

INDIVIDUAL HONOREE



DAVID HARTY, *Kaye Scholer LLP*

Valuable Negotiation Skills Help Nonprofits Rent Affordable Space to Deliver Multiple Services

David Harty is an associate at Kaye Scholer LLP specializing in real estate finance, leasing, acquisitions and sales, and development rights transfers. He received a B.A. from the University of Chicago in 1995 and his J.D. from Brooklyn Law School in 2001.

Mr. Harty has been volunteering his time and real estate expertise to **Goddard Riverside Community Center** for the last six years. One of New York City's modern day settlement houses, Goddard provides social, educational, and legal services to homeless people, people with mental health disabilities, children, young adults, and seniors. Services of this nature necessitate that an organization rent several spaces to carry out numerous programs.

Representing an organization like Goddard requires an attorney to understand the nature and needs of its programs. Rich Bengloff, Goddard's Chief Financial Officer, says, "When some landlords hear the term 'homeless,' they shy away from the transaction. David has made a point of understanding how our homeless outreach team works so that he can negotiate the necessary terms with potential landlords." A landlord's reluctance to rent to a nonprofit organization with homeless clients has meant that some landlords have offered deals and then backed out when they fully understood the program. Mr. Harty has been patient and loyal to Goddard in continuing to provide services after a lease deal does not materialize and negotiations begin with a different landlord.

Mr. Harty's leasing expertise has enabled Goddard to enter into several leases or lease renewals serving its roster of programs. Through his services, Goddard has found homes for its multiagency Manhattan Outreach Consortium, which provides services that lead to housing for street-dwelling homeless adults; the Goddard Riverside Law Project, which provides tenant counseling, legal representation, and advocacy services; and the TOP Opportunities program, which provides employment training, internships, and related services in preparation for job placement. Goddard's Options program, Early Learn, daycare services, and Star Learning Center, a tutoring and educational counseling program for elementary, middle and high school students, were also placed in various leased premises.

In addition to the extensive work Mr. Harty has done for Goddard, he negotiated a lease renewal for **Streetwise and Safe**, enabling LGBTQ youths of color to continue to benefit from the leadership and community offered by the organization.

Says Mr. Harty, "Over the years Lawyers Alliance has given me outstanding opportunities to work with great not-for-profit clients like Goddard Riverside and Streetwise and Safe. These experiences have been for me sources of great professional and personal satisfaction. And the support that the people at Lawyers Alliance provide is second to none."