

Schenck Price

— SCHENCK PRICE SMITH & KING, LLP —

YEAR IN REVIEW

2018
2019



Dear Clients and Friends,

I am pleased to note that Schenck Price experienced significant growth over the past year across virtually every area of practice. Equally exciting, we have added 11 new attorneys, across the full array of practice areas, including:

- Labor and Employment Law
- Professional Liability Defense
- Elder and Special Needs Law
- Estate, Gift and Charitable Planning
- Commercial Litigation
- Banking and Finance
- Commercial Banking
- Corporate and Business Law
- Land Use and Redevelopment
- Intellectual Property

Schenck Price in 2019 is younger, more technologically sophisticated and nimbler than the Schenck Price of only three years ago. We continue our commitment to increase the depth of our talent across all practice areas in order to deliver the superior service our clients deserve.

In 2018, we debuted our new logo, which highlights our firm's transformation to an ever more modern legal services firm. The legal profession is experiencing change at an accelerating rate, and Schenck Price continues to evolve to keep pace with the changing environment and the growing needs of our clients.

Gary F. Werner, Esq.

Managing Partner

On behalf of the attorneys and staff

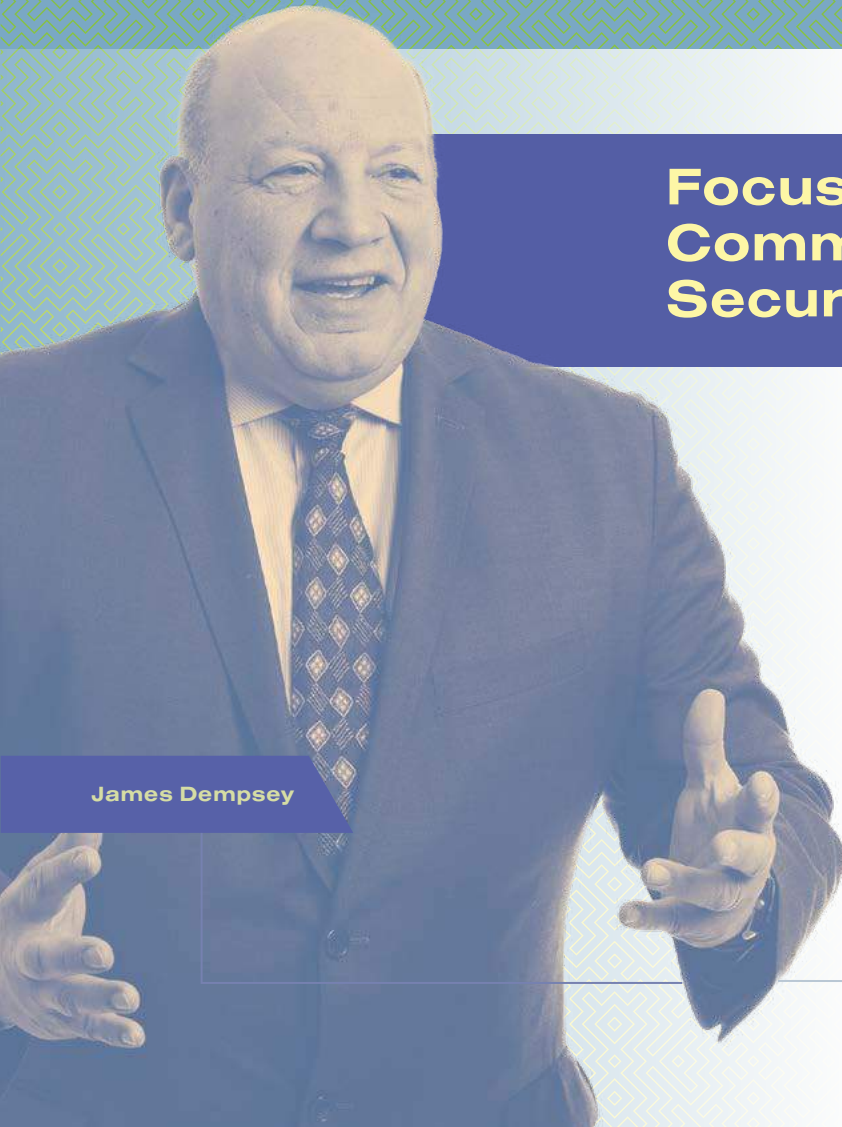


Serving a Variety of Corporate and Intellectual Property Needs

Having joined Schenck Price in 2018, **Jamie Taub** is a member of the firm's Corporate and Business Law Practice Group and serves as outside general counsel to his clients, including several start-up and mid-market companies, by assisting them with all their general corporate needs. During the past year, he has helped his clients with debt and equity financings, including closing a \$3.5 million debt facility, business formation and the drafting of organizational documents, negotiation and execution of manufacturing, distribution and vendor agreements, consulting and employment agreements, and service provider equity grant agreements. In addition, as Co-Chair of the Intellectual Property practice, Taub has assisted clients with the expansion, maintenance and enforcement of their worldwide intellectual property portfolios, including by applying for trademark registration in the U.S. and internationally and negotiating intellectual property licenses and assignments for trademarks and copyrights, including product formulas and software products.



Jamie Taub



James Dempsey

Focusing on All Aspects of Commercial Lending and Secured Transactions

