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Officing Today Staff

Barrister Executive Suites Celebrates 20th Anniversary of Owner Vince Otte

Barrister Executive Suites, a Los Angeles-based office business center company, announced yesterday their 20th anniversary under Vince Otte's ownership.

The company, originally Attorney's Office Management Inc., was founded in 1966 and was acquired by Otte in 1990. Otte changed the company name and brought it out of Chapter 11 bankruptcy. Since Otte's takeover, Barrister has doubled the number of their locations. There are now 22 Class A business centers in their empire, which stretches through Southern California to San Diego.

While the company originally catered to clientele exclusively made up of attorneys, the company now services a base that is 40% entrepreneurs from varying backgrounds, including psychologists, web developers and accountants. Barrister has also served major corporations such as Raytheon, GE Capital, AOL, The Coca-Cola Company and Nike. Company growth has remained steady throughout the recession.

"By remaining privately held, we respond to market demands quickly," Otte said. "Right now we are meeting the demand of professionals transitioning as a result of the economy from corporate positions who need office space and business identities quickly."

In the past 20 years the company's growth has included the development of a virtual office program, a shift in its client base, and a trademark of word-of-mouth referrals. The number of virtual office packages has jumped by 50% in the past year alone. Barrister's focus on "extraordinary service, support and amenities" has earned them so many word-of-mouth referrals that they are the company's second largest source of new tenants. The company reports that portfolio tenancy averages six years and dozens of clients have operated their business out of a Barrister suite for 20 or more years.

Barrister is a Member of ALLIANCE Business Centers NETWORK (ABCN), which allows them to offer over 650 locations worldwide to their clients.

"We offer Vince and his team a warm congratulations on this milestone anniversary," Frank Cottle, ABCN Chairman, said. "We look forward to supporting them in their continued growth and expansion."