

MIDSIZE **HOT LIST**



A SPECIAL REPORT

We asked our readers to nominate law firms with between 51 and 150 attorneys that have used their creativity and skill to stay competitive in courtrooms and at deal tables across the U.S. The 20 firms we highlight this week have held their own, often against much larger firms, charting winning courses in high-stakes matters that led to key victories in 2015. Above all, these firms embody lawyering at its essence—working hard to understand and serve their clients’ needs.

OLSHAN FROME WOLOSKY LLP

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Olshan Frome Wolosky



THOMAS KEARNS

FIRM FACTS:

- **Year founded:** 1963
- **Headquarters:** New York
- **Total attorneys:** 85
- **Partners:** 41
- **Associates:** 27

Olshan Frome Wolosky, a self-described “right size” firm, continues to carve a niche as the “go to” firm for many of Wall Street’s successful shareholder activists. The firm represented roughly 22 percent of the 507 activist campaigns in 2015—“exponentially more than anybody else,” said partner Thomas Kearns.

Representing activist investors developed “naturally” from the firm’s securities practice, Kearns said: “We always had a history of having one of the top small-firm securities practices so we were always at the table. We’ve done hundreds of these campaigns in the last couple of years.” Partners Steve Wolosky and Andrew Freedman lead a team of 10 lawyers.

Besides its core practices in corporate/securities and real estate law, the firm has added lateral hires in intellectual property, tax, employment, ERISA, bankruptcy and advertising, marketing and promotions. The latter is another growing niche practice, Kearns said.

In March, the firm’s Kyle Bisceglie and Andrew Lustigman won dismissal of all trademark and related state law claims by Lions Gate Entertainment Inc. against their clients, Havas Worldwide and TD Ameritrade Holding Corp. And the firm continued to prevail in decadeslong trademark litigation between its client, the U.S. Polo Association, and Ralph Lauren. Last May, the firm devised an “out-of-the-box” activist strategy for client H Partners Management LLC to unseat three targeted directors of Tempur Sealy International Inc. And Kearns took the lead in Madison Equities LLC’s \$260 million acquisition and financing of the “crown jewel” of the Ring real estate portfolio in New York.

Olshan offers its lawyers “the ability to do really interesting, high-quality work in an entrepreneurial situation where that includes long-lasting client relationships,” Kearns said. “We’re also able to give clients high-quality service for much less than what they would pay an Am Law 50 firm.”

—MARCIA COYLE

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