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Courier 100: Dinsmore has doubled with strategic mergers

Jul 28, 2023, 6:09am EDT



Image: Cincinnati Business Courier

Corrie Schaffeld | CBC

Joshua Lorentz, managing partner, Dinsmore

Joshua Lorentz is managing partner of downtown-based Dinsmore & Shohl, a firm making waves in the legal industry with a series of successful mergers and a steady trajectory of growth. Lorentz, who assumed his role at the beginning of the year, inherited a regional firm well on its way to becoming a national powerhouse.

In January 2023, Dinsmore merged with San Diego-based Mulvaney Bary, a move that expanded its capabilities in banking and real

estate. This merger strengthened its presence on the West Coast, Lorentz said, and California specifically, allowing Dinsmore to better serve clients in that region. The firm added 10 attorneys and 10 company employees with the merger.

Dinsmore & Shohl has 29 offices across the United States. Its team of 750 lawyers offers expertise in intellectual property, corporate and financial law. Throughout the first half of this year, the firm added attorneys in a growing number of locations, including West Virginia, Cincinnati, Indianapolis, Louisville and Cleveland. It has grown from 200 employees in 2001, when Lorentz joined, to almost 1,500 between attorneys and business professionals.

As a limited liability partnership, Dinsmore has 175 equity partners and over 300 total partners. Lorentz, who graduated from the University of Dayton School of Law in 2001, joined Dinsmore in September of the same year as an intellectual property (IP) attorney. Since then, he has worked closely with partners to expand the IP department from 10 to 100 attorneys.

Throughout his tenure, Lorentz has held various positions, including IP litigator, IP department chair, finance committee chair, director and executive committee member. Today, as the managing partner, he continues to lead the firm's further expansion.

Founded in 1908, Dinsmore has experienced staggering growth under the leadership of his predecessor, George Vincent. The firm generated \$325.6 million in revenue in 2021, and more than \$330 million in 2022. "We've doubled in size in the last 10 years and have been on a trajectory of growth for the last 20 years," Lorentz said.

Since the pandemic, Dinsmore has employed a flexible hybrid system, allowing employees to work in hybrid or fully in-person, based on the requirements of each state. "We try not to be too rigid and enforce a one-size-fits-all approach," Lorentz said.

What to know

Sector of industry: Law firm

Year founded: 1908

HQ: Downtown

Managing partner: Joshua Lorentz

Career path: Started at Dinsmore & Shohl out of law school in 2001.

Became managing partner Jan. 1, 2023

2022 revenue: \$330 million

Companywide employees: 1,476



Luke Bisesi

Intern - *Cincinnati Business Courier*

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