

## NY Firm Phillips Lytle Expands With 6 New Attys

By **Adrian Cruz**

*Law360 (June 2, 2022, 4:18 PM EDT)* -- Phillips Lytle LLP announced the hire of six new attorneys across its offices in Buffalo and New York City, additions that firm management says are part of its greater plan to aggressively grow its ranks.

Partner Elliott Ehrenreich, special counsel Lucy M. Berkman and associate Sean M. Donahue joined Phillips Lytle in Buffalo, and special counsel James V. Aiosa and Chong S. Lim along with associate Ethan Reed Salant joined in New York.

Aiosa, a graduate of New York University School of Law, joined Phillips Lytle's litigation practice after a little more than five years with Orrick Herrington & Sutcliffe LLP. He told Law360 Pulse on Thursday that he chose to join the firm because of its platform, the quality of its attorneys and its approach to attorney development.

"Phillips Lytle stood out among the firms I was looking at," he said. "Their sophisticated practice including in the complex litigation, mass torts and product liability spaces was a real eye-catcher and the quality of the attorneys are top notch."

Aiosa works on a wide range of complex litigation matters in areas such as mass torts, toxic torts and product liability, representing clients both domestically and internationally on suits challenging military, commercial/agricultural and consumer products, along with employment discrimination claims.

Along with his work in private practice, Aiosa also had a stint as Queens County assistant district attorney and he also spent nearly two decades with Rivkin Radler LLP.

Ehrenreich joined Phillips Lytle's corporate practice following time at Knox McLaughlin Gornall & Sennett PC. He graduated from Duquesne University School of Law and represents clients such as businesses, franchises, physician groups and nonprofit entities on general corporate transactions, business acquisitions and financings, real estate development/construction projects, governance and health care matters.



Elliott J.  
Ehrenreich



Lucy M. Berkman



James V. Aiosa

Berkman joined Phillips Lytle's family wealth planning practice after a stint with Lipsitz Green Scime Cambria LLP. She graduated from the University of Miami School of Law and focuses her practice on estate planning, estate and trust administration and other related areas including the preparation of documents such as wills, healthcare forms and powers of attorney.

Lim joined Phillips Lytle's litigation practice after three-and-a-half years with McCalla Raymer Leibert Pierce LLC. A graduate of St. John's University School of Law, his practice focuses on financial services litigation, including representing financial institutions on contested mortgage foreclosure actions.

Donahue joined Phillips Lytle's land, environment and energy practice group after two-and-a-half years as a special advisor with the U.S. Environmental Protection Agency. He graduated from the Florida State University College of Law, and his practice is focused on areas such as environmental compliance, regulations, litigation and due diligence.

Salant joined Phillips Lytle's banking and financial services group after interning at Plant Medicine Law Group LLP. He graduated from UCLA School of Law and will work on financial institutions in secured transactions, commercial real estate transactions, construction lending, middle market transactions and small business lending.

Jeff Schwartz, who leads the Albany office, told Law360 that during the firm's last round of strategic planning, he and the other leaders set a goal of increasing the Phillips Lytle headcount by another 40 attorneys. Since the start of 2022, Schwartz said the firm has already hired 12 new attorneys and it expects to have large summer and fall associate classes.

"We've hired across various practice groups and levels, trying to keep that momentum going," he said. "It's a diverse group with some BigLaw people, folks from out of the area. I don't know if the business of law is necessarily sexy, but in my world, this is some sexy stuff."

Schwartz, who's been heavily involved with lateral recruitment at Phillips Lytle, said that some of the ways the firm works to distinguish itself in the eyes of potential recruits is by highlighting the way it handles professional development, growth opportunities and other benefits beyond just monetary compensation.

"While there's been incredible pressure on comp and we're certainly happy to pay for talent, as long as you're paying people what they deserve, it's not about every last dollar," he said. "People see that there's a good platform for growth and mentoring. We've also invested in the tech side of things and hired a business development person to complement our marketing."

Phillips Lytle currently has around 200 attorneys located across its six New York locations, Washington, D.C. and Canada.

--Editing by Alex Hubbard.

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Chong S. Lim



Sean M. Donahue



Ethan Reed Salant