

## McCarter & English Leaders Bullish On Growth And People

By Jake Maher

*Law360 (November 10, 2022, 4:45 PM EST)* -- McCarter & English LLP has had a good 2022. The Newark, New Jersey-based firm posted a record year in revenue and revenue per lawyer, and profits per equity partner topped \$1 million for the second year in a row.

It also opened offices in Indianapolis and Miami, added partners including a former New Jersey Supreme Court justice, and won awards for its pro bono work, and the firm's leaders say there's more of the same to come.

"Last year we had strong numbers, but it really was more a year of long-term investment. I think that'll continue. I think it'll pay dividends in 2023 and beyond," firmwide managing partner Joe Boccassini said.

Boccassini and Joe Lubertazzi, chairman of the executive committee, spoke to Law360 Pulse about this year's success and how to build on it in 2023. This interview has been edited for length and clarity.

### How do you account for the success the firm saw this year? What strategies produced that result?

**Joe Boccassini:** For me, it always comes down to our people. The success we have generated over the last six to 10 years has been the result of our people.

One of the biggest sources of pride that we have this year is not just our success but the success of our women and diverse colleagues. Six of our top rainmakers were women or diverse attorneys. I think that's a testament to the environment we're trying to build here: that anyone can succeed, and we're trying to bring out the best in each other and have representation across the firm.

The success of our firm is really a reflection of the success of our diverse colleagues.

**You've made big-name hires like former Justice Jaynee LaVecchia the last year and people like Guillermo Artiles and former Chief Judge Jose Linares in the years before that. What role has hiring played in your success?**



Joseph Lubertazzi, Jr.



Joseph T. Boccassini

**Boccassini:** What we always look for first is, the person has to be the right fit for the firm before we even start talking about their practice and who their clients are and what their business looks like.

Those people have created, I'd say, two new practices for McCarter & English. Guillermo has basically taken the government affairs practice and built it into one of the top government affair teams, certainly in Newark but also across our footprint.

And Judge Jose Linares has built a world-class ADR practice that Justice LaVecchia will build on. I think there's more in the future for that.

### **Are there any particular successes or victories McCarter & English saw last year that you want to highlight?**

**Joe Lubertazzi:** I don't know that any win jumps out that would hit the papers, but it's consistent results obtained for clients. We do a lot of insurance coverage work for clients that are subject to product liability claims, whether it's talc claims or opioid claims or earplug claims, and we're nationally known for securing insurance coverage for our clients.

By and large, we're not trying the cases and it doesn't make the headlines, but behind the scenes we are obtaining significant, eight-, nine-figure settlements for clients in insurance coverage.

We're also the recipient of numerous volunteer awards and pro bono awards. Our pro bono director, Michelle Pallak Movahed, has a passion for pro bono work covering many areas: social justice, homelessness, expungement. To say she has a passion is an understatement. We're very proud of what I would call the nonpaying work that we do, the pro bono work.

### **Could the results of the midterm elections affect any of McCarter & English's practices?**

**Boccassini:** Change always comes. Whatever happens in terms of the elections I think our practices are pretty well set up. We're pretty balanced across the firm.

The one area that's directly tied into the elections is the government affairs group. It's been an intentional effort to add talent on both sides of the aisle. Whatever's going on, whether it be state or federal, with who's in power, you still need people on both sides of the aisle.

We have the ability across our footprint and beyond including on a federal level to help clients regardless of the results of the election.

### **How is McCarter & English preparing for a possible economic slowdown in the upcoming year?**

**Boccassini:** When we say we're balanced in terms of the political winds, we are very balanced in terms of economics things, too. It's one of the reasons we call ourselves a full-service firm. We have practices that advance with the economy and we have practices that advance when the economy is not doing so well.

We take a long term view and recognize that there are going to be some times when the economy is hot and corporate is going to be propelling the firm forward. And there are going to be other times when that's not the case and that bankruptcy group will be propelling the firm forward in those times.

Whatever comes, I think we're prepared.

### **What plans does McCarter & English have for continuing its success in 2023?**

**Boccassini:** We're looking to take what we put down in Miami and Indianapolis and start to grow it and add practice areas and add good people to that.

**Lubertazzi:** Until we start speaking about it internally, we don't realize how many contacts McCarter already has in Indianapolis and how many client needs we already have in Miami. We're finding that as we increase the number of our office locations that we're able to ramp up our operations fairly quickly. And our reputation, in our humble opinion, continues to grow and expand geographically. So we do expect that in an era of decreasing client legal needs, we are going to continue to expand.

For us, life is good.

--Editing by Brian Baresch.