

LFVA On The Move

An Update & The Low Down

From LFVA



Winter 2014

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Holiday Fiesta

LFVA kicked off the holiday season hosting their annual party on December 4th at Del Campo - South American Grill, the acclaimed new addition to the Penn Quarter neighborhood. It was fun to see familiar and new faces getting together, sharing stories, enjoying good food, drink and music.



The food included grilled salmon and ribeye, beef and vegetable empanadas and other full-flavored foods. Mint Mojitos and Chicha Rosada's were the specialty drinks and smooth Argentine red and white wines were featured as well. As a finale, lemon cake and petite smores were served to satisfy any sweet tooth.

As members and guests relaxed, they were entertained by the five-piece jazz band, Just Friends, a referral from Tracy Morris of DLA Piper.

Amid the merriment, LFVA took a moment to recognize the ALA 2013 President, Dot Mooney, Incoming President for 2014, Joe Berger, and President Elect, Beth Fowler for their service to the chapter and their support to LFVA.

A great time was had by all in celebrating this past year and looking toward to 2014 with great anticipation! Below are a few photos from the evening:

National Office Systems

Office Movers

Washington Express

President's Message



For all of us living in the DC area, we are consumed with the political

environment of Government shutdowns, employee furloughs, debt ceilings and the state of our economy. As bleak as the environment appears (at least from the media outlets perspective), it is a great feeling to be a part of a group of "Best in Industry" firms that truly enjoy doing business, and more importantly, maintaining great business relationships with members of the legal community. As we begin a new year, all of us in the DC area recall dealing with many challenges in 2013 such as sequestration, government shut downs, and new healthcare programs to name a few, but we traditionally end the year with a Holiday Party and this year was no different, as we held the event at Del Campo restaurant. In my opinion, it was one of the best events that we've hosted. I thought that the atmosphere, the venue, the food, the music and of course our guests were outstanding!

It was a personal pleasure to present gifts to Dot Mooney (current ALA president), Joe



ALA Executive Committee - L to R: Tracy Morris/ DLA Piper, Kristine Miller/ Sughrue Mion, Beth Fowler/ Robbins Russell, Adele Hook/ Eichner and Norris, and Dot Mooney/ Brickfield Burchette Ritts and Stone



LFVA Executive Committee - L to R: Steve Martin/ Gensler, Carla Enterline-Heger/ fahrenheit LLC, Joe Alvarez/ NOS, Craig Church/ Miller's Office Products, Gil Carpel/ Washington Express

Berger (incoming ALA president) and Beth Fowler (ALA President-Elect). It was also wonderful to recognize Jim Leary & Sharon O'Meara for their many wonderful years of contribution & service to the legal community.

As I look ahead, 2014 looks like a promising and busy year with many law firms expanding, relocating, and merging. It should be an interesting & exciting year. With the assistance of "our" legal community, the LFVA continues to grow and thrive. As I see the members that make up the LFVA, I see not only the "best in industry" firms & leaders in their fields, but more importantly, a group of individuals that have a deep respect & admiration for the legal firm managers & administrators that they serve. I see individuals who are grateful to their friends in the legal industry for their past association and looking forward to the opportunity to keep earning their trust and respect.

My very best wishes to you and yours for a healthy, happy, and prosperous 2014!

Cheers,
Joe

Joe Alvarez, LFVA President
National Office Systems, Inc.

ALA
Capital Chapter
Announcements



L to R: Dot Mooney and Joe Alvarez



L to R: Beth Fowler and Joe Alvarez

**Change of Gavel & Member
Appreciation**

Thursday, March 20, 2014

11:45AM - 2:00PM

W Washington

515 15th Street, NW

Washington, DC 20004

Free to Members (Sponsors by
invitation only)

**ALACC Foundation
Fundraiser**

"The Casino at Monte Carlo"

Thursday, April 10, 2014

6:00PM-9:00PM

W Washington

515 15th Street, NW

Washington, DC 20004

Ticket price: \$50. / available
online soon

For more information on the
above events, contact Scoti
Dodson at

sdodson@alacapchap.org

or call 202-419-1539.

**LFVA Continues
Support of KEEN
at KEENFest 2013**

On Saturday, October 19,



L to R: Jim Leary, Sharon O'Meara and Joe Alvarez



L to R: Francisco Gonzalez/ Gensler, Carla
Enterline-Heger, Christian Amolsch/ Gensler

2013, KEEN (Kids Enjoy Exercise Now) of Greater DC held its annual fundraising gala at the Capital Hilton Hotel in Washington, DC. LFVA continued its support of this wonderful organization by being a sponsor of the event. KEEN is a non-profit volunteer-led organization that provides one-to-one recreational opportunities for children and young adults with developmental and physical disabilities at no cost to their families and caregivers. In school gyms throughout Washington DC, Maryland and Virginia, hundreds of children with disabilities come together every week to exercise, develop social skills, gain confidence and be part of the KEEN team.

KEEN has opportunities for both individuals and groups to participate as volunteers in their weekend programs. Volunteers and sponsors are also needed for their annual golf tournament and sports festival. Visit their website, www.keengreaterdc.org, for more information or contact them at info@keengreaterdc.org.



