

# BECKER & POLIAKOFF

Legal and Business Strategists



## *Legal and Business Strategists*

Our primary goal is to solve problems. Make things happen. Bypass obstacles. It's not enough to be great lawyers. We strive to go beyond what's expected. We take time to understand our clients' businesses and the pressures they face so we can provide the best advice possible.

## *Forward Thinkers*

Our willingness to initiate bold ideas and pioneer new areas of law has led to groundbreaking firsts in Community Association, International and Gaming Law. Since 1973, Becker & Poliakoff has been providing individuals and businesses with innovative strategies and practical solutions to meet their ever-changing needs.

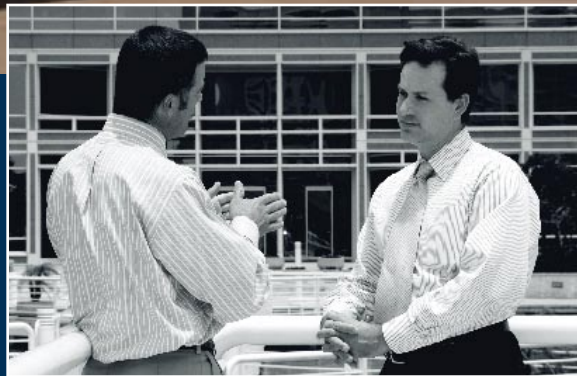
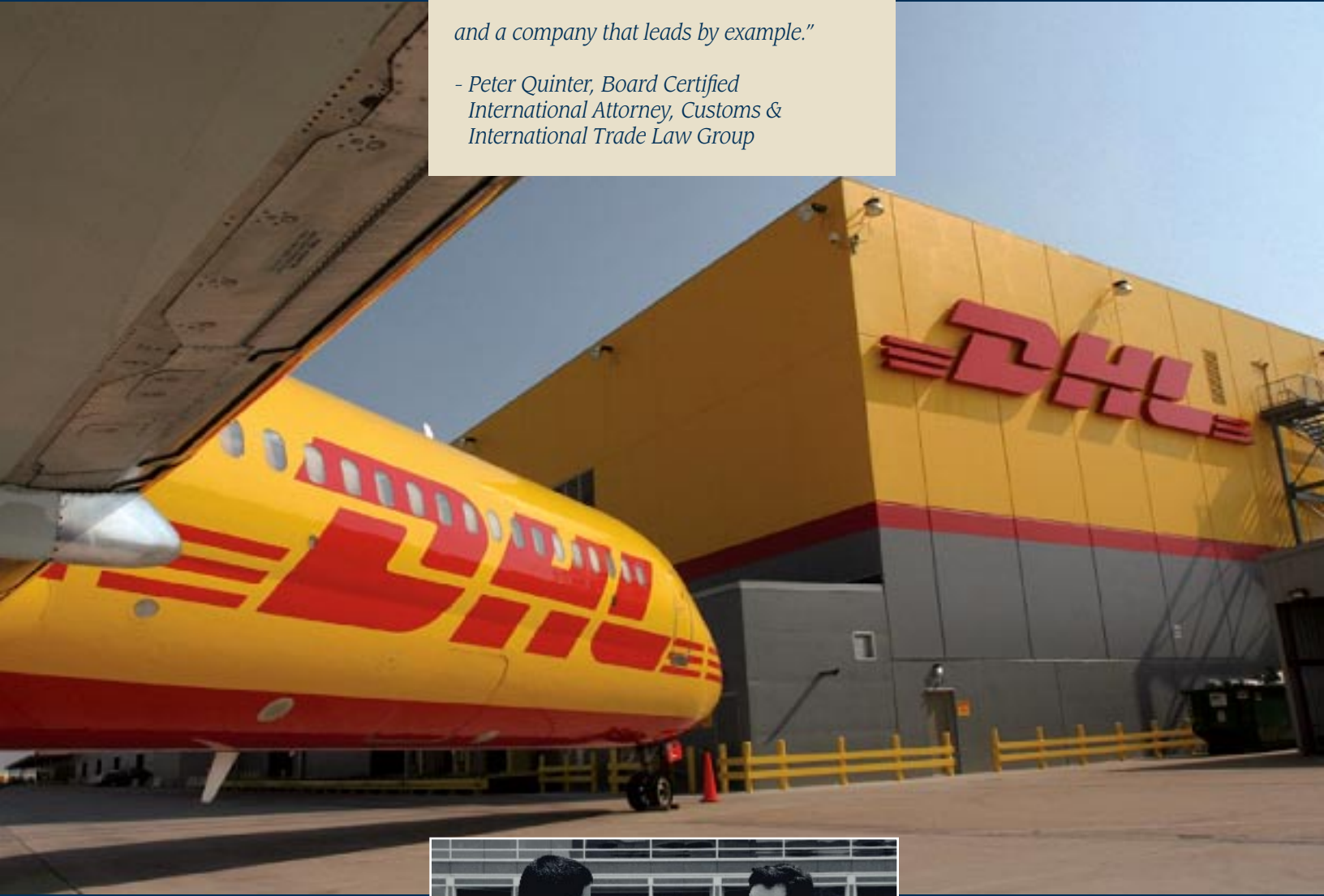
## *Local Counsel, Global Advisors*

