

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.

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Cole Schotz P.C.



GLENN KAZLOW

FIRM FACTS:

- **Year founded:** 1928
- **Headquarters:** Hackensack, N.J.
- **Total attorneys:** 128
- **Partners:** 85
- **Associates:** 36

With fewer than 30 attorneys, the bankruptcy and corporate restructuring practice group at Cole Schotz may be small. But last year, size didn't stop the firm from making a big splash while continuing to carve out a niche in bankruptcies involving health care providers.

In New Jersey, Cole Schotz advised Saint Michael's Medical Center on its long-anticipated sale to Prime Healthcare Services Inc., scoring bankruptcy court approval in November 2015 and then regulatory approval in March. Under the terms of the \$62 million deal, the hospital will be able to largely maintain its current staff and continue serving the Newark area.

The firm also beefed up its bankruptcy practice. In February 2015, the firm recruited Donald H. Steckroth, a former U.S. bankruptcy judge for the District of New Jersey who had presided over several notable cases during his 14-year tenure.

Meanwhile, the firm's real estate group guided Quinlan Development Group LLC and Building and Land Technology in their nearly \$90 million purchase of a self-storage facility in Brooklyn, New York. As part of the deal, Cole Schotz also negotiated the \$103 million financing for the acquisition, development and marketing of the mixed-use building Quinlan plans to construct on the site.

Much of Cole Schotz's real estate work is typical of larger firms. But it has been able to compete for business by attracting talent from Big Law and handling back-office work in New Jersey—a move that has allowed Cole Schotz to charge more attractive rates, said Glenn Kazlow, the firm's general counsel and administrative partner. "Certainly on the real estate side, we have a lot of lawyers who practiced at big firms and moved to Cole Schotz for the lifestyle we offer. They bring their experience and their connections and the same level of service that they provided with the bigger firms," he said.

—C. RYAN BARBER