Representing financial institutions and creditors, our Banking and Finance Practice Group concentrates on all aspects of commercial lending and secured transactions. In 2018 alone, **James Dempsey** represented an agent in closing on a \$55 million loan syndication to a plastic resin supplier for a multi-bank group. He closed a \$22.5 million asset-based loan for a bank client, involving a revolving line of credit that included intellectual property assets as part of its borrowing base. This transaction also involved the perfection of a security interest in intellectual property. In addition, he represented a bank in closing a \$40 million asset-based loan to an importer and distributor of commercial grade and high purity aluminum alloy products.

Gil Leeds and John Campbell



Serving as National Coordinating Counsel for Construction Defect Litigation

Gil Leeds and **John Campbell** serve as National Coordinating Counsel for Pennsylvania Lumbermens Insurance Company (“PLM”) regarding the construction defect litigation their insureds face across the company. PLM is the country’s oldest and largest mutual insurance company dedicated to wood products and building material industries and therefore, their insureds are involved in numerous construction defect litigations across the country and here in New Jersey. They have successfully guided numerous cases nationally to positive results for PLM.

Locally, Campbell and Leeds personally handle all construction defect claims in New Jersey and they obtained several victories in 2018 focusing on the details revealed in early discovery and aggressive advocacy. Their first win came at the beginning of the year when they obtained the dismissal of a lumber supplier in a litigation where a community association alleged water infiltration issues at an upscale beachfront condo complex in Asbury Park. They also obtained an agreement to settle an action for nuisance value on behalf of a construction product supplier in another litigation brought by a suburban community association alleging numerous defects throughout their property’s high-end townhomes and condos.

The early dismissals and settlements obtained by Campbell and Leeds saved PLM thousands of dollars in attorney’s fees and saved the PLM insureds years of litigation aggravation because it is common for these cases to languish for many years.

Continuing Long-Time Relationship with Morris County Chamber

When Paul Boudreau, long-time President of the Morris County Chamber of Commerce, decided to retire and step down, the Chamber asked **Edward Ahart**, former Chairman of the Chamber’s Board and long-time Board member, and Co-Chair of Schenck Price’s Corporate and Nonprofit Organizations practice areas, to lead the intensive – and ultimately successful – search for Boudreau’s successor. In connection with the search effort, Ahart also outlined a strategic planning process in which the new President and Board would plan for the next decade.