We aggressively protect our clients' interests whether locally or around the world. Alliances with local business and political leaders, and networks of national and international attorneys provide the contacts and resources to accomplish our clients' goals.

# *WHO WE ARE*

*"DHL's rapid growth and success are unmatched. It's exciting to work with such an innovative and diverse group of people, and a company that leads by example."*

*- Peter Quinter, Board Certified International Attorney, Customs & International Trade Law Group*



*Pictured above: Jon Olin, Executive Vice President and General Counsel, DHL Express and Peter Quinter, Attorney*

*When DHL needs advice and counsel on customs and international trade issues, it turns to Becker & Poliakoff.*

## Challenge

Like most big companies, DHL has many divisions and departments overseeing their vast operations. Each department head looks for attorneys with expertise in specialized areas to meet his or her specific needs. A worldwide leader in logistics and shipping, DHL expects its outside counsel to understand the dynamics of global business as well as the nuances and intricacies of customs, transportation and trade law.

## Approach

Getting to know key players throughout the company and understanding their daily challenges and concerns allow Becker & Poliakoff attorneys to know DHL's business inside and out. By cutting through the red tape of government bureaucracy, finding innovative solutions to complex problems and minimizing shipping delays whenever and wherever possible, our attorneys deliver more than the terms of engagement.

## Outcome

Becker & Poliakoff provides DHL with legal advice and counsel in international trade law specifically recordkeeping and treaty compliance, quota classification, duty payments, cargo transportation, documentation, inquiries by Federal agencies and many other vital issues for the company's continued prosperity. Expertise in specialty practice areas, coupled with the depth and breadth of attorneys in multiple disciplines and offices worldwide, make Becker & Poliakoff and DHL true partners in each other's success.



*"The Firm's pioneering role in condominium law and experience representing several thousand condominium and homeowner associations give our real estate, construction and government attorneys a unique perspective and distinct advantage when representing developers."*

*- Jennifer Drake, Attorney,  
Real Estate Law Group*



*Pictured above: Jennifer Drake, Attorney and Esther Ridenhour, Vice President of Accounting, CMC Group.*

*When CMC Group wants to be sure its projects are done right from the onset, it turns to Becker & Poliakoff's Project Development team.*

## Challenge

CMC Group began with a vision for developing modern multifamily residential housing in Miami's downtown corridor and is now considered one of South Florida's premier luxury real estate development companies. Successful project development requires a team that understands the fast pace, intensity and high stakes of Florida's real estate market, and can work cooperatively, under pressure, to close a deal.

