

Lexwork Americas Governing Board Meeting Minutes
Wednesday, January 15, 2020 11:00 a.m. EST



1. Roll Call

Firm Name	Members	Status
Allende Ferrante	Lisandro Allende Emilio Fontana	Absent
Berger Singerman LLP	Adrienne Lago Paul Singerman	Present Present
Buchalter	Daniel Larsen	Present
Chirgwin Penafiel	Andrés Chirgwin Raquel Frattini Hernan Peñafiel	Present Present Absent
Cuevas Lugo Abogados	Fernando Cuevas Adolfo Lugo	Present Absent
De Grandpré Chait	Ronald Levy	Present
DeWitt LLP	Brian Anderson Michelle Friedman	Present Absent
Foster Swift Collins & Smith P.C.	Brian Renaud Kim Hafley	Present Present
Fox Rothschild, LLP	Abe Reich Mark Silow Lisa Gilroy Jake Dietz Aubrey George	Present Present Absent Absent Present
Freeman Mathis & Gary, LLP	Lucia Martin Ben Mathis Jill Dun	Absent Absent Present
Gray Reed & McGraw LLP	Daryl Bailey Michael Blachly	Present Present
Harter Secrest & Emery, LLP	Peter Abdella Nicole Kershaw Craig Wittlin Paul Greene	Absent Present Absent Absent
Kightlinger & Gray, LLP	Kristol Anderson Casey Stafford	Absent Absent
Mendoza, Arias Valle & Castillo Eficacia Juridica	Jaime Arias	Absent
Nelligan O'Brien Payne LLP	Craig O'Brien Kristen Cinnamon	Present Absent
Rayes & Fagundes	Fabiana Fonseca	Absent

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Firm Name	Members	Status
	Luis Galvao	Absent
Sherin and Lodgen LLP	Forbes Sargent Caroline Emery	Present Absent
Sibley Righton LLP	Thomas McRae	Present
Taft Stettinius & Hollister LLP	Lawrence Rubin Beth O'Mahoney	Present Absent
Walter Haverfield LLP	Kristin Volk Ralph Cascarilla	Absent Present
Whiteford Taylor Preston, LLP	Ilana Subar Ariel Arcadippane Herb Thomas	Present Absent Absent

2. Approval of Meeting Minutes:

Motion (Anderson/Reich): To approve the draft minutes of the meeting of December 11, 2019. Motion **passed**.

3. Financial and Administrative Matters – Mark Silow

- a. Report on Financial Status: Mark Silow requested that everybody who has not already done so submit expense disbursements, dues, invoices, etc.
- b. Budget Update: Motion: (Silow/) To approve the draft budget presented.

Discussion: Mark Silow presented a draft budget for 2020. It was prepared based on historic costs. Brian Renaud proposed that the Costa Rica item be increased to \$5-6,000 to reflect the fact that three governing board members would be attending.

Motion **passed as amended**. Mark Silow was disconnected from the call, and any other financial and administrative issues are to be dealt with at the next meeting.

4. Group Discussion:

5. Meeting Reports:

- a. Marketing Committee: Kim Hafley reported that the Marketing Committee has been continuing to develop the website with minimal challenges. They are working to resolve minor issues (such as firms appearing on the members' page as opposed to firms appearing on their individual pages). Kim will send an email announcing the refreshing of the website once it is complete.

6. Monthly Intelligence Sharing:

- a. Identification of Future Presentations: Foster Swift Collins & Smith P.C. will present a discussion concerning cyber-security issues, at the February or March meeting.

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- b. Recent Client Successes

7. Expansion –

- a. Sfera – Discussion: Three representatives of the Governing Board will travel to Costa Rica to meet with Sfera in February or March: Jaime Arias, Fabiana Fonseca and Brian Renaud. Sfera has a presence in the following 5 countries: Costa Rica, Guatemala, Honduras, Salvador, and Nicaragua.
- b. Recruiting Meeting Report: Brian Anderson advised that he had been emailing with a firm in Missouri named Carmodi Macdonald which had expressed an interest in the idea of joining Lex Work. They have a retreat scheduled for February where they will discuss the idea further and reach a decision. The firm already has all of the information they require and there is no more that may be done on our end.

Andres Chirgwin noted that an IBA (Latin America) conference in Latin America in March. To date Lexowrk has been able to recruit one firm through hosting receptions at the IBA (Latin America) conferences so far. No concerns were raised with providing a stipend of approximately \$1,000 to organize a breakfast at this meeting in an effort to recruit more members to Lexwork.

Tom McRae and Craig O’Brien discussed present and past efforts to recruit firms in Western Canada. The effort continues.

8. Communications

- a. Lexwork International website update: In addition to her report from the Marketing Committee, Kim Hafley added that next month Google analytics will allow us to have statistics on things such as who is viewing the new website, where they are viewing from, etc.
- b. Referral reports: Michael Blachly has sent out an email in relation to referral reports and set a February 3rd deadline to reply with comments or concerns. The report will be ready for next month’s meeting.

9. Practice Group Presentation:

Practice Group	Chair	Meeting Time
Block chain	Ralph Cascarilla Rcascarilla@walter-hav.com	
Business	Gregg Coughlin gcoughlin@hselaw.com	Second Wednesday of the month at 12:15 EST
Cannabis	Josh Horn jhorn@foxrothschild.com	
Employment	Jordan Rohlfing jxr@dewittross.com	
Litigation	Ed Cheng escheng@sherin.com Ilana Subar isubar@wtplaw.com	

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Real Estate	Michael Kornacki MKornacki@foxrothschild.com	
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- a. Berger Singerman LLP will be hosting Practice Group meetings in Miami on February 27th and 28th, for the Business, Employment, Litigation and Real Estate groups. Information concerning date, hotel and meetings has been sent. Ilana Subar encouraged attendance.

10. Meeting Schedule: Next meeting is February 12, 2020

11. Important Dates – Future Meetings:

- a. Practice Groups Meeting – Miami – February 27-28, 2020
- b. Lexwork Annual Meeting Toronto Ontario October 15-17, 2020

12. Other Business:

13. Meeting Adjournment