

# Munck Carter adds space for future growth

BY BILL HETHCOCK | STAFF WRITER

Technology-focused law firm Munck Carter has added a floor and has expansion rights for four more at 600 Banner Place Tower.

The Dallas-based law firm has grown from six lawyers at its inception in 1998 to 50, and plans to grow to 75 to 80 attorneys in the next three years, managing partner Bill Munck said. The firm has signed a 15-year lease for 63,000 square feet in Banner Place Tower at 12770 Coit Road, a 50 percent increase from the 42,000 square feet it occupies in the 12-story, 287,000-square-foot building with the firm's name on top.



**MUNCK:**

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Much of the law firm's success comes from how it is run, Munck said. A big part of that is reining in costs, he said. While most law firms its size use a controller to handle finance and accounting, Munck Carter LLP has a full-time chief financial officer, Munck said.

"We have lower overhead, and we just run leaner and meaner," he said.

While many law firms opt for more expensive offices in Uptown or downtown Dallas, Munck likes the location southwest of the High Five intersection connecting Interstate 635 and Central Expressway in Dallas. The location has easy access, plenty of parking, and is centrally located for his lawyers and clients, many of whom are from Richardson, Plano and points north.

The firm's CFO Ted Ainsworth said the offices reflect the company's lean-and-mean operation.

"We get results without having to pay downtown overhead rates," Ainsworth said. "That works for us, it works for our clients and it helps us pick up a lot of new clients."

Many law firms spend large sums in hopes of attracting the best and brightest attorneys, but Munck Carter considers it more important to control real estate costs, increasing its profit margins so the firm can pay its lawyers more, said John Amend, president of The Amend Group, the law firm's broker. Overhead at some firms runs about \$300,000 per attorney. At Munck Carter, it's about \$120,000.

"These offices are nice, and they don't lose anybody because of these offices," Amend said. "But they win a lot because of their ability to create margin and create compensation programs. It's a great model."

Munck Carter represents clients from startups to *Fortune* 50 companies. It also has an office in Marshall.

The firm in November notched a defense win for Plano-based Applied Optical Systems Inc. In that case, a 10-person jury affirmed U.S. District Judge T. John Ward's earlier finding that two of the three fiber-optic connector designs of Applied Optical Systems do not infringe on a patent owned by Amphenol Fiber Systems International.