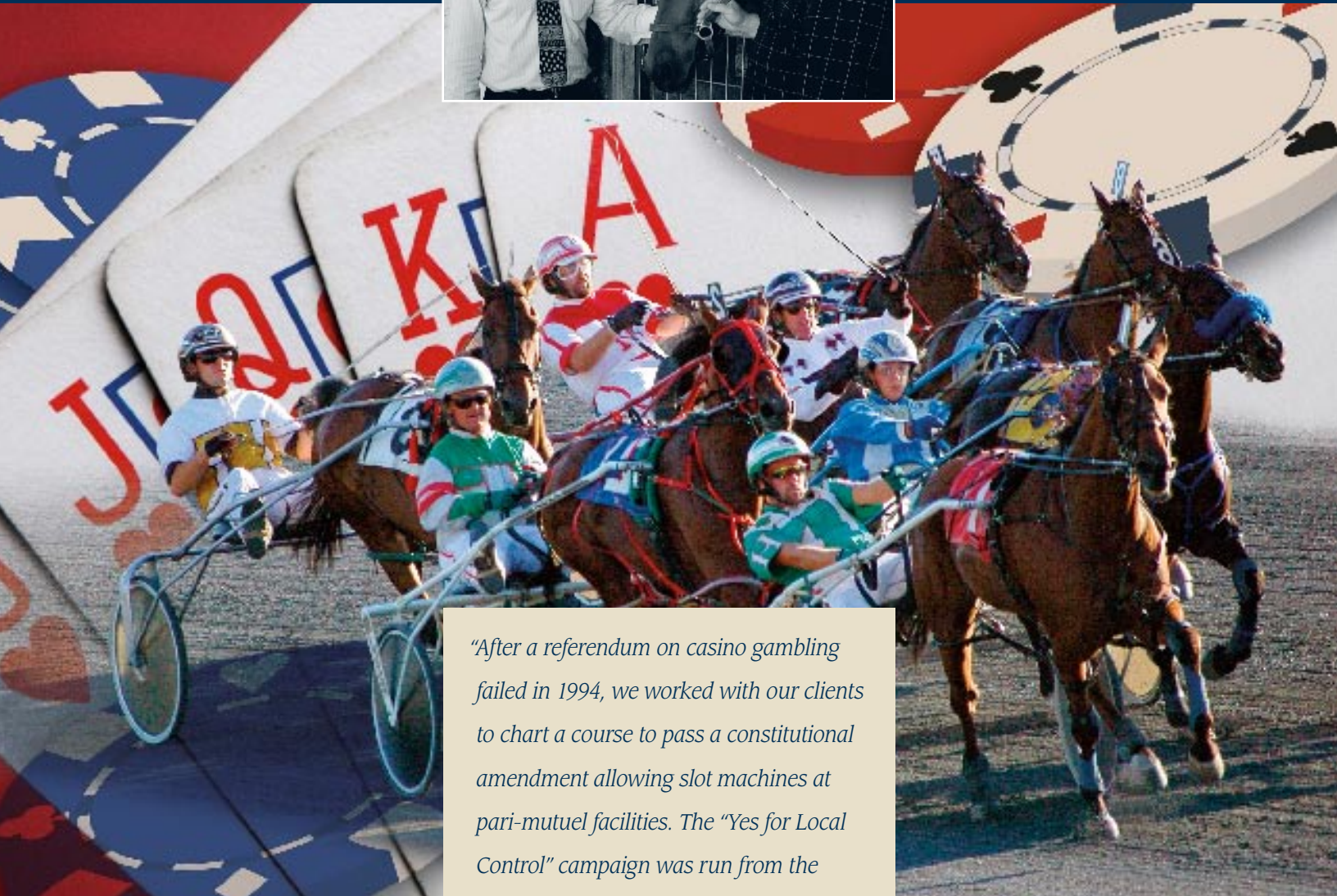
## Approach

Our comprehensive and practical approach to working with CMC Group plus our in-house educational programs offering strategies to prevent litigation are what set Becker & Poliakoff apart. CMC relies on the Becker & Poliakoff team to stay on top of legal issues impacting their business and guide them through the maze of pre- and post-turnover from developer to homeowner control. Working together on issues relating to construction contracts, land sale filings, governing documents and ultimately closing units and turnover, plus a "do what it takes" attitude typify this long-term client relationship.

