

# KJK<sup>+</sup>TODAY

YEAR-IN REVIEW 2019



INSIDE



Dave's  
Supermarkets

Forward  
Thinking

Get to Know  
Brett Krantz

Physician  
Advisory  
Group

Mill Rose

Get to know  
Sarah Gabinet

Brand  
Enforcement

Litigation  
Update

Saucy Brew  
Works





## Positioned for the Future.

As 2019 crosses the finish line, we reflect on successes, critically assess challenges and take action to align the firm's strategic future with this ever-changing world. I am happy to report that KJK is well positioned to continue to assist our clients in solving complex problems, capitalizing on new opportunities and planning for an uncertain future. Our team's energy, adaptability and client focus has served us well and will ensure that we successfully tackle any uncertainties ahead.

Our strength is our people. We have the talent, tenacity and temperament to provide exceptional client service. KJK has positioned this historically business-focused law firm for the future by complementing that core strength with increased private client services including Elder Law, Domestic Relations and Student & Athlete/ Title IX Defense.

Technology continues to shape our future. Two years ago, an informal conversation sparked an idea to revolutionize how clients interact with their lawyers. And last year, KJK unveiled Connective Counsel. In 2019, we introduced our clients to ConnectIVITY by Connective Counsel, an innovative software solution that transforms the way KJK does business with its clients. I encourage you to contact your KJK attorney for more information and schedule a demonstration of ConnectIVITY if you are not yet using the platform.

I'm honored to be leading a firm with a rich history and a bright future. Our dedicated team continues to adapt, innovate and inspire, both at the office and in the community. In this publication, I am proud to share with you the visions of our clients and how they and our firm are helping to shape the future of Ohio – and the nation.

Thank you, as always, for your friendship and support.

**Jon J. Pinney**  
Managing Partner

“I'm honored to be leading a team with a rich history and a bright future.”

**3** Client Spotlight:  
**Dave's Supermarkets**  
**Mill-Rose Company**  
**Saucy Brew Works**

**6** Forward Thinking:  
**The Future of Economic**  
**Development in Cleveland**

**7** Practice Spotlight:  
**Brand Enforcement**  
**Physician Advisory**

**11** Litigation Update

## Dave's Supermarkets Grow Through Generations of Family



**Steve Saltzman, Burt Saltzman, & Dan Saltzman**

In the late 1920's, Alex Saltzman hung up the reins of his horse-drawn produce wagon, opening a corner family store at East 33rd and Payne Avenue in Cleveland. Alex named the store after his son, Dave, who succeeded his father in the business that continues to this day as Dave's Supermarkets. The 5th-generation family-owned and operated business is the only retail food store to invest significantly in the City of Cleveland in recent years. Dave's serves over 175,000 customers weekly, and employs more than 1,300 individuals.

"Dave's Supermarkets are located in many diverse communities and neighborhoods throughout Northeast Ohio," explained Dave's grandson Steve Saltzman, who serves as the company's vice president. "We try to operate each store to meet the specific shopping needs of our customers. Dave's Mercado at the Ridge Road location, for example, provides the largest

selection of Hispanic foods in the Cleveland area."

Throughout the years, Dave's has worked with KJK on its real estate transactions, as well as other business and lending services. The Saltzman Family is proud to have stores serving 13 local neighborhoods, including the newest location at E. 61st and Chester.

## Mill-Rose Celebrates 100 Years



Celebrating its centennial anniversary this year, the Mill-Rose Company - which originally began as a confectionery company - is the largest U.S. manufacturer of twisted wire brushes used in virtually every industry around the world, including aerospace, automotive, defense, energy, manufacturing, medical, technology and telecommunications.

Mill-Rose is a fascinating study of how one product, in different forms, is used in many different industries. In the 1930s, Mill-Rose manufactured cleaning brushes for the electric shaver industry. By the end of World War II, Mill-Rose produced more than 35 million gun-cleaning brushes. Today, the company

manufactures over 15,000 different brushes and employs approximately 150 people in Northeast Ohio, some of whom have more than 45 years of service with the company.

"We will always place a strong emphasis on supporting our employees, who see opportunities that save money in the cost of production, or improve the quality of our brushes," said Mill-Rose President, Greg Miller.

Like many companies, Mill-Rose faces the challenges of a tight labor pool. "Our business continues to grow, but with record-level unemployment and changing demographics, it is difficult to fill out our manufacturing shifts," said Miller. As the company looks to fill gaps in the future, it's exploring options including the development of robotics to assist with the manufacturing process.

