

## Office Snapshot: Wick Phillips Sees 'Organic' Growth In Dallas

By Lynn LaRowe

*Law360 (April 11, 2025, 4:20 PM EDT)* -- With a Dallas attorney roster that has grown through lateral and associate hires, Wick Phillips Gould & Martin LLP has expanded its office space at a building in the city's Uptown neighborhood.

The expansion has increased Wick Phillips' footprint at 3131 McKinney Ave. to include two entire floors, giving the firm room to add 15 to 20 lawyers there, according to the firm's managing partner, Rob Wills.

Wills said the firm has steadily brought on laterals and associates since its 2004 founding and has not undergone any firm absorptions or mergers. The firm, which also has offices in Austin and Fort Worth, is nearing 100 attorneys.

"Not having enough space is a good problem to have," Wills said. "We're excited about the expansion, and our growth has been pretty organic. We haven't really gobbled up any practice groups from other firms."

Just a few blocks from the Katy Trail, yoga studios, fitness centers and restaurants, the building has ample parking, and the neighborhood has less traffic congestion than the downtown area, Wills said.

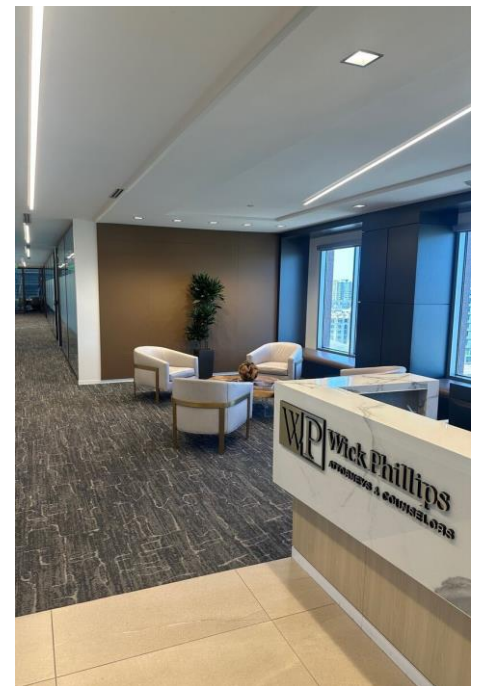
Wills said he expects the firm's growth to continue based on the demand he sees from the firm's existing and new clients.

"I'm really excited about our growth," Wills said. "It's been need-based, and the need is still there."

### The Leader

Wills is a partner in the firm's commercial real estate practice who has been with Wick Phillips for his entire legal career.

Having begun his tenure with the firm while still in law school more than 15 years ago, Wills was named managing partner in January 2023 and says he has



Wick Phillips is expanding its physical footprint at 3131 McKinney Ave. in Dallas to accommodate a growing roster. The firm will now occupy two floors of the building. (Courtesy of Wick Phillips)



Rob Wills

been working to build on the groundwork laid by his predecessor and the firm's founders: Bryan J. Wick and K. Todd Phillips.

Wills first joined Wick Phillips as a summer associate in 2007, formally joining the firm in 2009 after graduating from Southern Methodist University's Dedman School of Law and earning a bachelor's degree from Yale University.

Wills represents clients such as developers, lenders, property owners, landlords and tenants on matters including land acquisitions, ground leases, loan documents and landlord-tenant leases.

Wills said he handles "all asset types" of real estate, including industrial, office, multifamily, retail and mixed-use projects, corporate facilities, and multistate portfolios.

Wills is involved in the Dallas community through service as a board member of the HeadFirst Mental Health Initiative, a nonprofit organization that provides mental health treatment to children in the Dallas community at no cost to the patient, according to his firm bio.

Wills also participates in the Salesmanship Club of Dallas' reading buddy program at the Momentous Institute, where he meets weekly with a student and assists with teaching students to read, his bio shows.

### **The Location**

The expansion of the firm's office at 3131 McKinney will add 7,200 square feet to the 30,000 Wick Phillips already occupies, the firm said in a statement. The firm has been in the building for four years and opted to remain in the building, where traffic is lighter and parking is not a hassle, Wills said.

The expansion is allowing the firm to add a larger conference room with virtual meeting capabilities, Wills said. The firm is also adding a wellness room outfitted with comfortable furnishings, a mini-fridge for nursing mothers and a white-noise machine. The wellness room gives staffers a place to nap or have a quiet break, Wills said.

The firm also has a "billiards room" in Dallas where staffers can play pool.

"We've had some good tournaments," Wills said.

The building has access to the M-Line Trolley connecting all of McKinney Avenue and Uptown Dallas, according to the building website. It is five minutes from the city's Love Field airport, and dining and coffee options are within walking distance.

"We're very excited about this new space," Wills said. "And we're excited that we are growing to need it."

### **The Team**

Total staff: 105

Partners: 48

Of counsel: 1

Associates: 30

Other staff: 26

## The Work

Wills said Wick Phillips is a "full-service business firm" that caters particularly to small and middle-market clients.

"Here in Dallas we focus on the small to middle-market businesses in the North Texas area," Wills said.

Dallas is home to members of the firm's litigation, real estate, bankruptcy, tax, estate planning, intellectual property, finance, fund formation, securities compliance, insurance, and labor and employment practices.

"It's easier to say what we don't do," Wills said of the offerings in Dallas.

Currently, Dallas-based Wick Phillips partner Jeffrey Hellberg Jr., who heads the firm's appellate section, is among counsel representing the Southwest Airlines Pilots Association in a dispute with Boeing Co. The union sued Boeing after the Federal Aviation Administration grounded the 737 Max airplanes following high-profile catastrophes that killed hundreds, claiming that the company hid the fact that the planes were defective and in doing so reduced pilots' flight time and compensation after they were grounded.

Other Dallas attorneys at the firm recently represented Leon Capital Group LLC in a dispute with CoStar Group Inc. The dispute arose from incidents in May and June 2021, when CoStar claims that Leon Capital accessed its database without permission. In August 2021, CoStar brought the case against Leon Capital, citing breach of subscription license and unauthorized access to proprietary information. The matter settled last year.

Wills said the firm's founders have from "Day 1" wanted to offer the expertise of a BigLaw firm with the benefits of a smaller outfit.

"We're very entrepreneurial, and a lot of our attorneys have come from BigLaw," Wills said. "We want to be more of a counselor and a confidant for clients, a teammate, as opposed to a more transactional relationship."

Wills added that the firm has a team approach in its handling of client matters and its internal operations.

"Everybody here plays a key role," Wills said. "I think everybody feels that way."

## Comings and Goings

Wills said the firm is always looking for talented associates and lateral hires and has a robust summer program, which is where he got his start with Wick Phillips.

"Back then I think we had about 15 lawyers," Wills said. "Now I think we're around 97 [firmwide]."

Wills mentioned Dallas-based litigation partner David Anderson, a "boomerang" who rejoined the firm last year after four years at BakerHostetler. Before his departure and return, Anderson had practiced with Wick Phillips for seven years.

Other boomerang attorneys at the firm include real estate partner Rachel Sam, who practiced at the firm

for over six years before taking an in-house role with Cinemark. Sam returned to Wick Phillips after about two years there.

Alex Ingle, a Wick Phillips real estate partner, returned to the firm four months ago following nearly three years at Westmount Realty Capital LLC. He had been an associate at Wick Phillips for a little over a year before his time at Westmount, his LinkedIn profile shows.

--Editing by Karin Roberts.

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