Edward Ahart

Providing Defense Against Costly Construction Injury Claims

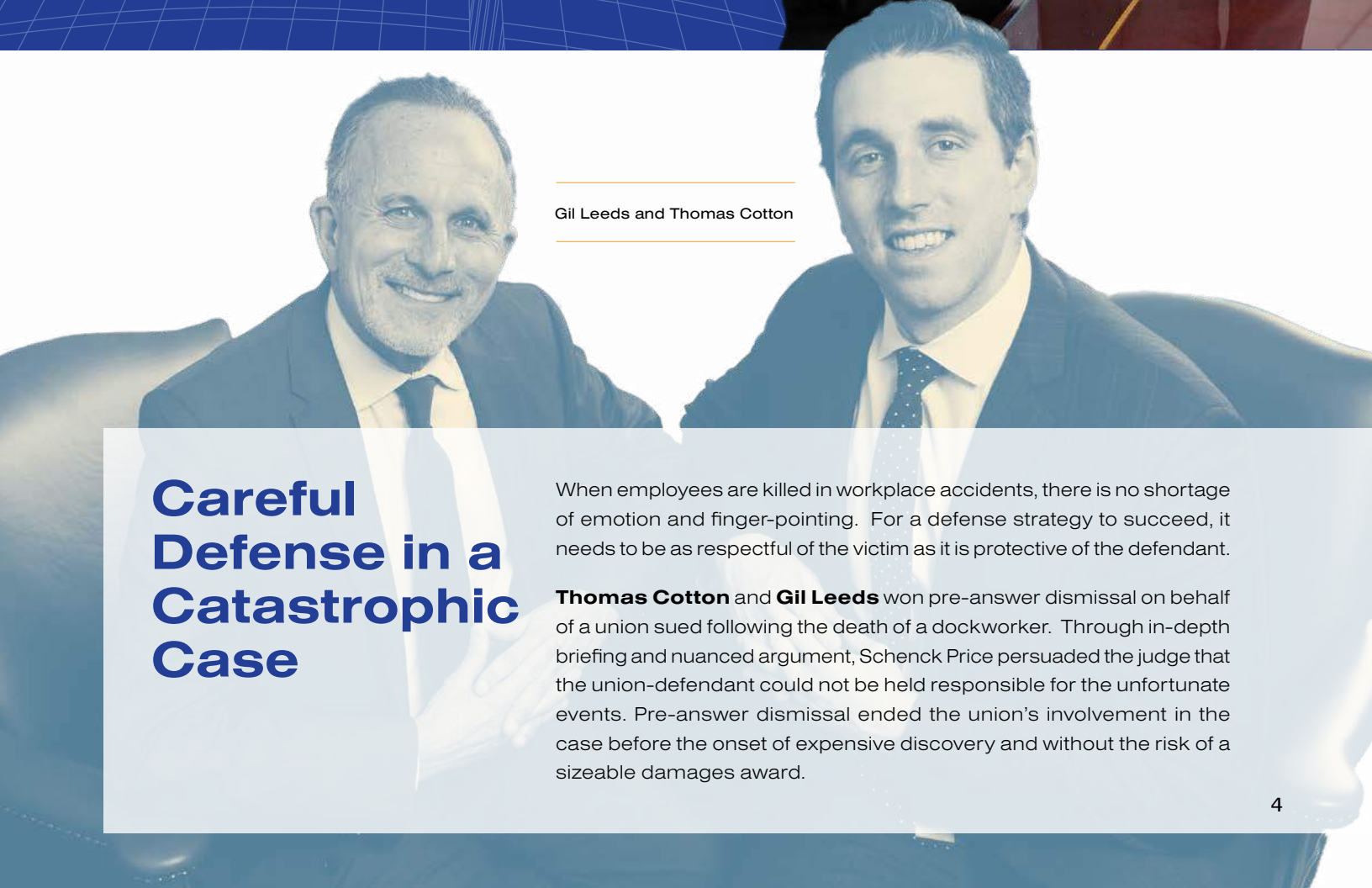
Construction sites are dangerous, and injuries sustained on such locations can be catastrophic. **John Campbell** and **Gil Leeds** defended numerous property owners, property developers, general contractors, and sub-contractors in 2018 who faced lawsuits alleging such injuries. Millions of dollars in potential jury verdicts were at stake, but Campbell and Leeds successfully defended these lawsuits by highlighting the negligence of the plaintiffs and others at the sites.

In one case, the plaintiff fell four stories down an elevator, but a successful settlement was reached after the negligence of a homeowner who also served as his own general contractor became the focus of Campbell and Leeds's defense.

In another case, Campbell and Leeds focused on contractual indemnification issues to obtain a nuisance value settlement for their client who was defending a case where the plaintiff claimed numerous surgeries and a brain injury after falling at a construction site. They also defended a construction industry property owner in an action brought by a plaintiff involved in a motorcycle accident. The plaintiff sought nearly \$1 million to settle the case before trial, but a nuisance value settlement was obtained after a successful pre-trial video deposition of the plaintiff's expert ended very favorably to Campbell and Leeds's client. Great lawyering can avoid catastrophic verdicts even when catastrophic injuries occur.



John Campbell and Gil Leeds



Gil Leeds and Thomas Cotton

Careful Defense in a Catastrophic Case

When employees are killed in workplace accidents, there is no shortage of emotion and finger-pointing. For a defense strategy to succeed, it needs to be as respectful of the victim as it is protective of the defendant.

Thomas Cotton and **Gil Leeds** won pre-answer dismissal on behalf of a union sued following the death of a dockworker. Through in-depth briefing and nuanced argument, Schenck Price persuaded the judge that the union-defendant could not be held responsible for the unfortunate events. Pre-answer dismissal ended the union's involvement in the case before the onset of expensive discovery and without the risk of a sizeable damages award.

