



Serving a multitude of clients led
this corporate law firm to expand into new
specialties and geographies.

Hinman, Howard, and Kattell

Meeting Needs





Not many companies can say they've been servicing some of the same clients for more than 100 years, but the team at Hinman, Howard, and Kattell—established in 1901—is doing just that. Surviving as a business for that many years is no small feat, and Binghamton, NY-based HHK has certainly had to adjust over the years to prosper.

“We have represented many large corporations that were established in the Binghamton area and grew into multinational companies. To be able to do that work and not be displaced by a New York City or Washington, DC law firm, we had to develop a large base of experience in many different areas,” said James Orband, who joined the firm out of law school in 1984 and became managing partner in 1999.

Indeed, meeting client needs led HHK to grow from about 55 lawyers in the late 1990s to 110 today. It also set up satellite offices in Albany, Latham, Oneonta, Oswego, Syracuse, White Plains, and New York City, NY; Boynton Beach, Fla.; and Scranton, Pa. Most satellite offices were the result of a merger with an existing firm in the area.

Another reason for the geographic expansion was that a law firm of that size in relatively

small Binghamton led to partners and associates “bumping into” each other fairly regularly, said Larry Anderson, assistant managing partner.

The satellite solution has worked well, said Orband, with a symbiotic relationship occurring between headquarters and other offices. “A lot of business flows between the offices, and we look for the expertise of the attorneys in our satellite offices to supplement what we have here in Binghamton,” he said.

Good works

The firm's founding partners, Harvey Hinman, Archibald Howard, and Thomas Kattell had strong political connections. Hinman ran for governor of New York; his son, George, was a key player in the Nelson Rockefeller administration; and Larry Anderson's father, Warren, was a state senator for 35 years, 14 of them as majority leader.

“I think those political connections were significant,” said Anderson. “They helped our firm earn state-wide recognition.” Today, the firm continues in the vein of public service by becoming deeply involved in the communities where the attorneys work and reside. Orband noted that the firm does not believe in advertising, instead relying on word of mouth and the good works of firm members to let the community know about its services.

About five years ago, Orband and his colleagues learned that IBM was planning to sell its microelectronics business, located on the original IBM site in nearby Endicott. Realizing this could mean the loss of about 6,000 jobs in the area, Orband quickly coordinated a group of local investors to purchase the business, including 62 buildings on 150 acres of land.

Today, Endicott Interconnect Technologies is a thriving business with more jobs than when the venture started. “That shows how our attorneys think about this community and the things we are willing to do to promote it and save what we have,” said Orband.

More recently, the partners at HHK stepped in to help revitalize an area of downtown Binghamton that had become quite run





Endicott Interconnect
Technologies

proudly supports

James Orband

and the entire

Hinman, Howard & Kattell
Team

1093 Clark Street, Endicott, NY 13760
www.endicottinterconnect.com



*Congratulations to Jim Orband
and Hinman, Howard
& Kattell, LLP
for their many fine
achievements!*



commercial services

mobile shredding

record storage center

vault storage

Since 1947 **ROGERS Service Group** has been proudly meeting the transportation and warehousing needs of the Greater Binghamton community. **ROGERS Service Group** continues to deliver value-added services that greatly enhance and support the businesses and families we serve.

245 Clinton Street, Binghamton, NY 13905
(607)797-7333
www.rogersservicegroup.com

*Life Changes.
Security Mutual Will Be There.*

Security Mutual has been providing financial solutions to people across the nation for 120 years.

Make sure the changes in your life are included in *your* financial plans. To get started, **call 1-800-346-7171 to obtain a complimentary copy of our insurance planning guide.**



LIFE INSURANCE • DISABILITY INCOME INSURANCE • ANNUITIES
RETIREMENT AND ESTATE PLANNING SERVICES
SPECIALTY PLANS FOR EMPLOYERS AND THEIR EMPLOYEES

 **SECURITY MUTUAL LIFE**
INSURANCE COMPANY OF NEW YORK
BINGHAMTON • NEW YORK
607-723-3551 • www.smly.com
Security Mutual... Your Partner for Life.™

▶ **WILLIAM H. LANE**

William H. Lane, Inc. and HHK have been very close partners for many years. HHK has been instrumental in providing expert legal guidance to the company. Today, Lane stands proud as one of the premier general contractors and construction management firms in the marketplace. Plans for future growth and prosperity will continue with HHK standing nearby as a business associate and friend.

down. Along with five of its clients, HHK purchased and renovated four buildings comprising almost 100,000 square feet of space. The last two buildings are just being completed, and the renovation has prompted other developers to purchase and repair other buildings on the block, said Orband.

Maintaining culture

Despite the firm's recent growth, which included a headquarters expansion from 32,000 square feet to 50,000 square feet, as well as expansions in White Plains and Scranton, Anderson said the firm continues to have the type of culture one would expect to find in a small, local law firm.

"It's gotten more difficult with our growth," he admitted, "but we nevertheless try to maintain that culture and feeling." Orband said the key to this effort is making sure no one feels alienated. "You've got to have an open-door policy and a collegial atmosphere. It's important to talk to everyone and make them feel part of the team."

In the past, almost all of the team began as summer associates, hired as interns after their second

year of law school. Although the firm continues to hire many firm members from this program, started in the 1950s, the situation has become more complex. "It used to be you would hire a lawyer as an associate, and they would either move on or become a partner and be with the firm for the rest of their career," said Anderson. "Today, people are more mobile."

As a result, the firm is now doing more lateral hires, with recent partners joining based on their expertise from places like Boston; New York City; Washington, DC; and Los Angeles. "We sometimes need to find people to fill a certain niche, and we have conducted nationwide searches to do that," Orband said.

Filling those niches is essential to properly serve clients, which continues to be the firm's main focus. "The practice of law is a service business—it's about relationships," said Anderson. "It's vitally important that we know our clients well, not only professionally but personally. If you look at our clients, we've represented some of them for 100 years, passing through several generations." ■

—Jill Rose

Congratulations!
Hinman, Howard & Kattell



William H. Lane
INCORPORATED

"Reputation is Everything!"

68 Commercial Drive, Johnson City, New York 13790
Phone: 607-775-0600 Fax: 607-775-3133 Info@whlane.com