

A letter from our Managing Partner, Gregg A. Eisenberg

> We'll keep building our national footprint because we see growth—smart growth—as the right path.



BENESCH YEAR IN REVIEW

2018

2018 was a year of exciting growth at Benesch.

We launched a new team on the West Coast, expanded office space in Chicago so we can double our numbers there, and added more firepower to our core legal practices. We boosted in-house capabilities to maximize delivery of client services. And we recruited strategically, hiring some of the best attorneys in the country.

Before detailing what happened last year, though, here in a nutshell is where we're headed in 2019 and beyond: We'll keep building our national footprint because we see growth—smart growth—as the right path. We're expanding because of you, our client base. We want to support you and further your successes. You continue to look to us for more and more work each year, and we're making sure we have a powerful bench to support that.

But growth for its own sake isn't our strategy. We're intent first and foremost on delivering quality work, in a transparent fashion and on time. We know that in today's stiff competitive arenas, your business requires quick and assured

evaluation of its legal matters, and thorough, logical guidance to address them.

So how did we get where we are today? What did Benesch look like in 2018?

> **We established our first West Coast office in San Francisco with an experienced lineup led by commercial litigation partner Krista Enns, among 14 attorneys who joined Benesch from an AmLaw 50 firm in 2018.** Enns has extensive experience representing clients in complex commercial matters, including class actions and appeals.

We plan a full-service office in California: Besides high-end litigation, look for us to add labor and employment, intellectual property litigation, transactional, private equity and real estate practices—with much of the diversification occurring by year's end.

> **Our Chicago office kept up a blazing pace. It opened with a dozen attorneys in 2016, added 20 more the next year, and reached nearly 50 in 2018.** We signed a new lease for

62,000 square feet at 71 South Wacker Drive in downtown Chicago. We'll move our Chicago operations there in June and expect to fill the hallways with 100 attorneys plus support staff by the end of 2020.

Recent hires include two star litigators, Nicole Wrigley and J. Erik Connolly, who have worked on some of the largest cases in the U.S. Also in Chicago, Mark Silberman was named Chair of our White Collar Practice, a testament to his work on behalf of our clients as well as appointments as a state and federal prosecutor.

Margo Wolf O'Donnell, Co-Chair of the Labor & Employment Practice Group, who joined the firm last year, along with six other women partners in the Chicago office, launched B-Sharp, a platform for women corporate counsel at all levels to connect with one another and expand their professional network.

> Our headquarters in Cleveland continues to boom and is now at 137 attorneys. Among the additions is Michael Meuti, the new Chair of Benesch's Appellate Practice. Meuti brings public sphere expertise from his time as a deputy solicitor in the Ohio Attorney General's office, where he represented state agencies and office holders in appeals before the Ohio Supreme Court, Sixth Circuit Court of Appeals and U.S. Supreme Court.

Many of our new attorneys are accomplished lateral hires, such as Meuti, who join us from "Big Law" firms, drawn by our growth and entrepreneurial spirit.

All told, combined growth at Benesch in the last three years totals almost 100 attorneys, putting our firmwide count at 225. We've added some 60 support staff to streamline client service. Since making our debut on the AmLaw 200 list in 2016, Benesch has advanced 15 places and is currently ranked No. 180.

We're keeping our commitment to diversity among attorneys and staff throughout our expansion. We know diversity not only helps the firm attract and retain talented employees. It's also valued by our clients. Benesch Litigation partner Barbara Lum is taking part in a landmark program in 2019, created by the Leadership Council on Legal Diversity to identify, train and advance the next generation of leaders in the legal profession.

Meanwhile, we've modernized our technology—overhauling our data security and attorney-client privacy platforms—to assist you in every aspect of your legal needs. And our approach to systematically managing legal work means that clients receive accurate cost estimates and flexible, efficient pricing options.

We also continue to build our C-suite in the belief that non-attorney professionals are best for our business and our clients. We think this gives us more insight, at the highest level, into how our clients think.

New to this top tier is Liz Gillmore in the recently developed position of chief human resources officer. She joined Benesch from The Sherwin-Williams Company, where she oversaw the intricate melding of staff that followed Sherwin-Williams's acquisition of Valspar Corp.

Morale at our firm is high, and perhaps reflected in our retention rate, among the best in the country, for senior attorneys and associates alike. We think this has a meaningful impact for our clients. When you're working with someone vested in Benesch and who is happy to be here, you can expect continuity in your legal matters and an undistracted focus on getting superior results.

As another busy year gets underway, we're carefully monitoring economic and political changes. From a global perspective, the administration in Washington is altering the landscape on tariffs, creating risks and opportunities. Though the economy is strong, businesses also face challenges in the realignment of the country's relationship with China and other nations. There are uncertainties, too, about business regulation, and whether some deregulatory moves enacted since 2016 will be rolled back or changed. However things unfold, we're prepared to unravel the complexities to arrive at clear, informed advice.

It was our firm's 80th anniversary in 2018. We're grateful to have come this far. We know that in the days and years ahead, we'll continue to hold ourselves to the highest standards of professionalism on your behalf. Change is exciting, but one thing at Benesch is immutable: We always keep close our pledge to provide you with the best possible counsel.



Gregg A. Eisenberg
Managing Partner