Defending Against Disgruntled Employees



The end of an employment relationship is all too often the beginning of an employment lawsuit. This is especially true in New Jersey, where statutes and common law designed to protect deserving employees are seized upon by prospective plaintiffs.

Thomas Cotton and **Joseph Haftek** secured pre-trial dismissal on behalf of a client who had been targeted by just such a plaintiff. That plaintiff claimed to have been terminated for raising safety complaints at the client's construction site. Schenck Price began disassembling plaintiff's complaint from the day he filed his lawsuit. Cotton and Haftek secured dismissal of one claim at the pre-answer stage, zealously pursued written discovery through numerous demands and motions, cross-examined the plaintiff through two days of deposition questioning, and ultimately obtained a complete dismissal without the need for trial.

Sandra Calvert Nathans, John Ursin and Cynthia Flanagan



Fighting for Cranford in Complex Discrimination Case

When Marine veteran Frankie Rivera applied to Cranford Township's Career Fire Department and was not hired, he sued Cranford, alleging that the Township had discriminated against him because of his status as a veteran. In this case under New Jersey's Law Against Discrimination, Rivera made a pre-trial demand of \$2.2 million. In this complex and difficult case, Cranford was represented by Schenck Price's **John Ursin**, assisted by **Cynthia Flanagan** and **Sandra Calvert Nathans**. At the conclusion of a three-week trial in Union County, the jury verdict was a "no cause" resulting in a complete win for Cranford Township. Following the trial, Cranford Township Administrator Terence Wall noted that the Schenck Price team represented the Township "with a class, skill and professionalism rarely seen in the legal system."

Achieving Dismissal of Claims Against Construction Manager

On the eve of a trial regarding a multi-million-dollar dispute over delay damages at a troubled project, the defendant brought in Schenck Price's long-time client, an international construction manager. The causes of action in the third-party complaint filed against Schenck Price's client, if credited, would have dramatically expanded the nature of claims that could be maintained against a construction manager. Taking dead aim at the third-party complaint's novel causes of action and underlying factual allegations, Schenck Price's team of **Ryder Ulon** and **Franklin Barbosa** immediately sought and successfully secured a dismissal of all claims asserted by the construction manager.



Construction Law Practice Group: Joseph Haftek and Ryder Ulon



Thomas Gamarello, Dana Ferrera and Franklin Barbosa



Jeffrey LaRosa, Gary Werner, Thomas Cotton and Erica Berman. Not pictured: Gil Leeds, John Ursin

Winning Eight-Figure Judgments Before Trial Even Begins



Negotiating Work-Out with National Lender

Michael Marotte, Co-Chair of the Corporate and Business Law Practice Group, on behalf of a client, successfully negotiated a work-out with a national lender which resulted in favorable payment terms, a substantial reduction in the amount of principal to be paid and no interruption or adverse impact to the client's business.

Last year's *Year in Review* detailed the lawsuit launched by **Thomas Cotton**, **Eric Inglis** and **Michael Marotte** that brought claims against various individuals and one entity for stealing trade secrets from a Schenck Price client. The Schenck Price team, over the course of the Fourth of July weekend, secured numerous restraining orders and injunctions that prevented further theft. From there, the team set its sights on a large money award.

Cotton, Inglis, Marotte, as well as **Raajen Bhaskar**, won just that. The team obtained an \$11,000,000+ award through a single, comprehensive summary judgment motion. The judge determined that no trial was needed, as Schenck Price had presented dispositive evidence that included logs of IP addresses accessing certain cloud-based databases at specific times. The Schenck Price team had obtained this evidence through an aggressive campaign of motion practice and electronic discovery, at one point conducting a forensic collection of the adversary's computer data and at another point obtaining an arrest warrant for a defendant's failure to comply with court orders.

The entity that had stolen the client's trade secrets, itself a competitor of the client in a competitive industry, shut down its operations.

Schenck Price presented so much evidence proving the theft... that no trial was needed

Closing for E-Commerce Client

Michael Marotte and **Ilana Pearl** successfully closed a \$20 million asset-based credit facility for a major e-commerce client, allowing our client access to funds for its continued expansion and growth.



