

Chicago Daily Law Bulletin

Volume 158, No. 193

Kelly works to build consensus

Kelley, Drye & Warren leader helps attorneys set goals and develop plans

BY JOHN FLYNN ROONEY
Law Bulletin staff writer

As managing partner of Kelley, Drye & Warren LLP's Chicago office, Henry T. Kelly said he wants to provide the office's lawyers with the support needed to develop their practices.

"The main challenge is to find ways to support our lawyers here in Chicago to grow their practices in a market that is stagnant at best and declining in many areas," Kelly said.

The firm, formed in 1836 in New York City, later became international with six U.S. offices, including Chicago, and a small office in Brussels, Belgium. The Chicago office opened in 1988.

The firmwide roster consists of about 300 lawyers, including 22 in Chicago, Kelly said.

"We operate by building consensus over" matters, Kelly said.

In the local office, about 40 percent of the lawyers work on litigation, another 40 percent handle corporate or transactional matters and the remaining 20 percent focus on regulatory issues, including telecommunications and energy, he said.

"One of the biggest challenges in today's market is how do we as lawyers market our services to new and existing clients," he said.

So partners, senior associates and young lawyers in the Chicago office meet regularly to discuss plans and set goals, he said. They also discuss ways to provide young lawyers with opportunities to develop client relationships, including marketing events and traveling to meet with prospective clients, he said.

Kelly, known as Hank, took over as managing partner of Kelley,

Drye's local office in 2006. He primarily handles telecommunications litigation representing communications companies.

"I think we spend more time now as a firm, not only in setting goals, but also finding ways to help lawyers take action on those goals," Kelly said. "I find myself spending a lot more time doing that now than I did in 2006."

Timothy R. Lavender, a Kelley, Drye partner in Chicago, worked with Kelly since 2003.

He called Kelly an amiable person whose positive energy makes him an effective manager.

"Lawyers do not like being managed," Lavender said.

"I think Hank has the proper amount of balance between cajoling the partners into complying with whatever management wants us to do. Or, making us see how our compliance fits within the larger picture of the firm."

Kelley, Drye's firmwide strength remains in litigation and regulatory matters, Kelly said. Those two areas also provide continuous strength in the Chicago office.

The corporate practice group remains busy, he said.

"In the Chicago office, we've done well the past several years even with the downturn in the economy," he said.

"We're a fairly conservative firm and I don't think that we as a firm try to be something we're not."

Last year, Kelley, Drye merged with a Los Angeles firm consisting of about 20 lawyers, Kelly said. He said he believes the firm would consider a similar growth strategy in other markets.

"If there was the right mix with another firm in Chicago, we would be interested in doing something like that," he said.



Henry T. Kelly

Managing Partner, Kelley, Drye & Warren LLP's local office

- **Location:** Chicago.
- **Size:** Firmwide revenue of \$223 million for 2011.
- **Lawyers:** 22.
- **Age:** 51.
- **Law school:** The John Marshall Law School, 1987.
- **Organizations:** Hearing Board chairman, Illinois Attorney Registration & Disciplinary Commission; member, University of Illinois economics department's Economic Development Council; and member, President's Advisory Council for Christ the King Jesuit College Preparatory School, Chicago.
- **Interests:** He enjoys taking annual mountain backpacking trips with his wife and their three young-adult children.

"We would like to grow the office with quality practice groups and diversify some of the practice groups we have. Our goal is to find laterals and practice groups that match well with the rest of the firm."

In 2011, Kelley, Drye hired Paul R. Garcia and Douglass C. Hochstetler as lateral partners for the Chicago office.

Garcia practices trademark law and Hochstetler handles pharma-

ceutical patent litigation, Kelly said.

"We would like to continue to grow our IP expertise."

Kelley, Drye's Chicago office posted its best year from an economical perspective in 2011, Kelly said.

"We think that with the addition of Garcia and Hochstetler, we'll have an even better year this year than last year," he said.

Kelly said he spends about 30 percent of his time on firm management issues and devotes the remainder of his time to serving clients.

"Whenever we have a brief due or some pending matter, it always seems there's some minioffice crisis," he said. "The client matter always takes priority."

Philip J. Fowler, a director at Tribler, Orpett & Meyer P.C., said he and Kelly represented different clients in a complex telecommunications case.

"His work ethic was amazing but what struck me most of all (was his ability) to take real complex ideas, make them real simple and kind of take a common sense approach to resolve the issue," he said.

John J. Rock, a partner at Rock, Fusco, Connelly LLC, said he's observed his friend and neighbor, Kelly, present well-reasoned arguments in court.

"His manner of presentation to the court is always even-keeled (and) very respectful of opposing counsel," Rock said.

"He's kind of an old-school court gentleman."

Kelly, a Chicago native, grew up in Bolingbrook. While studying the U.S. Constitution in middle school, he decided he wanted to become a lawyer.

After graduating from the University of Illinois at Urbana-Champaign, Kelly attended The John Marshall Law School.

After receiving his juris doctorate in 1987, Kelly went to work at O'Keefe, Ashenden, Lyons & Ward. He remained there until he joined Kelley, Drye in 2003, primarily because of its quality telecommunications practice, he said.

Outside of the firm, Kelly serves as an Illinois Attorney Registration & Disciplinary Commission (ARDC) Hearing Board panel chairman.

"Because of his role as a hearing chair for the ARDC, we bounce ethical issues off Hank all the time," Lavender said.

jroney@lbpc.com