

# KENNEBEC JOURNAL

## HALLOWELL: Statehouse heavy-hitters open lobbying outfit

BY BETTY ADAMS

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Staff photo by Joe Pheasant  
NEW LAW FIRM: Thomas Federle, left, and Michael Mahoney recently opened a law office at the corner of Winthrop and Water Streets in Hallowell.

HALLOWELL -- Two lawyers who served consecutive terms as chief legal counsel to the governor have opened a new law firm in Hallowell to lobby state and local governments.

Thomas B. Federle, 41, of Manchester, and Michael Mahoney, 36, of Cape Elizabeth now occupy airy, second-story offices at 100 Water St., a building that has housed at various times, a coffee house, a pottery shop and Republican Party headquarters.

Federle/Mahoney is billed as a "boutique law firm," which Federle defines as having a narrow focus and a narrow pool of clients. They do no family law and no criminal law.

"We represent clients in all areas where their interests intersect with government," Federle said. "We do a lot of lobbying and legal work for clients trying to relocate to Maine who need regulatory and planning help."

Currently, their clients include Time Warner Cable's northern New England offices; Bangor Hydroelectric, which is looking at running a new transmission line; and Blue H USA, which is considering placing a windmill farm at sea in the Gulf of Maine.

Federle, who had been part of the Augusta law firm Dyer, Goodall and Federle before going to work for Gov. John Baldacci from June 2005 to

December 2006, was running a solo practice.

Mahoney, who had worked for the Preti Flaherty law firm, joined him after working for Baldacci from January 2007 to September 2008.

The building is owned by Federle; Kevin Mattson, of Mattson Development LLC; and Geoff Houghton, who owns The Liberal Cup. The space is leased by Federle/Mahoney.

Mahoney said working as legal counsel to the governor was "a wonderful introduction to all level of the legislative and executive branch and part of the inspiration for this business model."

The two lawyers practice before the Public Utilities Commission, the ethics commission and many other executive branch agencies, as well as municipal bodies. They function as the go-between between regulators and large trade associations and businesses.

Federle said the two men have opted for less conventional billing system than the hourly charge plus expenses. They charge a flat fee or a "fair value fee."

According to an article in The New York Times, more firms are beginning to charge a flat fee for certain transactions and "success fees for positive outcomes," a departure from the billable hour.

"It gives the client predictability," Federle said, "and it assures that their interests and ours are aligned."

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