Representing Borrowers and Lenders in Asset-Based Lending Transactions

Asset-based loans can be an integral part of a financing program, especially for companies with significant inventories or accounts receivable. Asset-based loans can be risky and are generally more complex than other forms of lending. However, asset-based loans can work and allow companies to fuel growth or meet capital needs. At Schenck Price, we have attorneys on both sides of the aisle, representing both borrowers and lenders in asset-based lending transactions. **Michael Marotte** and **Ilana Pearl** represented a U.S.-based company with international operations as the borrower in a \$260 million asset-based revolving loan from a private lender. Schenck Price worked closely with our client in satisfying the lender's due diligence requirements and the preparation of required disclosure statements. Schenck Price aggressively negotiated loan documents and because much of the inventory pledged as collateral was overseas, we also collaborated with local counsel across Europe, Asia and Latin America on various mortgages and debentures required to close the loan.

In other matters, we closed a \$10 million unsecured, non-recourse purchase finance facility. As a result, the client will have ready access to substantial funds to purchase inventory and expand its business.



Advising Fashion Eyewear Brand in Acquisition

TSG Consumer Partners ("TSG"), a leading private equity firm focused on the branded consumer sector, acquired a significant minority stake in Privé Revaux Eyewear, the affordable fashion eyewear brand founded by David Schottenstein and endorsed by, among others, actor and comedian Jamie Foxx. **Michael Marotte** and **Ilana Pearl** served as legal advisors to Privé Revaux in the transaction. Launched in 2017 as an e-commerce and direct-to-consumer platform providing stylish, high-quality and trendy sunglasses, the company rapidly expanded into brick-and-mortar locations, branded kiosks and pop-up shop concepts in department stores.

Confirming School District's Right to Restrict Employee's Right of Expression

For more than 40 years, boards of education, their superintendents, and other administrators have relied upon the representation and expertise of Schenck Price's School Law Practice Group. Our attorneys have a tremendous depth of experience and embrace a practical approach to dealing with the issues faced by school districts.

Labor negotiations are difficult for any private or public entity. Couple those vexing times with public employees' right to express themselves within their workplace and a legal challenge to an employer's right to restrict that speech is inevitable. However, Schenck Price's **Katherine Gilfillan, Paul Green** and **Sandra Calvert Nathans** won a significant victory in the Appellate Division confirming a school district's right to place restrictions on an employee's right to express themselves even on issues related to labor relations.

In *Parsippany-Troy Hills Education Association v. Parsippany-Troy Hills Board of Education*, the local union, amid negotiations for a successor contract, directed its members to place approximately 200 to 300 signs on classroom doors and windows throughout the District's fourteen schools which proclaimed, "I AM PROUD TO BE A TEACHER." Having secured a verdict in favor of the school district at the trial level, Schenck Price was also successful in the union's appeal, which claimed that the lower court could consider only the content of the signs, not the surrounding context.

While the Appellate Division also determined that a school district's buildings were not "public fora" and thus the District could regulate the purposes for which its buildings could or could not be used by its employees, the union has now filed a separate lawsuit claiming that employees have the right to post signs in the buildings so long as labor negotiations have been concluded.

Robin Ballard, Katherine Gilfillan, Paul Green, Joseph Roselle, Alison Kenny, Marc Zitomer and Joanne Butler

**...the District
could regulate
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which its buildings
could or could
not be used...**



Building Relationships

In 2018, the Labor & Employment Law Group heightened its effort to develop and maintain relationships with various trade organizations and professional groups. Co-Chairs **Cynthia Flanagan** and **Joseph Maddaloni** conducted very successful programs on New Jersey's Equal Pay Act and Earned Sick Leave Law for the Morris County Chamber of Commerce and the Morris County branch of the Society for Human Resource Management. Flanagan also did programs for the CLM at the Restaurant, Retail and Hospitality Conference, and the New Jersey Independent Insurance Agents and Brokers Association. Maddaloni continued his long-standing affiliation with and completed programs for the Home Health Services Association of New Jersey, Decision Health and the New York State Home Care Association. He also worked with and completed programs for Leading Age New Jersey and the New Jersey Association of Community Providers. The Labor & Employment Group will continue to foster relationships with these and other trade organizations and professional groups.

