

Melding Law, Tax, and Accounting Expertise

FIRM: KURTZ & REVNESS, PC, Wayne, Pennsylvania

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ATTORNEYS: Stuart Kurtz, JD '85, and Michael J. Revness, Jason A. Mandel, Robert T. Grolnick, John C. Stacey, Eric M. Frost, and Fran L. Hoffman.

AREAS OF PRACTICE: Commercial Transaction and Litigation Practice

YEAR FOUNDED: 1995

BRIEF BACKGROUND: Stuart Kurtz chairs the firm's Transactional Department, which specializes in sophisticated commercial real estate and corporate transactions involving deals throughout the United States and internationally. The firm has extensive experience in securing and closing financings, including new market tax credit financings and debt and equity raises.

Q: *Why did you decide to practice in a small firm?*

A: I chose to practice in a small firm primarily because of the tremendous flexibility it offers me to pursue my legal and other interests. As a small firm, we are able to choose the types of matters and clients with whom we work and are able to develop long-standing relationships with them. In addition, we are able to offer nonstandard fee arrangements with clients that enable us to attract and retain their work. On a personal note, I am better able to control my schedule and pursue my interests in running, biking, tennis, traveling, and charitable causes—and most importantly, spend time with my family and watch my children participate in their various school and sports activities.



Stuart Kurtz, JD '85

Q: *Why did you choose your particular area of practice?*

A: I chose to become a business and real estate lawyer because it combines the disciplines of law and business. With my undergraduate accounting degree, my law degree, and my master of laws in taxation, I am able to work with a client on a transaction and advise the client on all economic and legal aspects of the deal.

Q: *What has been the most rewarding aspect of your practice?*

A: I have been involved in several different corporate separations involving family members and long-standing business partners. In each, I was able to help them sort through a myriad of issues and conclude an amicable separation. One situation that was particularly rewarding involved a father and son whose relationship was in trouble and is now flourishing. Also, our firm has quarterbacked several different commercial developments in lower income communities in or surrounding the Philadelphia area utilizing new market

tax credits and other subsidized financing. It is wonderful to see the revitalization of struggling neighborhoods, as the residents of these areas are given job opportunities and avail themselves of businesses that were not previously accessible.

Q: *What advice would you have for someone interested in pursuing this area of law?*

A: I would advise those interested in pursuing business and real estate law to acquire as much accounting and finance knowledge as they can during their education process. In addition, it was extremely helpful for me to work in multiple types of business environments to gain an understanding of the way businesses operate.

Q: *What about your education at Washington University School of Law best prepared you for your chosen profession?*

A: Washington University afforded me the opportunity to enroll in many different types of corporate, real estate, and tax classes. Several of the advanced classes in these areas involved drafting documents and counseling clients. In addition, I was able to secure a diverse range of internships during school that afforded me additional practical experience.

Q: *What have you done to stay connected with the law school over the years?*

A: I have stayed in contact with various professors at the law school and meet with them whenever I travel to St. Louis. It is exciting to hear how well the school is doing and to see the beautiful new facilities. I have also tried to connect with one graduating law student each year who would like to relocate to the Philadelphia area to try to assist him or her in the job search process. I recently attended my 25th law school reunion and saw several of my classmates. With other classmates located throughout the country, I have been able to develop a business referral network with some and maintain a social relationship with others. IIII