

TOM CHAUNCEY & CHRIS McNICHOL

GUST ROSENFELD



AREAS OF EXPERTISE:

First Amendment & Media Law, Commercial & Real Estate Transactions, Litigation

NO. OF YEARS PRACTICING: 44

NO. OF FIRMS WORKED AT: 1

THREE ADJECTIVES TO DESCRIBE YOUR WORK STYLE:

Prepared, prompt & personal

BIGGEST CHALLENGE IN R.E. LAW NOW:

Separating opportunity from bubbles

IF YOU WEREN'T A LAWYER, YOU'D BE:

A helicopter pilot

ONE THING PEOPLE ASSUME ABOUT LAWYERS THAT IS NOT TRUE:

It is not always about the money.

AREAS OF EXPERTISE:

Commercial & Real Estate Transactions, Litigation, Creditors' Rights

NO. OF YEARS PRACTICING: 31

NO. OF FIRMS WORKED AT: 2

THREE ADJECTIVES TO DESCRIBE YOUR WORK STYLE:

Constructive, sensible & efficient

BIGGEST CHALLENGE IN R.E. LAW NOW:

Avoiding needless complexities

IF YOU WEREN'T A LAWYER, YOU'D BE:

A teacher

ONE THING PEOPLE ASSUME ABOUT LAWYERS THAT IS NOT TRUE:

That lawyers don't care about the ethics of the legal profession.

Tom & Chris last featured as
Commercial Executive Magazine's
 "Leaders in Real Estate Law"
 in 2012



Premier Valley attorneys Tom Chauncey and Chris McNichol of the prominent firm, Gust Rosenfeld last appeared in *Commercial Executive Magazine* in 2012, as some of the best of the best in commercial real estate law. Now, five years later they return with even more successes and some fresh takes on the Greater Phoenix CRE sector.

GUST ROSENFELD

has been the home of Chauncey and McNichol since 1972 and 1990 respectively. The firm, which has more than 60 lawyers located in Phoenix, Tucson, and Wickenburg, is a hub of legal expertise with a robust and diverse roster of practice competencies. **///** "We stand on the shoulders of John Gust, Fred Rosenfeld and the other founding partners," Chauncey says humbly. "They gave us a tradition and culture of client service and doing the right things for the right reasons." **///** Originally from Philadelphia, Pa., McNichol graduated from Villanova University Law School in 1986 and moved to Phoenix for his first legal position. "I made a lateral move to Gust Rosenfeld in 1990. Tom was instrumental in helping me come to the firm," McNichol says. **///** For

Chauncey, who was born and raised in Arizona, his background was an interesting mix of working on the family's ranch in Mayer (now donated to the YMCA for a kids camp), and later as a reporter and photographer for the family's media business. **///** Chauncey most recently partnered with Westcor to redevelop the family's horse property at Frank Lloyd Wright and Loop 101 into an area of high end auto dealerships, apartments and retail. **///** "I worked fulltime in news all through law school at Arizona State University during evenings and weekends," he says. "It did irritate my roommate because I would listen to the police scanner all night." **///** A journalist by education at Northwestern University, Chauncey's career as an esquire began on a dare of sorts. A chance meeting with attorney F. Lee Bailey after an interview, during which Bailey declared the innocence of his client, Chauncey approached Bailey and said in no uncertain terms that the lawyer's argument made little sense. **///** "Bailey puffed up and said: 'Young man, how would you know? You're not a lawyer.' I went to law school the next year to prove him wrong," he says. **"I LIKE A CHALLENGE."**

T / R / E / N / D / S

— EAST VALLEY —

T: "The Southeast area is still really on fire."

C: "Given the swaths of public land abutting portions of the greater Phoenix area, the southeast Valley has a desirable availability of developable private land, and that market should be heating up."

— WEST VALLEY —

T: "Progress is slower in the West Valley; however, Avondale and Buckeye are doing well."

C: "The West Valley, for example, Buckeye, has well positioned itself for the future."

"Retail will never be the same. But the smart brick-and-mortar retailers are reinventing space and are redeveloping their properties into mixed-use commercial, residential and office opportunities." **TOM**

"It's a real positive for local commerce as the political climate, at least on the state level, has cooled down. Companies see a less politically charged environment and that is a good thing for bringing business here." **CHRIS**

"Phoenix can't be considered a major city without downtown sports franchises. Sports are a big driver of an exciting downtown, so the talk about the Diamondbacks and Suns possibly leaving downtown for other areas in the Valley, is very concerning." **TOM**



Tom & his helicopter

T O M CHAUNCEY

Chauncey was honored by the Sandra Day O'Connor College of Law in March as the "Outstanding Alumnus" during their annual alumni luncheon for his accomplishments, commitment and contributions to the legal profession. Chauncey's commitment to ASU is not limited to the law school. He was one of the instrumental individuals in establishing The Walter Cronkite School of Journalism. III "Tom is far too humble to even bring that up in a conversation,"

McNichol says. III Chauncey's deferential nature also extends to his considerable work in philanthropy, where he has served as an advisor, supporter and board member for many of the Valley's nonprofit entities. III "I am involved with legacy charitable organizations, which are run by terrific people and are well-established," he says. "I also enjoy helping start-up entities." III The names of the many venerable institutions he has served with distinction, among others include: Friendly House, Foundation for Blind Children, Arizona Community Foundation, St. Joseph's Hospital and Barrow Neurological Institute. One of his real passions now is with fledgling nonprofits, and in particular Soldier's Best Friend, which provides U.S. military veterans living with combat-related Post Traumatic Stress Disorder (PTSD), or Traumatic Brain Injury (TBI) with service, or therapeutic companion dogs which are sourced from rescue organizations. III "I fell in love with what they were doing [so I got involved]. It is such a great idea and to date they have paired more than 160 dogs with veterans," he says.

C H R I S M C N I C H O L

Outside the doors of Gust Rosenfeld, McNichol keeps busy as well, teaching continuing education classes for real estate brokers and agents at the Arizona School of Real Estate & Business. He also finds time to extend some expertise to listeners of Money Radio 1510AM/105.3FM in Phoenix. "Boiling down sometimes complicated legal concepts to present well to a radio audience is a fun challenge," he says. III McNichol also recently completed work on the Arizona State Conservation Acquisition Board where he served as Chair. "The goal was to evaluate and distribute resources to worthy governmental entities so they could acquire land to preserve as open space for the benefit of the entire community. The people who had the foresight to originally set up the program are to be commended." III Big Brothers Big Sisters of America also benefits from his generosity, in particular, Quentin, a 14-year-old whom McNichol has mentored. "We have gone to local events such as the WM Golf Tournament, an ASU hockey and a Suns game, museums, and the science center, strummed guitars together, and golfed, kayaked, jeeped in the desert, and played tennis. It's a special and very personal feeling for me." he says. III Personal activities tend to merge with philanthropy for McNichol. As an example, he and his wife Mary Alexander, Executive Vice President and General Counsel for DMB Associates, supported the Arizona Kidney Foundation by participating in its annual "Dancing with the Stars" event. The couple took home the "People's Choice Award" in 2014. "It gave new meaning to 'relief' when we walked off the stage, having not tripped over each other during our dance routine."

Gust Rosenfeld's reputation in the community for legal excellence is bolstered by the presence of Chauncey and McNichol. Both understand and believe in the founding vision of the practice which is essentially to add value for the client, not how many billable hours are generated. •