Cynthia Flanagan and Joe Maddaloni



The Broad Scope of Our Banking Practice

The scope of work handled by Schenck Price's Banking and Finance practice continues to grow. In the past year alone, our attorneys represented clients in a series of USDA loans totaling approximately \$25 million; a large volume of SBA 7(a) and 504 loans and numerous large conventional financing projects. Below are just a few of the projects we handled this year:

- Financing advances on a line of credit for the purchase of several telecommunications sites and towers throughout the country and in refinancing and terming out the debt annually
- A \$4.5 million conventional loan used to finance the purchase of a commercial retail center in South Carolina
- A \$3 million loan under the SBA 7(a) Export Working Capital Program
- A USDA loan to a not-for-profit for purchase of an overnight camp
- A loan to co-borrowers to purchase three industrial warehouses in Upstate New York
- A \$9.5 million SBA 7(a) and conventional pari passu loans for the acquisition of a hotel pursuant to a 1031 exchange transaction,
- A \$4.9 million SBA 7(a) debt consolidation and refinance of 115 equipment loans for a contracting and a construction firm affording borrowing entities \$85,000 per month in loan payment savings secured by various real estate properties and over 450 pieces of equipment.



Banking and Finance Practice Group: Thomas Hofstetter, James Dempsey, Jason Rubin, Jeremy Garlock, Daniel Carroll, Michael Gallo, Michael Messer and Jonathan Pizarro-Ross. Not pictured: Heidi Hoffman-Shaloo



John Ursin

ASSISTING WITH REDEVELOPMENT APPROVALS AND TAX ABATEMENTS



Sealing the Deal for Sussex County Mixed-Use Development

Construction is proceeding at North Village at Sparta, one of the largest mixed-use developments in recent years in Sussex County. Schenck Price partnered with retiring Sparta attorney Debra Nicholson, who had obtained the original land use approvals. Schenck Price's **John Ursin** has been responsible for the final land use approvals and coordinated Schenck Price's corporate and banking attorneys closing \$60+ million in financing. The 65-acre development, on Route 15, will include 90 units in apartment buildings, 62 duplex units and 58 townhouse buildings with two units each, as well as a ShopRite supermarket, an assisted living facility and several other businesses. The client commented that it was a seamless process when Nicholson retired and Ursin and the Schenck Price team expended extra effort in closing a very complicated JV and multi-bank financing package, especially when there was a significant snowstorm on the day of the closing.

Schenck Price's Land Use Practice Group regularly assists clients with redevelopment approvals and tax abatements. Our experience includes all phases of the redevelopment process, including acquisition, redevelopment studies, area designations, redevelopment plans and ordinances, redeveloper agreements, and financial agreements for PILOT programs and tax abatements. Recent projects have included residential, commercial, industrial and mixed-uses. Examples are a 30-year long-term tax abatement agreement in Linden and an approval for residential units and an attached parking garage in East Orange's Transit Village. Other projects have been in Newark, Irvington, Plainfield, Paterson, Bayonne and Jersey City. We are also working on a number of projects in suburban areas as redevelopment becomes more common outside of urban corridors.

Sean Monaghan, Jeremy Garlock, John Ursin, Matthew Posada and Jason Rubin

Practice Spans Gamut of Health Care Law

Schenck Price's Health Care Law Practice Group routinely advises and defends New Jersey health care providers facing audits of their claims submission and billing practices by governmental entities and commercial carriers. Often providers are unaware that they are being audited until the managed care plan or governmental authority presents them with an assessment in the form of a penalty, award or notice of collection of overpayment. Attorneys in the group have successfully reversed, reduced and mitigated the costs associated with such audits and overpayments. In a recent matter, a health care provider who faced possible penalties and past due amounts exceeding \$1 million resulting from state and Medicaid managed care audits sought help from the group at the eleventh hour. Our attorneys were able

to quickly resolve both matters and to negotiate substantially reduced amounts and favorable payment terms. This past year, the group also successfully guided a number of hospital clients through appeals of audits by the Recovery Audit Contractors (RACs) for Medicare and Medicaid. The group also assisted provider clients, including a home health agency and a provider of durable medical equipment, in the recovery of hundreds of thousands of dollars in reimbursement disputes with third party payers.

The Health Care Law practice group also advises manufacturers of pharmaceutical products with respect to legal issues impacting the marketing and research development of such products

in the United States. This past year, the group advised a large foreign-based pharmaceutical company in connection with its direct-to-consumer marketing campaign for its products in the United States. It also provided counsel to a foreign-based biopharmaceutical company in connection with its support of certain investigator-initiated research involving the client's life-saving products for patients with rare and debilitating diseases.

Notable accomplishments in 2018 also included representing an out-of-state client in overcoming regulatory hurdles to obtain certification as a third-party billing service by the State of New Jersey Department of Banking and Insurance.

