

Office Snapshot: Epstein Becker's New Nashville Outpost

By **Adrian Cruz**

Law360 (November 10, 2022, 4:19 PM EST) -- Like many firms, Epstein Becker Green has experienced rapid growth in Nashville, Tennessee, driven by the city's increased economic activity in areas such as health care and construction.

While the firm has been operating in Nashville since 2017, office managing member Christopher Dunn told Law360 Pulse on Tuesday that there wasn't a permanent office space for its attorneys to practice out of, noting that attorneys have been flying in and out of Nashville to get work done and that the firm had recently been leasing temporary office space.

"EBG has long been a national-caliber firm with a tremendous investment in health care," he said. "Nashville is a for-profit capital for health care in the U.S., and it's a city the firm has long wanted to have a physical presence in."

Spurred by the increased activity and growth of its operations in Nashville, Epstein Becker announced at the start of November that it'll be relocating its operations to a permanent office space in the city's South Gulch neighborhood, which is adjacent to downtown Nashville.

"The South Gulch is a premier location and perfect environment for our Nashville team," health care member Julie Lampley said in a statement. "It provides all of the benefits Nashville has to offer, from its walkability to its vibrant social scene, while also supplying a central and easily accessible location from which to serve our clients."

The new office space is expected to open at the end of November and is in the same building as the temporary office space. The new space also contains room for growth as Epstein Becker continues to expand its Nashville operations — it has a current team of 13 attorneys, including six hired this year.

"It was important that our space met the needs of our attorneys as well as the high standards of our clients, many of whom are at the leading edge of construction and design," Chief Operations Officer Steven Di Fiore said in a statement.

THE LEADER

Dunn has been with Epstein Becker since January, when he joined the firm with three other members of his health care construction team, who previously were at local firm Waller Lansden Dortch & Davis LLP.



Dunn, who spent 20 years at his former firm, graduated from the University of Tennessee College of Law. He and the other members of his team work with clients in the health care and life science industries to build, expand and renovate facilities such as hospitals, medical office buildings, dental facilities, radiology centers and rehabilitation centers.

THE LOCATION

Epstein Becker's Nashville office is located on the 14th floor of 1222 Demonbreun St. and is a 10,000-square-foot space with the ability to accommodate up to 25 attorneys.

As the new headquarters of the firm's construction practice, Dunn said that Epstein Becker was looking for a space that appealed to industry clients in terms of both aesthetics and amenities.

"We have a particularly sophisticated client base in the Nashville area who are either real estate developers or owners," he said. "We wanted a state-of-the-art design in a building with excellent sustainability, sophisticated technology features, great security, great parking, and our eventual choice checked all those boxes."

Some of the listed amenities of the new office location include a gateless garage system, commercial concierge desk, a fitness center and an outdoor deck.

The location, in the South Gulch neighborhood, is right off Interstates 40 and 65, which gives attorneys easy access to important areas such as downtown Nashville, the Midtown neighborhood and nearby cities such as Brentwood and Franklin.

Dunn said that before deciding on the South Gulch location, the firm was looking at other areas along the West End corridor, noting that an office directly in downtown Nashville wasn't considered as a serious option because of the recent explosion in tourism and traffic.

"It's changed the game downtown, and the ability for those working in Nashville to get in and out of downtown office towers has been forever altered by the surge in the hospitality and tourism industry," he said. "We knew that we wanted to either be right on the periphery of downtown or in the West End."

Dunn said that another benefit of the location — especially with the Nashville office mostly consisting of people under age 40 — is the proximity to the city's entertainment and nightlife districts, which for the most part are within walking distance.

"The ability to walk to attractions, food and entertainment was something that mattered to us, and the ability to get out of the office and move on foot in the area is something we really valued," he said. "I think those types of elements are valued more in a post-COVID era than before."

THE TEAM

20 TOTAL EMPLOYEES

7 Partners

1 Senior Counsel

4 Associates

1 Strategic Adviser

7 Other Staff

THE WORK

Although health care is the largest industry focus in Nashville, Dunn said the firm's attorneys also do a

lot of work in the labor and employment, workforce management and commercial litigation areas.

"We expect to grow all of these practices within the near future, and we have options with the landlord on the ability to grow in different directions with our space," he said. "The Nashville market is very dynamic right now as a city that has a heavy emphasis on the health care sector as well as regional growth. We want to be significant players in each, and we fully expect to make more moves to gain depth and talent in those areas."

COMINGS AND GOINGS

Epstein Becker's most recent hire in Nashville is health care transactional member John C. Tishler, who joined the firm at the start of November after spending more than 20 years with Waller Lansden.

In March, employment and labor member Carter DeLorme joined Epstein Becker. His practice is split between Washington, D.C., and Nashville.

The four-person health care construction group that arrived from Waller Lansden in January bought Dunn, members Jeremy A. Oliver and Keith W. Randall, and associate Briant Shumard to Epstein Becker. Healthcare associate Kevin Elkins also joined from Waller Lansden at the start of the year.

--Editing by Alanna Weissman.