

THE RECORDER

Manatt Launches in San Diego With the Southern District's Top Prosecutor

By **Jessie Yount**

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What You Need to Know

- Manatt opened a San Diego office with Randy Grossman, the most recent-past United States Attorney for the Southern District of California.
- Grossman, who will serve as office partner in San Diego, brings 28 years of experience as a trial attorney in the public and private sectors.
- Manatt highlighted San Diego's tech and life sciences strengths, university ecosystem and talent as a few of the draws to the region.

Manatt, Phelps & Phillips has opened a San Diego office with the arrival of Randy Grossman, the most recent-past United States Attorney for the Southern District of California.

Grossman, who spent more than three years as an attorney for the Southern District and more than a decade as a partner at Jones Day, will serve as the firm's San Diego office partner. He will be joined by nine other Manatt partners and two counsel in San Diego.

Donna Wilson, the managing partner of Manatt, said the firm had its eyes on San Diego well before the pandemic, but it was important to enter the market in a thoughtful and strategic manner with local expertise.



Courtesy photo

Manatt's new office at 662 Encinitas Blvd in San Diego.

"We have hundreds of clients in San Diego, and all of the industry sectors that are prevalent and strong in San Diego happen to be the same sectors that we are strong in," Wilson said. "We decided to go into San Diego—with someone who is really born and bred in San Diego. You can't get someone who is more tied to the legal and business community than Randy Grossman."

Grossman has spent nearly his entire legal career in San Diego. In his most recent role, he was the chief federal enforcement official responsible for prosecuting crimes committed throughout San Diego and Imperial counties.

Previously, he represented clients in private practice as lead counsel in a range of government

Courtesy photo



Randy Grossman of Manatt, Phelps & Phillips.

investigations and civil and white collar litigation matters at Jones Day and McKenna Long Aldridge (now part of Dentons). Earlier in his career, Grossman served as a deputy district attorney for the San Diego County District Attorney's Office, where he

tried more than 70 criminal cases to jury verdict.

"Randy has incredible leadership experience and incredible experience with clients across the country," Wilson added. "And he fits into our view that you have to have a trial-ready bench."

Grossman, who expects to bring his client relationships to Manatt, said the firm's strengths and industry focus aligned with his practice interests and skillsets in three key areas: proactive corporate compliance, government investigations and civil and white-collar litigation.

In addition to Grossman, Manatt plans to have several litigation, real estate, hospitality and privacy attorneys work part of the time in San Diego. That includes partners Lynn Cadwalader, Timi Anyon Hallem, Barry Landsberg, Brandon Reilly, Amar Thakur, Ronald Turovsky, Fernando Villa, Grace Winters and Wilson as well as counsel Shawn McDonald and Linda Rangel.

The new space—Manatt's 11th office and its sixth in California—is open, close to the coast,

and "non-traditional," according to Wilson, with a bit of an industrial vibe, an open concept, space for about 15 to 17 people, and windows that crank open.

"We purposefully chose to be closer to the coast and not in the usual places for a law firm in San Diego," Wilson said. "We thought a lot about what brings in people who want to join."

And the office is actively recruiting. "We're looking for the best and brightest entrepreneurial lawyers in Southern California to join us," Grossman said.

"Part of our strategy is to grow by personnel, but it's also about getting fully immersed into the business and helping our clients who are not only based in San Diego but throughout California and the nation," he added. "My first order of business is to work with the team that I immediately connected with and figure out where I can be a value-add."

Opportunities to expand client work and build new relationships run the gamut, Wilson added, pointing to the region's "wonderful university community" and hub for tech and life sciences.

"The strengths in San Diego mirror our strengths," Wilson said, noting that other key growth areas span litigation, privacy and data security, media and entertainment, energy, land use and real estate.

On another note, Wilson said it's a perfect cultural fit, too.

"We don't take ourselves too seriously, but we take solving our clients' problems very seriously," Wilson said. "That is what the San Diego legal community is about. It's an incredible draw at the highest end of legal and consulting work."