L to R: Pam Gagliardi/ Kirkland & Ellis, Jeff Mulvihill/ Miller's Office Supply, and Jackie Hall/ Kirkland & Ellis



L to R: Cindy Conover/ Troutman Sanders, Sheila Bonham/ Drinker Biddle, and Sabine Curto/ Kirkland & Ellis



LFVA members and family attend

KEENFest, L to R: Kathleen Alvarez/Brickfield Burchette Ritts & Stone, Joe Alvarez/NOS and LFVA President, Rebecca Durfee and Jim Durfee/Office Movers and LFVA Past-President.

Check Us Out!

[Our Website](#)

View our photos on [flickr](#)

LFVA Newsletter Committee

Lisa Rubino/fahrenheit LLC

Meghan Dunn/ADC Corp.

Joanna Davis/Legal Placements, Inc.

Ed Green/HITT Contracting, Inc.

LFVA Member in the News

In the December 2013 issue of Free Enterprise, the U.S.



L to R: Craig Church, Paul Kruse/ Steptoe & Johnson, and Tracy Morris

Click [here](#) to view all the photos from this event.

LFVA Member Spotlight: Cresa

Rethinking the law firm workplace.

It's no secret that the law firm business model is going through changes. Mergers, consolidations, downsizings, and transformative technologies are causing firms of all sizes to reassess their strategies and operations.

The pressure to cut costs has become relentless. The pressure to change work processes in response to new technology has changed the nature of the work itself. Real estate—the second largest expense item, after employee costs—can go a long way toward relieving both these pressures.



Jon Olmstead, Principal, Cresa

The right space in the right location can:

Chamber of Commerce's national digital magazine, Gil Carpel and Mike Miller of Washington Express highlight their expansion into Visa Expediting, Document Legalization, and why they acquired a 78-year old DC florist. Click [here](#) to read the full article.

- **Drive down costs**, including the cost-per-attorney, by 15%, 20%, or more.
- **Streamline operations**, using proven metrics and analysis to identify opportunities to increase efficiencies.
- **Attract and retain desirable lawyers**, who are qualified, available, and ready for a competitive, technology-savvy workplace.
- **Enhance your brand image** with an office that differentiates your firm from others in the marketplace.

Law firms reconsidering their workplace requirements can now choose among many different types of spaces- universal-sized offices, transparent vs. private, individual workspaces with team touchdown spaces, intermediate and informal spaces, nomadic/hoteling spaces-all in light of a number of converging trends:

- **Highly mobile lawyers** must be accommodated as they move from office to office-they require a comfortable space in each location to do their jobs effectively.
- **Mobility technology**-smartphones, tablets, WiFi, etc.-is changing work practices, suggesting shifts in both the utilization and mixture of the types of space required.
- **Contract attorneys and contingent staff** are creating the need for more flexible workspaces to perform large document reviews and other temporary but demanding projects.
- **Furniture innovations**, such as partition systems, are being designed for maximum flexibility and can be reconfigured quickly in response to changing needs.

As you think about your real estate, there are new considerations that need to be weighed in light of the shifting market for law firm services, including:

- **Consolidation**

Cost pressures create demand for a more efficient workplace. This is especially important following a merger, when the changing ratio of administrative staff to attorneys dictates a change in the ratio of required support space.

• **Relocation of administrative functions**

Many firms have discovered the cost benefits of moving non-client-facing staff to lower-cost space. Some have even set up operations centers in outlying markets or smaller cities with lower labor costs.

• **Rightsizing**

Office sizes are being reduced in most industries, and law firms are no exception. Reconfiguring the offices of both partners and associates can drive improved effectiveness while reducing the square footage per attorney.

• **Flexibility**

Your office space needs to be able to adapt to the changing needs of your firm. It must be able to grow as you grow, reduce if you need it to, and- in the event of a merger-be able to vacate and liquidate.

• **Sustainability**

The forces driving the adoption of green practices have passed the tipping point, with law firms demanding space that gives their people a friendlier environment, significant energy savings, marketing and image benefits, and the simple but potent satisfaction that comes from "doing the right thing."

As law firms face a future of intense competition, fee pressures, new pricing models, and myriad other challenges-the list seems endless-it just makes sense to rethink your real estate. The firm of the future will need a cost- effective workplace, built for flexibility, that can grow, reduce, and otherwise adjust to changing market environments.

Key Metrics

Every law firm has its own set of space requirements, but figuring out what those are can be difficult. You should start with a set of basic metrics that include:

- Current occupancy cost as a percentage of revenue
- Average annual occupancy cost per attorney
- Average annual occupancy cost per employee
- Average square feet per attorney
- Firm revenue trend / projections
- Firm expenses and projections
- Expense-to-revenue ratio trend
- Attorney growth

- Revenue per-attorney trend
- Expenses per attorney trend
- Profit-per-partner trend

Cresa is an international commercial real estate firm that exclusively represents tenants and provides services including corporate services, strategic planning, transaction management, project management, facilities management, workforce and location planning, portfolio/lease administration, sublease management, capital markets, supply chain management, and sustainability.

New Life for Old Leather

Over time, a great piece of leather furniture may need to be revamped. ADC has a process that can give new life and use to a worn piece. Once the piece has been picked up and delivered to our warehouse, the finish is removed and the damages repaired. Color is then applied that has been mixed to match the original color. The final step in the process is to apply a new finish to protect the color.

Take a look at our photo below to get an idea of what you could do. The process is simple, affordable and fast. Depending on how many pieces there are, the timeframe can be from two days to a week.

For more information please contact Meghan Dunn at 240-880-1877.



Before

After

