

## The highest level of client service. It's all we practice.

**At Phillips Lytle, we know only one approach to client service. It's practiced by every one of our attorneys in each of our eight offices. It's why we've been doing what we do for more than 180 years. It's ingrained in who we are. It's The Phillips Lytle Way.**

We're fully dedicated to our clients and our work on their behalf. We learn how each defines success, and then help identify how to get there. We learn all there is to know about a client's business and industry, formulating strategies aimed at the best decisions that fit within defined goals. And we prove our worth as go-to members of the team at every turn.

We take great pride in working this way for clients who are among the top companies in the country – some of whom are on the FORTUNE 500 and FORTUNE Global 500 lists. We are proud of our relationships with start-up companies, entrepreneurs and family-run businesses that shape the business climate and create jobs in our communities.

When Phillips Lytle was founded in 1834 as a one-man office, Orsamus H. Marshall couldn't have imagined that what he started would result in a law firm of regional and national prestige. Recognition by *The Best Lawyers in America*<sup>®</sup>, *U.S. News - Best Lawyers*<sup>®</sup>, *Super Lawyers* and *Chambers USA* didn't happen by chance. It was bestowed on us through the glowing feedback gained from our satisfied clients and peers.

While we've grown and evolved during our 180-year history, we've always held fast to the principles upon which our firm was founded, "Accept great trusts and responsibilities and fulfill them with the utmost skill and fidelity." Our growth has only made us more ready and able to better aid clients from coast to coast and around the globe – from an office in Canada to provide cross-border expertise, to one in DC focusing on international business and political matters.

### HISTORY

We are proud of our firm's rich heritage. Established in 1834, Phillips Lytle has had a distinguished roster of attorneys, including a U.S. president (Grover Cleveland), a governor, a mayor, cabinet members, justices of the Supreme Court, county judges, members of the assembly and state legislators. And while times have certainly changed, Phillips Lytle's commitment to our clients has remained strong throughout the decades.



*Phillips Lytle provides representation to some of America's best companies and global financial institutions with complex litigation, high-end disputes or transactions, and sophisticated commercial banking and lending matters.*

## PHILOSOPHY

At Phillips Lytle, we've always aimed to be a truly client-focused law firm. This means pooling legal expertise from our multiple practice areas and industry teams on a case-by-case basis in order to meet the specific needs of a client. This cross-disciplinary approach enables us to tailor our resources to a client's exact situation, rather than limit their options and chance for success.

This is what makes us a full-service law firm. It's more than offering a complete menu of practice areas. It's fully servicing the client's needs by marshaling various attorneys with the right mix of expertise into a collaborative, customized team. This is what we believe. And this is what has garnered success for us and client after client for 180 years.

## PARTNER ORGANIZATIONS

An important part of our practice is the strong relationships we have developed with industry and business advocacy groups. Our attorneys are proud of the commitments they have made in furthering these organizations' efforts. The wealth of information that is gathered from these impressive groups is shared with our clients to provide insight into their industries and their businesses.

- Albany-Colonie Regional Chamber of Commerce
- American College of Bankruptcy
- American Council on Renewable Energy
- American Health Lawyers Association
- American Immigration Lawyers Association
- Association to Invest In the USA (IIUSA)
- Bar Association of Erie County
- Buffalo Niagara Enterprise
- Buffalo Niagara Partnership
- Builders Exchange of Rochester
- Business Council of New York State, Inc.
- Center For Economic Growth
- Communitech
- Construction Exchange of Buffalo & Western New York, Inc.
- Consulate General of Canada in New York
- Defense Research Institute
- DuPont Primary Law Firm Network
- Equipment Leasing and Finance Association
- Greater Kitchener Waterloo Chamber of Commerce
- Greater Rochester Association for Women Attorneys
- Greater Rochester Enterprise
- Historical Society of the Courts of the State of New York
- Independent Oil and Gas Association of New York
- International Council of Shopping Centers
- International Technology Law Association
- LawExchange International
- Litigation Counsel of America
- Monroe County Bar Association
- Nassau County Bar Association
- National Association of College and University Attorneys
- National Brownfield Association
- National Futures Association
- National Minority Bar Association
- National Native American Bar Association
- New York City Bar Association
- New York State Association for Affordable Housing
- New York State Economic Development Council
- New York State Wireless Association
- Northern Virginia Technology Council
- PCIA - The Wireless Infrastructure Association
- Rochester Business Alliance
- Rochester Downtown Development Corporation
- South Asian Bar Association
- The Indus Entrepreneurs (TiE Global)
- World Trade Center Buffalo Niagara

**DIVERSITY**

One of the core values of Phillips Lytle is our commitment to foster an inclusive environment where all individuals succeed professionally and contribute to our communities. We believe that what we offer our clients is enhanced by contributions from diverse sources. The extent of our commitment to this core value is reflected in numerous ongoing activities that take place across the firm.

