

Phoenix law firms boost procurement, zoning practice areas

BY MIKE SUNNUCKS
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Two Phoenix-based law firms, Tiffany & Bosco PA and Gallagher & Kennedy PA, are ramping up their practice areas related to government.

Gallagher has created a public bids and procurement practice group designed to help client companies bid on state, county and local contracts.

"There are billions of dollars in business at stake just in this state," said Gallagher partner Kevin O'Malley, head of the new group.

O'Malley said 10 attorneys and lobbyists at Gallagher will help business clients

bid on government contracts, navigate Arizona's procurement rules, protest awards to other contractors, and defend their own procurement wins from rivals' protests. He said many businesses are intimidated by the time-consuming, costly procurement process and don't bid on government contracts because they feel the awards go to political insiders.

"It's a difficult process," said O'Malley, who also leads Gallagher's litigation department.

He's been involved with some big Arizona government contracts of late, in-

cluding the concessions at Phoenix Sky Harbor International Airport and the state mental health contract for Maricopa County.

Gallagher attorneys Kiersten Murphy and Laura Antonuccio and lobbyists Deb Gullett and Robert Dalager will be part of the procurement practice group.

Zoning attorney William Lally and land-use planners Kurt Jones and Ben Patton recently left Ridenour Hienton & Lewis PLLC to join the law offices of Tiffany & Bosco, which is establishing a land-use and zoning practice.

Lally and the firm's managing partner, Michael Tiffany, will head the new practice to help builders, developers, banks

and architects navigate zoning, permitting, infrastructure and other government processes in Maricopa and other Arizona counties.

Tiffany said it is part of an effort to expand the firm's real estate footprint.

"With the addition of the zoning practice to our distinguished core of real estate, banking and commercial legal professionals, the firm is well-positioned to serve the growing needs of the real estate clients," Tiffany said. "The trio brings over 50 years of zoning experience to the firm."

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