



Business

## Addison Law Firm Hiersche, Hayward, Drakeley & Urbach Celebrates 35th Anniversary

by Georgia Smith on April 8, 2015



The law offices of Hiersche, Hayward, Drakeley & Urbach, P.C. officially celebrated their 35th anniversary on the first of April this year, making it one of the oldest businesses in the North Dallas Corridor. Addison itself did not start really growing until the 1980s and the law office was there for the beginning. Hiersche, Hayward, Drakeley & Urbach, P.C. takes pride in its accomplishments — it has seen the boom of the housing market and its inevitable and disastrous downturn. They have weathered the storms and always emerged on the other side wiser than before.

Co-Founding Partner William D. Hayward recalls the very start of Hiersche, Hayward, Drakeley & Urbach, P.C. 35 years ago.

“We came together as of April 1, 35 years ago,” explains Hayward. “There were four of us originally — we all working for major firms downtown; we all went to SMU. After about five or six years of practice downtown, we came together and decided to make our own practice. The connection we had was more North Dallas oriented, so that’s why we moved to Addison. One of our major connections was Bob Folsom, who was the former mayor of Dallas. Our representation of him caused us to feel that we were better here. We’ve been here in the same building since ’85.”

The four founding partners not only went to SMU at the same time, they attended the same classes and were even part of the same study group. After going their separate ways, they decided that they were better working with each other than for massive firms. Urbach and Drakeley were the first hired after two of the original co-founders

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left the firm and the combination of Hiersche, Hayward, Drakeley & Urbach has been in existence for the past two decades.

“In 35 years we’ve seen a lot,” says Hayward. “We’ve represented some major players, major real estate developers in the North Dallas area. But when ’89 and ’90 came, we saw the real estate market tank, Dallas tank... We were in the pit in ’89 and ’90. Whereas in ’08 Dallas was one of the stronger that survived. When that started we had two floors, 40 lawyers. We saw major law firms, 200 lawyers, just disappear. We had banks fail, fall apart. It was not a good scene in Dallas and we were able to survive. Unfortunately, we had to narrow ourselves down, just like every other firm and expand in areas not in real estate and just ride it out. We had a great landlord that worked with us in the space that we had. We stayed afloat. It was lot of hard work and luck.”

When the housing market collapsed, Hayward says survival required a great deal of creative thinking, flexibility and adaptability. The firm was in real estate, which was the hottest thing in Dallas, and when it disappeared the firm became determined not to focus on one area of the law again. The firm found clients that could appreciate their versatility and dedication. As Hayward says, “You’ve got to provide them with what they need and want and be there for them. The only thing that distinguishes you from someone else is what you provide the individual.”

The firm developed relationships with their clients, and watched young entrepreneurs grow their businesses into large companies, even seeing the owners pass the torch to their children. Hayward and the other partners value these relationships and attribute the success of the firm to the singular interest they have in a client’s success.

Now, 35 years after its inception, the firm is celebrating at a well-known Addison spot — Cavanaugh Flight Museum. Major clients, some of them clients for three decades, are invited, as well as a number of the firm’s vendors. Among them, chef and restaurateur Richard Chamberlain will be there to cater the event. Chamberlain and his partner Jeff Barker are longtime clients of the firm. In fact, Hayward helped open Chamberlain’s Fish Market. Mayor Todd Meier will also be there to congratulate the firm on being a part of Addison community.

After the party, of course, it’s back to work. The all-service firm is looking forward to the future. At the moment, they represent a lot of mid-cap to small-cap companies and entrepreneurs and they hope to do their best for their clients.

“The future of the firm rests with the younger partners,” says Hayward. “Service is the main concern. Give the customers what they need and be there for them. Real estate is strong, banking is strong... You’ve got to stay close to the customers. You’ve got to be a part of them and understand them. I think a lot of large firms don’t have that, especially with institutions.

“We have no desire to move out of the Addison area,” Hayward continues. “We feel out here there are a tremendous amount of entrepreneurs and small-cap and mid-cap companies. We feel like our formula has been successful, the people we have been affiliated with have been successful, and we’re proud of them and what they have accomplished.”

In a small, relatively young community like Addison, being in business for 35 years is rare. Congratulations to Hiersche, Hayward, Drakeley & Urbach, P.C, and here is to 35 more years in the North Dallas Corridor.

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