

Exceptional and Cost Effective Legal Resourcing for USG

Expanding Real Estate Law Expertise & Flexibility

CASE STUDY ■ ■

The Client

USG Corporation is a leading manufacturer and distributor of high-performance building systems, serves the commercial, residential, and repair and remodel construction markets. With more than 9,000 employees worldwide and subsidiaries that include United States Gypsum Company, USG Interiors, LLC and L&W Supply Corporation, USG generated over \$3 billion in sales in 2011.

The Business Need

With subsidiaries and facilities around the world, USG owns and leases a diverse range of real estate properties. The cyclical nature and complexity of USG's businesses and global real estate present unique work flow challenges. USG had also concluded that the amount of real estate work did not support a full-time position. To more effectively address its fluctuating real estate legal work without adding additional headcount, USG looked for an alternative legal solution that would cost-effectively increase its in-house real estate legal expertise and capabilities.

The Solution

Galmont Legal recognized USG's challenges in expanding its corporate legal resources. The USG team required a gifted attorney with substantial and sophisticated corporate real estate law experience ready to hit the ground running. At the same time, the need for cost efficiency and flexibility was paramount. Some days and weeks might require extra hours of support while other times the workload would be more consistent. In addition, the wide variety of work coming into the department could span all areas of real estate law, including acquisition and disposition, leasing, economic development incentives and programs, financing, collateral enforcement, construction, development, land use regulation and property management.

From its network of qualified and expert attorneys, Galmont Legal identified a professional with an extensive background in real estate law who was also seeking a

"Galmont Legal found a way for us to get the expertise and support we needed without over-extending or spending for a full-time hire," said Stanley Ferguson, General Counsel of USG. "Galmont Legal identified the unique combination of skills, knowledge, experience and personality we required and delivered a lawyer with talent above and beyond our expectations."

flexible working arrangement. The candidate, whose most recent role was Associate General Counsel for a Chicago-based corporation, had several years of corporate legal and large law firm experience—largely focused on real estate matters. She was an excellent fit for USG not only because of her rich professional experience but also because of her desire to maintain a positive work-life balance while performing challenging and substantive legal work. Whether working with business team members, drafting or reviewing documents or advising on critical global projects, Galmont Legal found an attorney comfortable and passionate about the work, regardless of the project's size.

The Outcome

Since September 2009, the Galmont Legal attorney has been working on site for USG on a flexible basis. While the hours and projects vary, USG is consistently impressed by the high standard of work and professionalism the Galmont Legal attorney brings to the job. Meanwhile, the USG legal team is better equipped to manage its workflow, tapping into its dedicated Galmont Legal expert as demand requires.

Contact Information:

Three First National Plaza
70 West Madison, Suite 1400, Chicago, IL 60602
Phone: 312.214.3261, Fax: 312.214.3110
Email: info@galmont.com
www.galmontlegal.com