## Outcome

CMC's commitment to innovation and customer service has made it one of South Florida's most successful developers and one of the true leaders in revitalizing South Florida's real estate market. Becker & Poliakoff attorneys were there from the beginning and helped CMC Group with many of its most noteworthy condominium projects including Bristol Tower, Santa Maria, Porto Vita and Grovenor House — all landmarks on the Miami skyline.





*"After a referendum on casino gambling failed in 1994, we worked with our clients to chart a course to pass a constitutional amendment allowing slot machines at pari-mutuel facilities. The "Yes for Local Control" campaign was run from the Firm's office. Our gaming and government lawyers helped draft and lobby for the implementing legislation. Voters in Broward County approved the referendum and the Governor and Legislature made it law. Our clients are delighted!"*

*- Alan Koslow, Attorney, Entertainment, Gaming & Sports Law Group*

**W**hen Isle of Capri Casino and Pompano Park Racing needed one law firm to handle their legal and lobbying needs in Florida, they chose Becker & Poliakoff.

## Challenge

Isle of Capri Casino, Inc. (f/k/a Casino America) had four river boat casinos in Mississippi and Louisiana, and was interested in acquiring a gaming venture in Florida when they approached us in 1993. We were retained to identify potential sites that could be joint-ventured, optioned or purchased prior to the state's 1994 vote on casino gaming.

## Approach

Having offices throughout Florida gave us an inside track. After searching statewide for sites with easy highway access, adequate acreage and proximity to metropolitan areas, we found a venue that met all the criteria — Pompano Park Racetrack. The Track and its 330 acres of valuable land were a perfect fit for our client. Convinced of the tremendous potential, the principals gave us the go-ahead to get the deal done. We structured an aggressive, creative two-tier pricing plan that satisfied the seller and gave our client the license to operate the track and permit casino gaming when a referendum passed. And, of course, the land which has skyrocketed in value.