Advising and defending New Jersey health care providers facing audits of their claims submission and billing practices





Estate and Trust Litigation Practice Group Seated: Meredith Grocott, Basil O'Connor. Standing: Ryder Ulon, Shirley Whitenack, Thomas Garnarello

Crafting Satisfactory Settlements, Sometimes Avoiding Costly Trials

Trust, estate and guardianship disputes often involve multidisciplinary fields of law such as taxes, real estate, investments and insurance. Our guardianship, estate and trust litigators have years of experience and extensive knowledge of the substantive law and special procedures governing litigation in the probate courts. They zealously represented their clients in court in 2018 in a variety of disputes involving myriad issues. While our Florham Park office building was without power and closed for several days due to a major storm last March, **Shirley Whitenack** was conducting a three-day contentious guardianship trial. Our clients prevailed in all respects.

Understanding that probate courts are often constrained with respect to their rulings and that trust and estate disputes often involve the loss of a loved one and are personal, our team was able to control the outcome in many cases by crafting settlements that gave our clients satisfaction in ways that could not be achieved through a costly trial. For example, **Meredith Grocott** was able to settle a will contest in the client's favor early in the litigation, thereby saving the client substantial attorney's fees and costs. **Shirley Whitenack**, who is on the Superior Court roster of approved mediators, and **Basil O'Connor**, who serves as a court-appointed neutral in Essex and Union Counties, successfully facilitated settlements in probate disputes involving sophisticated estate, tax and trust issues.



Affirming a High-Low Agreement is Subject to Rules of Contract Interpretation

The New Jersey Supreme Court affirmed the judgment of the Appellate Division, holding that a high-low agreement is a settlement agreement subject to the rules of contract interpretation. Before trial, plaintiff served defendant with an offer of judgment for \$750,000 “inclusive of costs and prejudgment interest.” The offer letter contained a warning that if the offer was rejected, plaintiff would seek “all reasonable litigation expenses including costs, interest, and attorney’s fees in accordance with Rule 4:58,” the rule governing offers of judgment.

At the conclusion of the trial, prior to the announcement of the jury verdict, the parties entered into a high-low agreement on the record. The “low” was \$300,000 and

the “high” was \$1,000,000. After obtaining the maximum award, the plaintiff moved for litigation expenses, including attorney’s fees. The Supreme Court stated that the crucial aspect of any high-low agreement is finality, and the Court ruled that the high-low contract superseded and extinguished the offer of judgment. Therefore, plaintiff could not seek additional expenses allowed by the offer of judgment rule.

Schenck Price attorney **Benjamin Hooper** represented the defendant-respondent before the Appellate Division and before the New Jersey Supreme Court.

...Franklin Barbosa, Gil Leeds, Gary Werner, Erica Berman and Thomas Gamarello. Not pictured: William Buckley, Joseph Haftek and TJ Hull



Negotiating Complex Sale of Manufacturer

Though it was a privately held company, a New Jersey-based manufacturer of industrial equipment had nearly 100 shareholders, making its sale to a private equity firm very similar in intricacy to the sale of a publicly traded company. Our team, led by **Edward Ahart** and **Jason Waldstein**, had to satisfy a number of the requirements for selling a publicly traded company, including notifying the shareholders and providing the shareholders with the requisite type and amount of information about the transaction. Adding to the complexity, a group of the shareholders threatened to withhold their consent to the sale and to exercise the dissenters' rights available under New Jersey law.

**Companies in
today's business
climate face a
dizzying array
of issues.**



Paralegal Stacey Gallagher, Edward Ahart and Jason Waldstein

Stepping In to Design a Special Needs Trust

When a settlement is reached in a personal injury case, the work is not done. The disabled person requires assistance structuring the benefits he or she will receive, including Medicaid, Supplemental Security Income (SSI) and housing expenses. That is when Schenck Price's Elder and Special Needs Law practice swings into action.

Shirley Whitenack, Crystal West Edwards and Regina Spielberg are typically referred by plaintiff personal injury attorneys to step in and work with the individual and/or their family to design a special needs trust to hold and manage the settlement money in order to maximize the long-term benefits to the individual. They testify at friendly hearings for minors or mentally incapacitated individuals held to determine if the settlement is fair and reasonable and identify who should manage the assets, and how.

For example, for a 10-year-old boy who spent four months recovering in a hospital after his family's vehicle was hit by an alleged drunk driver, we created a trust following his settlement. In a recent wrongful death case, our attorneys structured and monitored a trust for a five-year-old.

When a settlement is reached in a personal injury case, the work is not done.