“ We view KJK as a partner much more than a supplier of legal services. Starting with Bob Jackson and continuing with Kevin O'Connor and Kevin Lenhard, the team at KJK has advised us on a myriad of business and legal issues over the years. ”

**Greg Miller**  
Mill-Rose President

## Saucy Brew Works Ignites New Energy on Near West Side



From its launch in 2017, Saucy Brew Works has helped activate a dormant corner of Ohio City while revitalizing a historical property in the process. The company has also forged strong partnerships with organizations such as the Cleveland Clinic, Cleveland Cavaliers, Monsters and Legion, and has formed a charitable partnership with Breakthrough Schools.

Saucy is truly a craft brew house, and develops its own proprietary yeast-strains in house. Brewmaster and Co-Founder Eric Anderson is responsible for naming all of Saucy's beers, from spring IPA "Love You, Bye" to "Don't Stop Wit It Wit It," Saucy's take on a classic Belgian Wit. The company uses 100% stainless steel draft lines, and when it's time to add new tanks to the brew house, you can watch as a crane lowers them in through a hatch in the roof of Saucy's Ohio City brewpub.

Saucy currently has 43 employees, offering all of them 100% paid insurance benefits. KJK's legal team assists the company with a myriad of legal and business issues faced by a growing

company, from providing counsel on corporate matters to addressing one-off employment questions and handling real estate transactions. "A lot of the support we get from KJK ties back in some way to the company's growth" said CEO and Co-Founder Brent Zimmerman.

“ We take pride in the energy we created on the near West side of the city and especially in the amazing craft beers we make, both for folks in Cleveland to 'drink local' and for broader distribution in northeast Ohio and around the state. ”

**Brent Zimmerman**  
Saucy CEO and Co-Founder



# The Future of Economic Development in Cleveland

by Stephanie Mercado

The Greater Cleveland area experienced some meaningful investments and announcements during 2019 that validate the ongoing competitiveness of our city. The city received rave reviews for flawlessly hosting the 2019 MLB All-Star game. The NFL also announced that the 2021 Draft will be held in Cleveland. With additional opportunities to showcase the city on the horizon, Cleveland has proven to be a destination of choice for entertainment and sporting events.

Downtown Cleveland continues to experience an increase in residential development with the opening of The Beacon and The Athlon, among others. Thanks to strong partnerships between local community development corporations, the City of Cleveland and other non-profits, adjacent neighborhoods like Ohio City, Midtown and University Circle are also seeing continued residential and commercial growth.

Despite all of this promising growth, Cleveland remains behind its peers from a business attraction, expansion and retention standpoint, as highlighted in Managing Partner Jon Pinney's 2016 City Club address, "Dead Last." In response, several local initiatives have evolved. In July, CityBlock announced that it was engaging in a \$110M redevelopment of Tower City to transform the struggling retail center into an Innovation Hub to harness Cleveland's potential to transform itself into an innovation economy. Additionally, October's Cleveland Rising Summit brought together hundreds of stakeholders for a 3-day event focused on creating a future vision for Cleveland.

While Cleveland's local and civic leadership are in the planning process regarding how to organize and better align public and private resources to drive results, several other metro areas in Northeast Ohio have already seen preliminary results from re-calibrating local economic development efforts. Elevate Greater Akron, the branded name of the new economic development strategy in Summit County, is the result of about a year of work among leaders at the City of Akron, Summit County, the GAR Foundation and the Greater Akron Chamber. They're focused on development metrics and tactics to measure five new strategies that address small- and middle-market business growth.

While Cleveland has become an attractive destination for entertainment and a talented workforce that resides in many of our new residential development projects, alignment of resources at the public, private and philanthropic levels is still needed to become a more competitive place to win business investment and growth.



“KJK is committed to keeping our region strong and helping it grow.”

To learn more about how our Economic Development team can help your company, contact Stephanie Mercado at 216.736.7272 or smmercado@kjk.com.



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## Brand Enforcement Group

You work hard to earn your reputation, and KJK's Brand Enforcement Group works hard to help you keep it.

In today's digital world, it is all too easy for someone to counterfeit your product or write a fake online review. Led by Partners David Posteraro and Jon Groza, our Brand Enforcement team manages intellectual property portfolios for clients across the globe, and oversees litigation against unauthorized resellers on Amazon, eBay and other platforms in hundreds of federal cases. KJK's Brand Enforcement Group protects the integrity of your product and, most importantly, your good name.

Learn more: [brandenforcement.kjk.com](http://brandenforcement.kjk.com)

## Physician Advisory Group

Physicians should be able to focus on what they do best: helping patients.

KJK's Physician Advisory Group handles the rest. Led by Partner Kate Hickner, our Physician Advisory team assists physicians nationwide to protect their careers, grow their businesses and serve their patients. KJK's Physician Advisory Group understands physicians' unique legal needs, from regulation and licensure to employment contracts and reimbursement.

Learn more: [physicianbusinessadvisorygroup.kjk.com](http://physicianbusinessadvisorygroup.kjk.com)



**Kate Hickner**  
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**KJK continues to grow:**

Over the past year, we've added 15 employees and 6 practice areas.