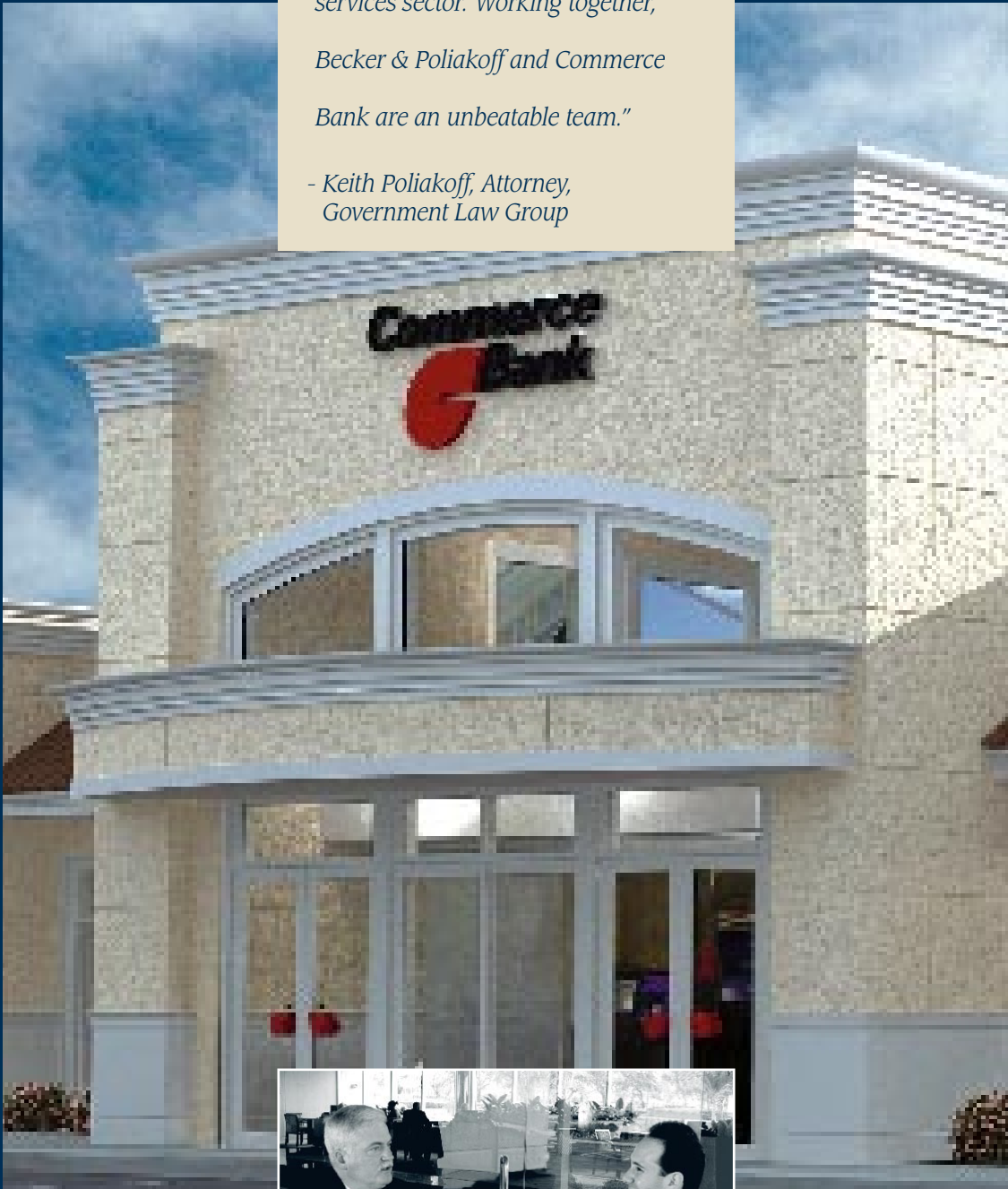
## Outcome

With Becker & Poliakoff serving as counsel, Isle of Capri purchased Pompano Park, sold part of the land for a profit, helped pass legislation allowing off-track betting and received tax-exempt status on non-racing acreage. Pompano Park went from barely breaking even to profitable. The addition of casino gaming vastly enhances the potential revenues and bodes well for future success. Whether it's reducing taxes, increasing revenue or changing laws, we're proactive on our clients' behalf. We're idea people, facilitators and implementers.



*“Commerce Bank’s focused and aggressive approach to retail banking is revolutionizing Florida’s financial services sector. Working together, Becker & Poliakoff and Commerce Bank are an unbeatable team.”*

*- Keith Poliakoff, Attorney,  
Government Law Group*



*Pictured above: John Tolomer, President, Commerce Bank Florida and Keith Poliakoff, Attorney.*

**W**hen Commerce Bank made its move into South Florida with an ambitious plan to open 150 bank branches, it turned to Becker & Poliakoff.

## Challenge

Well known in the Mid-Atlantic States, Commerce Bank entered the crowded and competitive Florida financial services market with three goals: build new banks, establish lasting relationships and extend its reputation as “America’s Most Convenient Bank” to Florida.

## Approach

Legal and local insights into zoning, permitting and land use law help simplify and expedite Commerce’s entry and rapid growth in Florida while adding value at every stage. Our attorneys assist Commerce bankers with the implementation of a strategic integration plan that focuses on building awareness and recognition with target customers and promoting the strong Commerce Bank brand. We also provide traditional legal services such as representation for asset-based lending.

## Outcome

Founded in the same year, 1973, Becker & Poliakoff and Commerce Bank share a commitment to stability, growth and innovation. With more than 400 branches in the Northeast, Commerce Bank started with seven branches in South Florida with plans to rapidly expand to 150 branches. It continues its growth and expansion into South Florida working closely with Becker & Poliakoff attorneys.



*"No firm has a better  
understanding of  
condominium*



*and homeowner  
association law  
or more resources  
throughout Florida to  
counsel association  
leaders with all their  
legal needs than  
Becker & Poliakoff."*



# COMMUNITY

## *Industry Pioneers*

Becker & Poliakoff was the first law firm in Florida to define and develop a Community Association Law practice, literally creating the law and arguing the cases that set the legal precedents in use today. We have counseled more than 7,000 condominium and homeowner associations, including Boards and professional management companies, to provide guidance in day-to-day operations and long-range planning.

