

Law Firms Find Opportunities in Stimulus Package

Local Attorneys Answer the Call to California's \$50 Billion Bailout Bonanza

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The American Recovery and Reinvestment Act (ARRA), or the Stimulus Package as most know it, is turning out to be a boon to some in the legal industry, offering local firms new business in compliance, environmental, and employment law. But, say attorneys, working for Stimulus money is hard work.

With California receiving the biggest single chunk of Stimulus money-\$50 billion-it's no wonder companies are turning to lawyers in order to eek out their share.

"It is very definitely an opportunity," said Encino-based Michelman & Robinson, LLP partner, Steve Casselberry, who heads the firm's financial services practice area.

"Any time you have new legislation that affects consumers and business, there's a need for legal representation and interpretation."

But, according to Casselberry, ARRA doesn't necessarily present the legal industry with low-hanging fruit. Unlike recent years, when corporate clients often brought in more work than firms could keep up with, today Casselberry and his colleagues have to work hard to find opportunities.

"It's identifying the opportunities first," he said. "We are analyzing the (Stimulus) legislation for our individual clients and businesses to maximize the potential benefit to them."

Casselberry said Michelman & Robinson is "proactively" going out to clients and making sure they are aware of any new business opportunities ARRA might offer.

"We're taking these opportunities to clients and asking them to consider taking advantage of them."

In fact, the Stimulus Package has attorneys across the region sifting through its provisions, page by page, line by line in search of revenue-generating prospects.

In response to the activity around Stimulus-funded projects and agencies The San Fernando Valley Bar Association has plans to organize a seminar to help members benefit from the recovery program.