

**Comprehensive, Attentive Legal Counsel for
Real Estate Transactions and Business Matters**

**New York
Legal**

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FERRO, KUBA, MANGANO, SKLYAR, P.C.



From left: Kenneth E. Mangano, Lance E. Kuba,
William V. Ferro, Adelina M. Sklyar

Professionalism, legal prowess and client satisfaction. That's the two-decade reputation built by the attorneys at Ferro, Kuba, Mangano, Sklyar. It's a reputation that is serving them well to navigate the current changing tides in the financing and real estate arenas, where the role of the attorney has changed as well.

"These days, in order to provide comprehensive representation for real estate clients, you must be intricately involved in all aspects of the transaction," says Lance E. Kuba, senior partner of the firm's Commercial Transactions Department. "It's not simply a matter of negotiating a contract, obtaining financing, reviewing title and closing. You need to be keenly aware of all the complexities in order to counsel your client correctly and ensure the transaction is consummated as contemplated."

Kuba says that makes client communication critical. "Clients must go into each transaction with eyes wide open. We educate each client to make sure they know what they are doing and what we are doing for them."

The FKMS Commercial Transactions Department represents lenders, businesses and individual entrepreneurs with loans, leases and other commercial matters throughout the New York metropolitan region. Its clientele includes major banking institutions, credit unions, private lenders and brokers. Kuba and partner Adelina M. Sklyar have handled numerous swap transactions, 1031 exchanges and reverse mortgages. The firm documents and closes transactions in a wide array of business dealings including real estate, taxi medallions, laundromats, shopping centers and various brick-and-mortar businesses. FKMS has closed on over 12,000 commercial and real estate transactions.

"Our niche covers deals up to the eight-figure range," says Kuba. "We pride ourselves on being the go-to law firm for lenders and closely held businesses."

It can be a complex and fast-paced legal world when it comes to handling commercial real estate matters and other business transactions. But Sklyar sees her mission as a straightforward one.

"We understand that one of the most important things we can do for our institutional clients is make them look good to their customers," says Sklyar. "For example, if a client needs to get a deal done by a certain date to impress a customer, it will be up to us to make it happen."

'It's About Clients, Not Ego'

The FKMS hands-on, committed approach has been institutionalized internally with this basic philosophy imparted to every staff member: It's about clients, not ego. A comprehensive transaction-tracking program, developed by Sklyar, allows clients to receive the most updated status on their transaction. "That's what clients expect these days: quick, accessible answers," says Sklyar. "We can do that better than a large firm. We are extremely efficient and also extremely proactive, interactive and protective of our clients' interests. It is never about ego, but about doing the best possible job we can for our clients."

The firm's reputation for vigilance and commitment to clients' interests is why a lot of its clientele come from referrals. As Sklyar puts it, "Whenever something needs to be gone over with a fine-tooth comb, or a complex negotiation is anticipated where a client's interests may potentially be in jeopardy, our clients tell us, 'You are the first people we call. We know that with you representing us we have one less thing to worry about.'"

The firm's Personal Injury and Litigation Department, headed by senior partner William V. Ferro, has also earned an outstanding reputation with numerous settlements and jury verdicts well into seven figures. Its litigation team, headed by partner Kenneth E. Mangano, has earned the highest respect throughout the court system, with judges and adversaries, and is often sought out by other firms as litigation counsel.

Among the firm's accolades: Ferro was named as a New York State 2009 *SuperLawyer* and FKMS was named one of the Top Law Firms by the *Long Island Business News* in 2003 for its "commitment, determination and vision" with regard to clients and the community at large. The firm has also been featured in the *Long Island Pulse* "2009 Legal Eagles" issue as well as in *New York* magazine.



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