## *Proactive Approach*

Committed to continuous communication and education through annual workshops, monthly newsletters, topical seminars and a Web-based legislative advocacy network, we work with board members, property managers, policy makers and opinion leaders throughout Florida and the world on critical issues facing common ownership housing communities.

## *Recognized Leaders*

With more appellate decisions, more reported cases, more offices in the state and more lawyers dedicated exclusively to this area of law, our attorneys are leaders in national co-ownership housing organizations and at the forefront of this highly specialized area of the law.

# *ASSOCIATION LAW*

*"Their level of experience,  
industry knowledge*



*and understanding of  
the construction business  
is unique among  
lawyers."*



# *CONSTRUCTION*

## *Experienced Counselors*

With several Board Certified experts considered preeminent in their field, our Construction Law team represents clients from initial contract drafting and negotiation to claims prevention, contract administration and, when necessary, litigation. Clients range from some of the largest developers and owners of residential, government and commercial property throughout Florida as well as contractors, design professionals, investors and suppliers.

## *Sought-after Professionals*

Many of the Firm's attorneys have helped shape Florida's construction law through numerous appellate decisions, legislative testimony and even Supreme Court victories. They lecture at industry forums across the country and frequently author articles for state and national publications in order to share their expertise.

## *Successful Litigators*

Clients turn to us when competence and composure count. Even under the most formidable circumstances, our Construction attorneys have effectively litigated hundreds of construction liens, defect and delay claims — saving clients both time and money. Perseverance, creativity and a commitment to find practical solutions guide the Construction team.

# **LAW & LITIGATION**

*“Working with government agencies and legislative bodies can be confusing and intimidating if you don’t have the right team by your side. Understanding the process and effectively communicating with government officials is a real strength of Becker & Poliakoff.”*



# GOVERNMENT

## *Relentless Advocates*

From the initial handshake to the final vote, our dynamic team of lawyers and lobbyists provides clients with insights into the complexities of government and the nuances of local and state politics. We understand results and stand ready to assist clients with issues ranging from land use and government procurement to advocating for regulatory and legislative changes in City Halls, County Chambers and the State Capitol.

## *Statewide Relationships*

Active in local business, political and civic organizations and with more offices in the state than any other law firm, our attorneys have the unique advantage of getting to know and work with legislators and local government officials throughout Florida. We pride ourselves on knowing “how to” and “who can” help our clients achieve their goals.

## *Committed Partners*

The Government team understands the art of the deal and always goes above and beyond what's expected. We don't just document a deal, we work hard to understand our client's business so we can add value by finding new opportunities to help them succeed. Their success is our success.

# *RELATIONS*

*“More than half of the Firm’s attorneys are seasoned litigators.*



*They take the time to understand the culture, personality and business goals of each client and fully utilize their depth of talent and broad range of experience to get the job done”.*



# COMMERCIAL

## *Aggressive Representation*

With tenacity, ingenuity and all the resources available to a large, diverse firm, our litigation team is committed to achieving the very best outcome for each client. Whether it's protecting individual rights or defending a large corporation, our attorneys work hard to get to know their clients' needs, objectives and desired results.

## *Enhanced Technology*

Using the very latest technology, we are continuously improving client communication, litigation management, trial exhibits and presentations, and the organization and use of case-specific data. Immediate access to documents and research helps control costs and contributes to our overall preparedness and effectiveness.

## *Problem Solvers*

Our broad and extensive experience in a wide range of disputes provides clients with a unique advantage. While always exploring options for resolving disputes and settling claims, our attorneys do not hesitate to aggressively litigate and provide vigorous, persuasive arguments to protect our clients' interests through trial and appeal. It's no secret that many of our current clients are those against whom we previously litigated.

# *LITIGATION*



*"Becker & Poliakoff" was one of the first Florida law firms to understand the significance of international business and trade on Florida's economy."*

# *INTERNATIONAL TRADE &*

## *Trusted Advisors*

From importing, exporting and investing to tax planning, business structuring and immigration, our attorneys help foreign clients integrate their business and personal lives into the United States and assist domestic companies in their efforts to succeed in the global marketplace.

