



Company of the Month: Brown & Altman, LLP celebrates its fifth anniversary: Real estate law firm founded by Altman and Brown

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"It is hard to fathom that it has been more than five years since we opened our doors for business," said David Altman, a founding partner at the Melville, Long Island based law firm of Brown & Altman, LLP. In March 2008, with the national and local economy set on the edge of a knife, long time friends and colleagues Keith Brown and Altman, began their endeavor to become one of the area's leading real estate firms. "Despite the downturn in the economy more than five years ago, we have worked hard to achieve our goals and objectives and with profound thanks and appreciation to our clients, friends and colleagues, I believe we have become a leader in Long Island's real estate community," said Brown, managing partner of the firm.

"We started this practice with just a hand-full of clients, the desire to succeed, and the belief in ourselves that we could grow a full service commercial real estate law practice, despite all the economic signs," said Brown. Five years later, the firm services a client base that includes national retailers, Fortune 500 companies, as well as national, regional and local lenders, and many of Long Island's leading businesses and real estate developers.

"The lessons learned as a result of the difficulties in the national and local economies proved invaluable to the growth and management of our firm," said Altman.

Brown & Altman has expanded its practice in a measured way. In February 2009, with an eye on developing a banking and transactional real estate practice, the firm hired Michael DiLeo. An experienced transactional attorney and litigator, DiLeo began his career at the prestigious law firm of Rivkin, Radler, LLP, in Uniondale. Following, he worked at the New York City law firm of Phillips, Lytle, LLP, and, thereafter, DiLeo operated his own real estate investment and consulting firm in Garden City, working with a hedge fund and real estate developers. "Michael was our first hire and, from day one, we have been very proud to have him with us," said Brown. Today, Brown & Altman serves as legal counsel to several of the area's leading lenders and is looking to grow its banking and transactional practice as the economy continues to improve.

Zoning and land use is still the cornerstone of the firm's practice. With a client base that develops property throughout Long Island, Brown & Altman, LLP are experienced in each of the Nassau County and Suffolk County townships, as well as many of Long Island's incorporated Villages. "With the recent addition of William Anderson from law firm of Farrell Fritz, P.C., the firm enhances its abilities by adding a seasoned practitioner who is familiar with the Island's eastern townships," said Brown. Before joining Brown & Altman, LLP, Anderson focused on land use, municipal, transactional real estate, banking and environmental practice. "Will's broad experience certainly adds to our ability to service our clients and his intimate knowledge of the Island's eastern municipalities adds a new dimension to our land use practice," said Altman.

"We have been very fortunate to have not only talented professionals working with us, but great people, as well," said Brown. In March 2011, John Anzalone joined Brown & Altman, LLP, fresh out of Hofstra Law School. Anzalone works in the firm's zoning and land use practice area, as well as commercial litigation. "John has a great work ethic. When we hired John, I told him never come in later than the boss and never leave before us," said Altman, and John has taken that to heart. With a growing practice, Brown & Altman has also added to its support staff as well.

According to Brown, "From day one, our objective was to diversify the firm's practice areas to become a full service real estate firm and during the past five years we have achieved that goal." The firm's attorneys also handle commercial litigation, leasing, environmental matters and corporate practice. Moreover, Brown & Altman has developed strategic alliances with other attorneys that provide its clients with access to legal counsel in the fields of bankruptcy, tax certiorari, condominium and cooperative law, estate planning and tax law, criminal practice and matrimonial law. "If the past five years have taught us anything, it is to appreciate what you have and try and make your practice recession proof, if that's possible. You always have to be cognizant of opportunities and, if the circumstances are right, we are willing to look at other practice areas," said Altman.

"We owe a great debt of gratitude to our clients and the extraordinary real estate professionals from other disciplines with whom we work. We have been blessed to meet and work with truly great people over the past five years, many of whom we consider to be our friends," said Brown. Brown & Altman works closely with many of Long Island's leading engineering and architectural firms, traffic engineers, real estate consultants, planners and environmental consultants and commercial Realtors. "Without the support of our colleagues and their belief in us, the past five years would have been very difficult and we wish to thank them," said Altman.

For Brown & Altman their five year anniversary is only a beginning. According to the firm's partners, they plan to continue to grow the practice and their presence throughout the New York metropolitan area.

For instance, the firm has recently joined forces with a New York City law firm and a Westchester based law firm, Eric Palatnik P.C. and Keith Betensky P.C., respectively, in order to expand its footprint within the New York Metropolitan Area. "The addition of Eric's and Keith's expertise in New York City and Westchester County is tremendous; it enables us to continue to grow our practice through talent with immense experience in the five boroughs and beyond," said Brown.

The firm's partners are both life-long residents, both having grown up in Northport. "Dave and I have a strong sense of community and we never forget that we grew up on Long Island and perhaps, that is why we are both drawn to real estate practice, because we want what is best for the place we call home," said Brown.

For more information about Brown and Altman, LLP, they are located at 510 Broadhollow Road, Suite 110, Melville, NY 11747, and can be reached at (516) 222-0222 or kbda@brownaltman.com.