

The move to Tampa brings new Gunster attorneys (l to r) Jeffrey Shear, Brian Wright, Jim Soble, Mark Ragusa, Bruce Lamb, David Shear, Mitchell Robiner, Debra Boje, Paula Bentley



TAKING THE NEXT STEP:

Gunster Expands to Tampa

West coast presence strengthens
Florida's Law Firm for Business
in the areas of health care,
business litigation, real estate,
estate planning and
corporate practice areas.

As Florida's second largest metropolitan area with more than 4 million residents, the greater Tampa Bay area is the business cornerstone of Florida's west coast. In fact, the region's prominence is evidenced by hosting the 2012 Republican National Convention. The leadership at Gunster knew it needed a strong presence in this key city to continue to add to the firm's statewide footprint and build upon its identity as Florida's Law Firm for Business.

"We recognized Tampa as a necessary market for Gunster some time ago," says Gunster Managing Shareholder H. William Perry. "Gunster does not expand for growth's sake. We seek the right people and the right opportunity. We look for lawyers who are leaders in their field and leaders in their communities. We want

Gunster to become an integral part of the community, and the opening of this office is our first move in building a full-service presence in Tampa."

Gunster opened the downtown Tampa office at the end of 2011 and began 2012 with a robust practice comprised of seven shareholders and two associates. Areas of focus include health care, private wealth services, real estate, business litigation and corporate law.

David Shear, past president of The Florida Bar and a corporate, real estate and banking attorney, has been an engaged member of the Tampa business community throughout his many years of practice. After meeting with several firms that were interested, he thought Gunster's philosophy and approach may be right for the Tampa team who had been together for many years.

"We are heavily invested in this community and the clients we serve," says Shear. "It was important to us to enhance our scope of practice, but we wanted to be sure there was more to it than that. While Gunster brings the expertise and partnership we were looking for, they also share our philosophy of community service and giving back. This is one of the best managed firms I've seen in my career. We are pleased to bring our strengths to supplement this dynamic team."

While exploring partnership opportunities, the Tampa attorneys recognized the 85-year commitment Gunster has to Florida and its vision for growth. The firm's long history, statewide reach and wide spectrum of services for commercial clients were attractive to the team and ultimately helped determine that Gunster was their best fit.

Debra Boje, a trust and estate planning attorney, is pleased with the expanded access to services she now has for her clients. "The client benefits when we have an unusual or specialized area of law where consultation is needed," says Boje. "Gunster has great strength as a full-service firm. There are many attorneys with niche areas of experience that we can call upon for assistance in almost any scenario."

As a well-regarded commercial real estate attorney in Tampa, Jim Soble now has the ability to leverage the entire real estate and land use team from Jacksonville to Miami. "It's been great to see the way the network collaborates for our clients. We are stronger together with broad-ranging and diversified experience. It's a win-win for the attorneys and Gunster, and especially for the clients we serve in Tampa and across the state."

Gunster continues to build upon its strategic vision to be Florida's Law Firm for Business. On August 1, Gunster announced its expansion to The Florida Keys with the opening of its tenth office in the Ocean Reef Club in Key Largo. Timothy Thomes will anchor this office which will focus on business litigation, estate planning, and real estate law. The Florida Keys office will provide access to the full-service firm for Florida's southernmost clients.

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Tampa Expansion Increases Gunster's Health Care Expertise

Health care providers build their business by providing a high level of quality care. However, ask any provider and they will tell you that regulations and reimbursements create the framework on which they must structure their services. With the addition of the Tampa office, Gunster added attorneys who have a great deal of experience in the health care industry and in dealing with these issues.

Bruce D. Lamb joins Gunster as a shareholder and leader of the health law practice and concentrates on the representation of professionals and health care entities before regulatory bodies and business relationships between health care providers.

"While we were looking for a firm that would enhance our presence in Florida, Gunster was implementing a strategic plan



Bruce D. Lamb brings his extensive experience in health care law to the Gunster team. Tampa Shareholders (l to r) Jeffrey Shear, Debra Boje, Brian Wright, Bruce Lamb, Paula Bentley, Mark Ragusa

to build upon its health care expertise," says Lamb. "It's been a strong marriage, and our clients across Florida benefit as a result."

Lamb brings 20 years of health care industry experience ranging from contractual hospital/physician group agreements to regulatory and acquisition expertise. He has seen the evolution of health care and knows the strongest way for health care providers to provide quality care and

remain profitable is to stay ahead of the curve on regulatory changes and reimbursement procedures.

"We serve our health care clients by being proactive," says Lamb. "We provide structure and stay abreast of new regulatory and administrative processes which enables the providers to concentrate on what they do best."