# Get to Know...

## Sarah Gabinet

Over her 37 years in practice – 36 of which have been at KJK, Sarah Gabinet has become known among clients and coworkers alike as an effective domestic relations attorney who serves with compassion. Just don't confuse that compassion for weakness. Sarah is also a competitor – and a tough one at that. Not only does she fight for her clients, she takes that competitive spirit onto the dance floor. And it was just a few years ago that she hung up her skates after playing for two decades on an ice hockey team.

**Q:** People might be surprised to learn you played ice hockey. How did you get into that?

**A:** I came from a hockey family! My dad, brother, nephew, son, brother-in-law – they all played hockey. I was a figure skater growing up. When my son was about 10, a group of us hockey moms decided to team up to play, so I switched from figure to



**Sarah Gabinet**  
Partner  
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hockey skates. It was my first time playing a team sport.

**Q:** Now your focus is on ballroom dancing? That's a pretty big change.

**A:** Yes. About four years ago, we had some friends who had daughters getting married, and our son was going to be getting married. My husband and I took lessons with our friends. The friends quit but we loved it so much, we started competitive dancing. Now, I'm practicing ballroom at least three times a week, and I compete four to five times a year.

**Q:** How does that compare to your time on the rink?

**A:** It's definitely better to put on hair and makeup and a gown than stinky, sweaty hockey pads.

**Q:** Why has ballroom become such an important part of your life?

**A:** Especially in my profession, you need something that takes your mind completely away from the stress of work. Ballroom takes lots of concentration.

**Q:** What do you like best about your job?

**A:** No two days are alike, and I believe I am providing calm and a sense of order in a very chaotic time in people's lives.



# Get to Know...

## Brett Krantz

Brett Krantz is about to begin his 30th year of practicing law. It's a career he fought going into, initially wanting to carve a different path than all of the other lawyers in his family. Turns out, there's no use fighting what's in your blood. Brett has spent half of his career at KJK, and earned a reputation among clients as a trusted counselor and skilled litigator.

Outside of work, Brett and his family are passionate supporters of The Gathering Place. Additionally, Brett has served on the Board of Directors for Cleveland's Mandel Jewish Community Center and Positive Education Program (PEP), an organization dedicated to helping children with severe mental health and behavioral challenges.

Brett is also an avid traveler, and has added to his travel resume thanks to his involvement in Meritas, an international network of highly vetted, independent law firms. Brett has helped KJK become one of the leading Meritas firms in the world, having served on the organization's Membership Committee, Executive Committee and Board of Directors.

**Q:** Why is KJK's involvement in Meritas is so important?

**A:** Meritas gives our clients a reach throughout the U.S. and the world. It allows us to have a strong group of firms working together to provide our clients with quality legal services wherever they may need it.



**Brett Krantz**  
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**Brett and his wife Liz vacationing in Rome**

**Q:** What do you enjoy most about being involved in Meritas?

**A:** Having the opportunity to learn about legal markets, legal innovation and issues impacting firms around the globe. Being on the Meritas Board and Executive Committee focuses me on understanding the differences in how legal work is done and how law firms are structured throughout the world. And traveling and meeting with the leaders of other Meritas firms provides the ability to share experiences and learn how they're conducting business to help KJK grow.

**Q:** Speaking of traveling – what's the best trip you've been on?

**A:** New Zealand. I went there many years ago with a friend for my post-bar trip. We spent three months in the South Pacific. New Zealand has the most beautiful outdoor activity and stunning scenery you can imagine.

**Q:** What's your favorite thing to do on trips?

**A:** I'm kind of an adrenaline junkie. I've visited more than 40 amusement parks across the world. I'm happy to go on any ride with my kids at any time, anywhere. But as I get older, I prefer not to go on rides that spin.

