

Winston & Strawn Launches Miami Office, Hiring 6 Local Big Law Partners

By Dan Roe
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What You Need to Know

- Winston & Strawn has opened an office in downtown Miami by hiring six local partners.
- Miami office managing partner Enrique Martin said Winston plans to build the office into a large full-service location.
- More hires are on the way, Martin said, as the firm plans to move into a long-term space in a 57-story Brickell office tower.

Winston & Strawn's 16th office is open for business in downtown Miami.

This week, the Chicago-headquartered Am Law 100 firm confirmed it has entered the Magic City's growing legal market with a 14,000-square-foot location on Biscayne Boulevard and six lateral partner hires from local Am Law 200 firm offices.

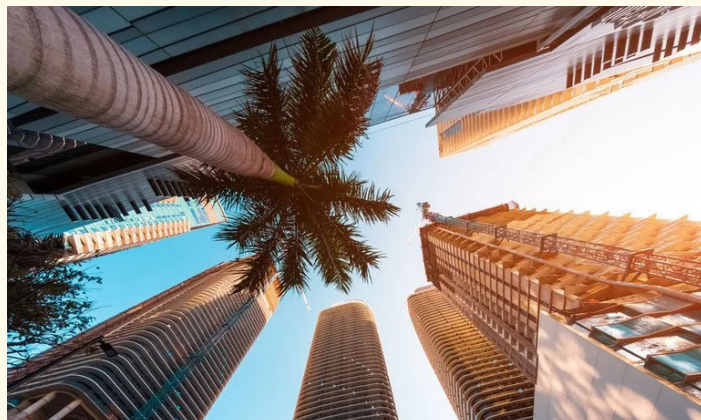
Former Jones Day Miami administrative partner Enrique Martin joins as office managing partner. In an interview, Martin said Miami's rising status as an international financial center and density of complex commercial litigators attracted Winston to the region.

The other lateral partners include Greenberg Traurig complex commercial litigation shareholder David Coulson, Hunton Andrews Kurth complex commercial litigation partner Gustavo Membiela, Shutts & Bowen digital assets and blockchain technology group co-chairs Kimberly Prior and Daniel Stabile, and Hogan Lovells Latin America projects chair Richard Puttré.

Winston is the second Am Law 100 firm to establish a Miami office this year, following King & Spalding's relocation of 37 lawyers to the same office building in January. Sidley Austin is also hiring locally, having signed up nine Miami lawyers in the past two months and adding Miami to the locations of several other lawyers on the firm's website.

Martin, a Miami native who left Greenberg Traurig in 2013 to launch Jones Day's Miami office, said Winston & Strawn approached him earlier this year to discuss a Miami location. Martin said he was attracted to the firm's vision of penetrating the Miami legal market by hiring the city's leading practitioners in Winston's key practices, such as complex commercial litigation, M&A, financial services and cryptocurrency, and real estate.

"We started by focusing on the most accomplished practitioners in this market that can form this core group," Martin said. "Among the key objectives has been the full integration of the



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Downtown Miami

new office into the rest of the firm. Winston doesn't believe in the concept of satellite offices."

Martin said the office will grow as Winston identifies and hires lawyers with significant experience in the local market, adding that more Miami hiring announcements are coming soon. The office will focus on servicing local clients, although Miami lawyers will also work across Winston's global platform.

"In Miami, though, I anticipate a very large, full-service office that will be looking to staff up to meet the needs of clients serviced primarily in Miami, but it's natural to collaborate on matters that are staffed across offices and sectors," Martin said.

The firm has subleased a portion of the 24th floor of the Southeast Financial Center from DLA Piper as it plans a long-term move into an office at 830 Brickell Ave., a 57-story office tower under construction in the heart of Miami's financial center.

Martin said Winston's vision for growth in Miami is consistent with the city's growth as a banking, finance, and corporate hub.

"Miami is no longer a gateway to anywhere. Miami is the destination, the way I see it," he said. "The arrival of Winston to Miami is really a testament to the market and what Miami has become."

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