live and work. We're lucky people, and it's important to us to give back.

I've never seen the hallways at Benesch the way they are today. They're alive with a current of can-do optimism. The enthusiasm is contagious.

What follows from that for our clients?

It's pretty simple, really. You can expect swift, on-point legal advice from an energized team. You'll feel stronger and more confident in the decisions you make. You'll have the first move out of the gate. Above all, you'll be ready – today – to meet the challenges of tomorrow.



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