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Lee & Hayes to move headquarters to Bank of America Financial Center

Firm to lease nearly 30,000 square feet over two floors, add IP attorneys

SPOKANE, Wash. – One of the region’s most dynamic companies, Lee & Hayes PLLC, will move into new headquarters in the Bank of America Financial Center in downtown Spokane, nearly doubling the law firm’s office size to accommodate rapid growth.

Lee & Hayes signed a long-term lease to occupy 27,097 square feet spanning the entire 14th floor and most of the 13th of Spokane’s most premier business address at 601 West Riverside Avenue. It will become the second largest tenant in the 20-floor, Class A Bank of America Financial Center, the tallest office building in Spokane.

“Lee & Hayes is a great Spokane success story, and this move signifies its success,” said Shaun Cross, CEO. “The firm has built a reputation as a progressive IP firm with a growing client list of well known multinational companies and global brands.”

Lee & Hayes represents six of the 20 largest patent filers in the U.S. It has been named as a “go to” firm by Microsoft, HP and Boeing. Telect, Pearson Packaging, and Pyrotek are among the firm’s Spokane-based clients.

Unico Properties LLC, a real estate investment and operating company, purchased the Bank of America Financial Center in early 2007.

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Lee & Hayes Growth	
1994	Lewis Lee, Dan Hayes found firm in their basements
1996	Lee & Hayes and two attorneys move to small IBM Building office
1999	Firm moves to Paulsen Building office suite with six attorneys
2002	Firm expands to occupy entire floor, grows to 20 attorneys
2004	Seattle office opens, tops 30 attorneys and patent agents
2008	Firm hires first CEO, doubles Spokane and Seattle office space, tops 40 attorneys, patent agents

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“Having prominent presence in the Spokane market with the ownership of a prestigious asset like the Bank of America Financial Center is very important to us,” said Unico president and CEO and Spokane native Dale Sperling. “Lee & Hayes is a top-tier tenant with a sterling reputation and we welcome the firm to the best building in this market.”

Lee & Hayes plans to move into its new space by October 1. The firm is currently interviewing finalists to provide architectural design services with plans for construction to begin by early summer. Cross said the building materials and design will incorporate energy-efficient and sustainable materials. The new office design will be contemporary and promote a culture of innovation and collaboration. Tenant improvements will be built out by a Spokane general contractor selected from Unico’s pre-approved list.

Home-Grown Success Story

Lee & Hayes, founded in 1994, has become a nationally recognized IP law firm over the past decade. Founders Lewis Lee and Dan Hayes started the company in their basements. The duo moved into a small space in the IBM Building in 1996 after securing a contract with Microsoft. In 1999, Lee & Hayes leased 7,500 square feet in the Paulsen Building and in 2002 expanded to absorb the entire fifth floor.

Today, with offices in Spokane and Seattle, the firm employs more than 75 people. Of those, 40 are attorneys and patent agents specializing in IP portfolio development and commercialization. Lee & Hayes is currently looking to hire at least 12 more IP attorneys and additional support staff.

“This is a bold and exciting investment for us,” said Lewis Lee, one of the firm’s founders. “We’re intentionally making a long-term investment in Spokane. There is a history of entrepreneurship here that, combined with some interesting emerging technologies, will support the region’s economic growth.”

Lee & Hayes currently employs 31 attorneys and patent agents in Spokane. The firm is also negotiating a lease for new Seattle office space that would double its current size, which is staffed by 13 people, including 10 attorneys.

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A Great Place to Work

A relaxed, entrepreneurial work environment has been a critical part of the firm's culture. That philosophy has been an important factor in attracting patent attorneys to Spokane from all over the U.S.

"Lee & Hayes totally understands Unico's vision for this building as a really great place to work for its employees," said Craig Soehren, leasing agent with Kiemle & Hagood Company, the real estate brokerage firm representing Unico in Spokane. Seattle-based Unico recently announced plans for a \$2.5 million Bank of America Building renovation that will include elevator modernization, updates to the outdoor entryway, lobby and addition of exercise facilities and other amenities for its tenants.

"This building is a great place for employees to go to work and it's in a great location to attract new employees," Soehren added. "Unico's hallmark is premier client service and they are delivering here by adding features and amenities for tenants and their employees."

Lee & Hayes was represented by NAI/Black, led by Jeff Johnson and Chris Siemens of Spokane.

About Lee & Hayes

Founded on the vision of delivering quality, customized IP legal services in a timelier, more efficient and responsive manner, Lee & Hayes has been recognized as an IP legal industry leader in the business of IP. The firm has received national industry rankings, including No. 1 for quality computer and electronics patents. It offers tailored patent and transactional services that integrate seamlessly with a client's business objectives. Visit www.leehayes.com for more information.

About Unico

Unico is a real estate investment and operating company with premier properties in the western United States. Unico produces superior returns for its institutional partners by anticipating and addressing the real estate needs of its customers with environments that enhance the success of the people, business and communities it serves. For more information about Unico, visit www.unicoprop.com.