## *Legal Linguists*

Our multi-lingual attorneys are well-versed in international trade, transactions and investments, litigation, arbitration and customs regulations. They can assist clients in many languages including Spanish, Portuguese, German, Chinese and Czech.

## *Global Perspective*

Foreign-born and/or educated attorneys, offices in Prague and Frankfurt, affiliated offices in Paris, Beijing, Tel Aviv and around the world, give our Firm a distinct edge when assisting international businesses and investors. Our international network of law firms gives our clients access to qualified attorneys with local contacts and knowledge of the country's legal system in more than thirty-five countries as well as the security and comfort of knowing their legal and business needs are being properly handled.

# *BUSINESS, CUSTOMS LAW*



*"More than just lawyers, their full-service team approach is part of a commitment to serve clients as strategists, partners and collaborators for their personal and business decisions."*

# *ADDITIONAL*

## ***Wealth Preservation, Tax & Estate Planning***

From estate and tax planning to setting up offshore asset protected trusts, our attorneys use sophisticated wealth-preservation and investment strategies to provide security for families who have achieved wealth and protect clients from financial difficulty.

## ***Bankruptcy Law***

Our attorneys advise both creditors and debtors in bankruptcy proceedings as well as in business planning and litigation alternatives. We served as creditors' committee counsel in one of the largest bankruptcies in U.S. history and have represented financial institutions, business and property owners seeking to protect their investments as well as business debtors and bankruptcy trustees.

## ***Corporate & Business Law***

The Firm's Business attorneys provide strategic counsel in business planning, corporate structuring and financial operations whether it's a small family business, emerging-stage private company or multinational corporation.

## ***Employment Law***

Discrimination and sexual harassment claims, wage and hour laws, illegal hiring and firing, privacy issues — Becker & Poliakoff counsels clients on this rapidly changing area of the law and assists businesses with employment contracts, audits, compliance and, when necessary, the defense of claims.

## ***Entertainment, Gaming, Sports & Hospitality Law***

From a major league baseball team to restaurants, hotels, golf resorts and gaming companies, we provide entrepreneurial and creative advice in tandem with traditional contract negotiations, licensing agreements and corporate planning. We are also frequently called upon to help create or protect our clients' intellectual property.

## ***Technology Law***

Technology presents new opportunities and challenges for all types of businesses. Our attorneys provide legal counsel on everything from digital media and Web site usage, licensing and outsourcing, to intellectual property protection for technology companies and online business of all types.

# ***PRACTICE AREAS***

## *Enduring Leadership*

Our attorneys and staff are the foundation of our growth and success. Many of them have made their careers here. They are tops in their field, first in their class, precedent-setters. Their longevity provides continuity. Their experience inspires confidence. Their dedication leads to client service of the highest quality.

## *Ingenuity and Innovation*

We expect our people to be smart, qualified and hardworking. That is only the start. Because we're in the business of providing practical, forward-thinking ideas for our clients, we also look for that rare spark of passion and creativity. Then we challenge them every day to dare, to share and to care.

## *Tradition and Vision*

Together, we share a commitment for serving clients and forging lasting relationships that result in our clients' and, ultimately, each others' success. Becker & Poliakoff transcends traditional work environments by providing an atmosphere for professionals to grow and develop their careers.

# *Our People Make the Difference*

Since our founding in 1973, we have worked together to create a unique and inspired law firm that promotes an atmosphere of trust and respect. It is our privilege and pleasure to serve each and every one of our clients. We appreciate the confidence placed in us and take pride in our reputation of being “client-driven”. We especially want to thank those clients who appear in this brochure.

*“Clients expect and deserve smart lawyers and great service. We continually strive to go beyond what’s expected. I want our clients to be thrilled with our work for them and the value we add.”*

*- Alan Becker  
Founding Shareholder*

*“Our attorneys are guided by a profound respect for tradition and precedent, yet focused on emerging issues and trends. Our commitment to serving clients is evidenced in several decades-long client relationships.”*

*- Gary Poliakoff  
Founding Shareholder*