# KJK & its attorneys are proud to support organizations throughout Ohio:

- |  |   |  |  |
|--|---|--|--|
| ACLU of Cleveland  | CMBA Reach Out for Non-Profits                | Hudson Community Foundation                              | Shaker Heights Development Corporation                   |
| Adoption Network Cleveland   | Columbus Dispatch Reader Advisory Board       | Human Rights Campaign                                    | Shaker Youth Baseball League and Upward Youth Basketball |
| AJC Cleveland  | Columbus Young Professionals Club             | Inamori International Center for Ethics and Excellence   | Southwest General Community Health Foundation            |
| Akron Law School Trial Team  | Consortium of Endowed Episcopal Parishes      | Irish American Law Society of Cleveland                  | St. Dominic Church Music Ministry                        |
| Anti-Defamation League   | Crossroads Men's Crisis Center                | Irish Civic Society                                      | St. Raphael Catholic Church                              |
| The American Jewish Joint Distribution Committee                     | Cuyahoga Community College Foundation         | The Jewish Community Federation of Cleveland             | Stop Abusive and Violent Environments                    |
| Apollo's Fire  | Cuyahoga County Juvenile Diversion Program    | Junior Achievement                                       | S.U.C.C.E.S.S. for Autism                                |
| Autism Speaks  | David & Inez Myers Foundation                 | Kiwanis International                                    | Supreme Court of Ohio Lawyer to Lawyer Mentoring Program |
| Bay Men's Club Youth Baseball League                                 | Destination Cleveland                         | The Lawyers Guild of the Catholic Diocese of Cleveland   | Temple Tifereth Israel Trinity Cathedral                 |
| Berea Education Foundation   | Drug Free Action Alliance                     | Legal Aid Society  | University Circle, Inc.                                  |
| Bluecoats  | Elderly Advocates                             | Make-A-Wish Foundation                                   | University Settlement, Inc.                              |
| Brandeis University Hillel   | Engage! Cleveland                             | McGregor Foundation                                      | University Suburban Health Center                        |
| Care Alliance Health Center  | Families Advocating for Campus Equality       | MetroHealth Foundation                                   | Village of Moreland Hills Council                        |
| Case Western Reserve University Baker-Nord Center for the Humanities | Forest Hills Home Owners                      | The Michael D. Symon Foundation                          | Vocational Guidance Services                             |
| Chaverim of Cleveland  | Foundation for Individual Rights in Education | Mt. Sinai Health Care Foundation                         | Volunteers of America                                    |
| Cleveland Heights City Council                                       | Flying Horse Farms                            | Musical Arts Association                                 | Volunteer Lawyers for the Arts                           |
| Cleveland Heights Historical Society                                 | FRONT Exhibition Company, Inc.                | Rainbow Babies and Children's Foundation                 | Western Reserve Historical Society                       |
| Cleveland-Marshall College of Law Alumni Association                 | Give! Chagrin Valley Women's League           | The Rock and Roll Hall of Fame and Museum                | Western Reserve Rowing Association                       |
| Cleveland-Marshall College of Law Board of Visitors                  | Greater Cleveland Film Commission             | Saint Ignatius High School                               | West Side Catholic Center                                |
| Cleveland Museum of Art  | Great Lakes Science Center                    | Saint Martin De Porres High School Advancement Committee | Wild Goose Creative                                      |
| Cleveland Play House   | Green Road Synagogue                          | Shaker Heights City Council                              | Women Lawyers of Franklin County                         |
| Cleveland State University Foundation                                | The Holden Arboretum                          | Hudson Chamber of Commerce                               |  |

## Litigation Update:

KJK's skilled litigators also worked tirelessly to help local businesses thrive in 2019. The firm achieved remarkable results in a variety of disputes, enabling clients to avoid or reduce liability in a timely manner.



**JIM SAMMON**  
Partner



**KYLE HUTNICK**  
Associate

Jim Sammon and Kyle Hutnick helped a growing Cleveland plastics machinery business quickly recover \$800,000 from a shipping company and broker for damages caused to an electrical machine in a cross-country transport. Jim's familiarity with insurance law and the Carmack Amendment, a federal law governing interstate shipment, was instrumental in ensuring a speedy recovery for the client. KJK was able to resolve the matter by filing suit and obtaining a settlement in a month's time, even retaining the machine for the client's future use.



**SAMIR DAHMAN**  
Partner



**ALEXIS PRESKAR**  
Associate

Samir Dahman and Alexis Preskar obtained a preliminary injunction in a \$20+ million real estate partnership dispute pending in multiple jurisdictions. Thanks to their resourceful and thorough pre-suit and discovery tactics, the client – a Columbus company focused on revitalizing urban areas – was able to favorably resolve the dispute, providing stability and security to management and allowing the partnership's operations to thrive free and clear of outside interference.



**JUSTINE LARA KONICKI**  
Partner

Justine Lara Konicki successfully defended on appeal a judgment dismissing false allegations of wrongdoing made against a well-known Cleveland developer, an outcome that ensured the

continued success of a key University Circle hotel project. Justine also persuaded the 8th District Court of Appeals to affirm the trial court's plain language reading of the company's operating agreement.

## Congratulations!

'20 Best Lawyers Honorees:

**Samir Dahman**  
*Litigation, Labor & Employment*

**Sarah Gabinet**  
*Family Law*

**Rob Gilmore**  
*Employment Law – Management*

**Jon Groza**  
*Commercial Litigation*

**Kate Hickner**  
*Health Care Law*

**Steve Marrer**  
*Real Estate Law*

**John Ramsey**  
*Family Law*

**Susan Scheutzw**  
*Health Care Law*

**Susan Stone**  
*Education Law*

**Kristina Supler**  
*Criminal Defense: White-Collar*

**Matt Viola**  
*Real Estate Law*