



Michael Brown, Principal
Miles & Stockbridge P.C.

“With Miles & Stockbridge, you really do get the best of both worlds,” says Mike Brown, a principal at the 220-lawyer full-service law firm that counsel’s businesses of every size across the Mid-Atlantic region—and beyond. “We focus on the personal connection to our clients and their businesses, treating our smaller clients the same as our national clients, and because we are a larger firm, we can provide benefits to all of them that a smaller firm can’t.”

“The firm is light years ahead of all other law firms in the Mid-Atlantic Region in terms of its diverse gender/ethnic heritage and their impeccable professional skill set, said Wayne R. Frazier, Sr. President of Md. Washington Minority Companies Association (MWMCA).”

Miles & Stockbridge provides a full slate of legal services to an expanding list of clients—everything from start-ups to established industry leaders—by learning its clients’ respective frameworks from the inside and then partnering with them to surpass their business goals. The firm has extensive experience navigating the myriad challenges that a Mid-Atlantic business might face, from government contract, employment and certification issues to health care, compliance and regulatory matters and bid protests.

As chair of the Miles & Stockbridge Diversity Committee, Brown is making diversity a core of the firm. “We’re one of the fastest-growing law firms in terms of diversity in the country. It’s not just a box we’re checking,” he says. “We develop minority and women *partners*, and our commitment is borne out of the fact that a diverse team is a stronger team, and inclusion brings very real value to the client.” Brown notes that diverse lawyers bring with them different perspectives, often-critical language skills and deeper understandings of women and minorities, all which blend together to develop a more full-bodied, rigorous brand of counsel. A team that includes women and minorities can solve problems where a more homogenous group might have blind spots that could end up costing clients, for instance. And a diverse team can help to more easily and effectively find avenues of common ground with a new client, product or industry.

“In the coming year, I’m looking to add 10 more lawyers of color to the firm, as well as another 10 women,” says Brown. “And, last year, we hired more diverse attorneys than white males.” To Brown, though, the firm’s dedication to inclusion in its own walls is only half of the story. “We’re out there,” he says. “We’re in the communities, beating the streets, talking to businesses, talking to *minority-owned* businesses. We’re actively looking to partner with folks, to bring our decades and decades of collective legal experience to serve on their behalf, to help them succeed, to help them grow.” Miles & Stockbridge has for years positioned itself in the market as focused on client service, and Brown sees this aspect of the firm dovetailing nicely with its diversity work. “We don’t see ourselves as over *here*, and you, the client, are over *there*; we aim to be a part of your business, to reflect your business. Your challenges are our challenges, and your successes are our successes.” Whether a company is facing a litigation matter (or series of related matters) or trying to traverse a regulatory maze, Brown contends, Miles & Stockbridge takes a 360-degree approach, examining the matter and the business climate in terms of how the firm can best help

get the client where they want to be. Diversity—and the myriad perspectives that come with it—only bolsters this endeavor.

“People are starting to pay attention,” Brown laughs, a loud, boisterous surge. “It started with other law firms—not just them seeing what we were and are doing, but seeing the results. It’s not only the right thing, but it will make businesses more profitable.” Emulation being the purest form of flattery, Brown sees the commitment to diversity rippling beyond the legal industry and out into the broader business world. To his mind, change can only benefit everyone. “I’ll be the megaphone for this,” he says, laughing again. “A lot have heard of us at Miles & Stockbridge, and what we’re doing here. And, eventually, they’ll *all* hear us.”