

WHO'S WHO | in Corporate Law

ROBERT H. GROMAN

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Robert H. Groman is a partner at Forchelli, Curto, Crowe, Deegan, Schwartz, Mineo, Carlino & Cohn LLP (FCCDSMC) with offices in Mineola and Melville. Groman has been practicing law since 1965 and concentrates his practice in the areas of legal guidance to corporate entities and owners including business transactions, business succession planning, estate planning, probate, trusts, income, gift and estate tax law.

Groman's expertise is in strategic legal and business planning to businesses of all sizes. He works closely with management to help them achieve their goals within the legal arena.

The greatest challenge for corporate law clients, this year, is to properly react to the volatile economic times that exist today, Groman said. "Businesspersons must keep a clear head and focus on their strengths and opportunities instead of dwelling on their weaknesses and threats," Groman said.

In times such as these it is extremely important to maintain good cash flow, he noted. "This can be aided by improving sales and business development strategies to increase market share and encouraging personnel to be pro-active and cautiously bullish about the future."

Businesspersons should also keep in mind the global economy. "If possible, use the weak dollar to attempt to make overseas sales because now we can be more competitive with our products and services around the world," he said.

If liquidity is available, look to make strategic acquisitions of competitors who are not as liquid, Groman said. "They may be available now at under-market value, which would not have been the case several years ago."



Finally, analyze facility and office space requirements and search for vacancies in the region to lower rent and overhead expenses, he added.

Over the past 40 years, Groman has represented a broad range of clients, both as general counsel and for specialized matters, in various business sectors including the manufactured products, retail, health care, service and food industries. Groman is a founding member of Groman, Ross & Tisman PC, which joined the firm known as Forchelli, Curto, Schwartz, Mineo, Carlino & Cohn in 2006.

Groman attended St. John's University School of Law and New York University School of Law (LL.M. in taxation).

Groman is a member of several committees of the NYS Bar Association and Nassau County Bar Association. He has lectured for the NYS Bar Association and other organizations on corporate and tax issues and estate planning issues. Groman has also served as a delegate to the Supreme Court Judicial Nominating Convention for the 10th Judicial District.

Groman has also served as a member of the executive committee of the B'nai B'rith Youth Commission; and chair of the Nassau/Suffolk B'nai B'rith Youth Organization.

Forchelli, Curto, Crowe, Deegan, Schwartz, Mineo, Carlino & Cohn is an award-winning, full-service law firm. Founded by Jeffrey D. Forchelli, Esq. in 1976, the firm has more than 40 attorneys specializes in more than 13 practice areas including land use and zoning, real estate, environmental law, tax certiorari, litigation, banking and financing, commercial and corporate transactions, loan closings and bulk loan sales, trusts and estates, tax and elder law, bankruptcy and insolvency, employment and labor law, municipal law, business and personal transactions.