**AFFILIATIONS**

Important aspects of our practices are the strong relationships we have developed with industry and business advocacy groups. Our attorneys are proud of the commitments they have made in furthering these organizations' efforts. In addition, the wealth of information available from these impressive groups is shared with our clients to provide insight into their industries and businesses.

Examples of our affiliations include:

- DuPont Primary Law Firm Network
- LawExchange International

**COMMUNITY LEADERSHIP**

Doing our part. At Phillips Lytle, it's not just an ideal – it's a philosophy. We believe it's our duty to make our community a better place to live for everyone. That's why Phillips Lytle takes an active role in leading, sponsoring and supporting professional, civic and charitable organizations. Through the years, we've made financial commitments to more than 400 local and national organizations. Our attorneys are active on more than 250 boards, and are encouraged to take on pro bono work. And we will continue to make community leadership a priority for many years to come.

**PRACTICE AREAS**

At Phillips Lytle, we pride ourselves on being a multi-faceted law firm – strong in a wide range of practice areas and nimble enough to meet and exceed all of our clients' expectations. Below are our various practice areas and areas of expertise.

Appellate

Banking & Financial Services

- Acquisition Financing
- Affordable Housing/Tax Credit Financing
- Asset-Based Lending
- Branch and Portfolio Sales and Acquisitions
- Capital Market Transactions
- Commercial Mortgage Loans
- Construction Loans
- Cross-Border Financing
- Letters of Credit
- Loan Restructuring/Workouts
- Purchase, Sale, Servicing and Securitization of Assets
- Small Business Loans
- Syndications and Participations
- Tax-Exempt and Taxable Bonds
- Trade Finance

Bankruptcy & Creditors' Rights

Brownfields

Business Litigation

- Auto Dealership Foreclosure
- Banking/Lender Liability Litigation
- Breach of Contract
- Business Torts
- Concessions Law
- Consumer Finance Defense Litigation
- E-Commerce/Computer Law
- ERISA
- Franchise and Distributorship Relations
- Fraud/RICO
- Health Care Litigation
- Machinery/Technology Warranties
- Professional Liability
- Real Estate Litigation
- Securities Litigation
- Shareholder/Member/Partnership Disputes
- Tax Litigation/Investigations
- Trade Practices/Antitrust
- Workplace Fraud/Unfair Competition

Canadian Cross Border

Class Action

Community Association Law

Construction Litigation

Corporate

Crisis Response & Management

Data Security & Privacy

Education

Education - Campus Accountability

Employee Benefits & Executive Compensation

Energy

Environment

- Brownfields Redevelopment
- Contaminated Sediment Management
- Environment Litigation
- Land Use & Zoning
- Regulatory
- SEQRA/Environmental Impact Review
- Transactional Due Diligence

Family Wealth Planning

Food

Franchise

Government Operations

- False Claims

Health Law

Immigration

- B-1 Business Visitors
- E-1 and E-2 Treaty Visas
- H-1B Specialty Occupation
- L-1 Intracompany Transfer
- TN Work Permit under NAFTA
- Visas and Entry Documents (I-94)

Insurance Coverage

Intellectual Property

- Brand Protection and Trademark Registration
- Copyright Litigation
- E-commerce and Cyber Piracy
- Intellectual Property Insurance Coverage
- Licensing and Technology Transfers
- Life Science & Biomedical Patent Expertise
- Patent Analysis and Opinions
- Patent Litigation
- Patent Preparation and Prosecution
- Patent Reissue and Reexamination Proceedings
- Trademark and Trade Dress Litigation
- Trademark Oppositions/Cancellations

International

- Customs & International Trade
- Export Controls & Economic Sanctions

Labor & Employment

- Advice and Counseling
- Alternative Dispute Resolution
- Employment Litigation
- Labor Relations Law
- Training Programs/Risk Management
- Workplace Health and Safety (OSHA)

Litigation

Manufacturing

Mergers & Acquisitions

Nanotechnology

Not-For-Profit

Optics, Photonics and Imaging

Personal Injury – General Tort Litigation

- Premises Liability
- Vehicle Accidents
- Workplace Accidents

Personal Injury – Products Liability/Health Effects

- Asbestos
- Chemical Exposure/Toxic Torts
- Consumer Products
- Pharmaceutical Defense Litigation

Project Development

Public Finance

Real Estate

- Acquisitions & Dispositions
- Commercial Leasing
- Condominiums/Home Owners Associations/Co-Ops
- Real Estate Development
- Real Estate Finance
- Real Estate Litigation and Workouts
- Title Insurance

Securities

Tax

Telecommunications

Unmanned Aerial Systems

Venture Capital

White Collar Criminal Defense & Government Investigations

LOCATIONS

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30 South Pearl Street  
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125 Main Street  
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F(716) 852-6100

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