Counseling Fuel Distribution Company in Sale



Our team, led by **Edward Ahart** and **Jason Waldstein**, assisted a local fuel oil distribution company in the sale of its assets to a larger, out-of-state fuel distributor. This was not an ordinary asset sale, as it involved nearly 50 gasoline and oil distribution vehicles, and a large parcel of real property used for vehicle maintenance, as well as storage and numerous publicly bid government contracts. This sale was the successful culmination of our team's counseling the company through previous disposition options that were ultimately decided to not be in the best interest of the company.

Sean Monaghan, Edward Ahart, Jason Waldstein and Paralegal Stacey Gallagher

Defending 500+ Tax Appeals



Robert McBriar

2018 was a busy year for Schenck Price's Tax Appeal Practice Group, under the leadership of **Robert McBriar**. In addition to defending more than 500 tax appeals on behalf of municipal clients, McBriar achieved numerous successful results for private clients, demonstrating the varied issues that arise in this niche practice – and their geographic scope.

In 2018 alone, McBriar:

- Secured real property tax exemptions for a parsonage and a synagogue in Essex County
- Defeated added assessments imposed on residential property in Cape May County
- Obtained a farmland assessment for more than 120 acres in Sussex County
- Challenged premature termination of a disabled veteran tax exemption in Bergen County
- Resolved complex litigation involving a long-term tax abatement agreement and a disputed tax assessment, saving the client approximately \$545,000 in taxes, interest, penalties and fees
- Negotiated and obtained a five-year tax exemption and abatement for a leading food manufacturing, processing and catering company in the New Jersey/ New York Metropolitan Area, saving the client approximately \$635,000 over a five-year period
- Negotiated a two-year tax appeal settlement for a commercial client in Passaic County, saving the client more than \$38,000 per year, and
- Negotiated a multi-year tax appeal settlement for a residential homeowner in Sussex County, saving the client more than \$22,000 per year.

Women's Initiative

In 2018, the Schenck Price Women's Initiative continued its mission of promoting the professional development of women through mentoring, education and advocacy, as well as providing opportunities for women to network.

In March during Women's History Month, the Women's Initiative joined with the Central and Northern New Jersey Chapters of the National Association of Women Business Owners to host a networking event at our office in Florham Park. Attendees were asked to bring handbags that were





Not pictured: Heidi Hoffman-Shaloo, Wynne Whitman and Julie Gendel

donated to Dress for Success Northern New Jersey. In what has become an anticipated annual event, in May the Women's Initiative held a well-attended networking event at the Park Savoy Estate in Florham Park. The year ended with the Initiative collecting donations for the Mt. Kemble Home, a residence in Morristown run by Homeless Solutions that provides shelter, housing and support services to senior women of limited means.



Crystal West Edwards, Robin Ballard and Alison Kenny

Supporting Diversity in Different Ways

A key aspect of Schenck Price's continuing commitment to supporting diversity in the law has been our effort to encourage and support law students of diverse backgrounds through sponsorship and scholarship initiatives.

Schenck Price frequently invites college and law students from New Jersey and Pennsylvania to obtain practical advice regarding job placement, practice area selection and work-life balance. At the Garden State Bar Association's 43rd Anniversary Scholarship & Awards Gala, Schenck Price Managing Partner **Gary Werner**, presented scholarships to two students – Diana Felipe, a student at Rutgers School of Law, and Kimberly Lindenmuth, a student at Seton Hall University School of Law.



In addition to our effort to support law students, Schenck Price attorneys continue to maintain leadership roles in numerous organizations which serve diverse communities, including the South Asian Bar Association, New Jersey Women Lawyers and the Garden State Bar Association, the state's largest professional organization for African-American attorneys. In addition to our ongoing support of these organizations, we proudly sponsored the Mercer County Hispanic Association, the Rutgers Asian Pacific American Law Student Association and the Minority Student Program at Rutgers University.



Representing a Broad Spectrum of Nonprofits

In many ways, a nonprofit organization is like any other business entity, with the same kinds of opportunities and challenges that for-profit businesses confront. At the same time, nonprofits face unique problems precisely because of their status as nonprofits.

Schenck Price's Nonprofit Organizations practice group represents many nonprofits based in New Jersey and New York, ranging from large and complex entities to smaller public charities and private foundations. Our broad experience enables us to counsel a nonprofit organization from its inception to its end, navigating the nonprofit and finding legally appropriate and practical solutions to whatever issues it faces. In 2018, for example, we assisted numerous nonprofits engaged in areas including the arts, education and health, as well as those providing educational and similar services to the business community.

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