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**Section:** Business

### New firm specializes in land and general business law

*Andrew Kirk, OF THE RECORD STAFF*

The law firm Nielsen, Nielsen, Webber & Pack is all about access. Gary and Jeff Nielsen are a father and son team from California who are long-time Park City residents. They love their new office in **Newpark** on Ute Blvd. because it gives them close access to clients in Heber, the East Side, Park City and Salt Lake City.

The location gives Summit County residents access to experienced attorneys rivaling any firm in Salt Lake, with a third of the drive time.

The elder Nielsen started the firm to guarantee access to his son Jeff, and daughter, who is married to Tim Pack, the newest partner. In return, Nathan Webber, a family friend, and Pack have access to a senior attorney with nearly 40 years of legal experience. That kind of mentoring is rare for young barristers.

Gary Nielsen started his career with Great Southwest Corporation/Six Flags Inc. Great Southwest worked with huge land investments while the amusement park was an operating company. As he was promoted through the ranks, he became an expert in land law as well as general business law.

Ten years later, he became chief financial officer and general counsel for L'Ermitage Hotels in Beverly Hills, a business run by two entrepreneurial brothers.

After moving to Park City in 1993, he was CFO and general counsel for a real estate brokerage firm in Salt Lake City. He also started his own lending company as well as previous private practices.

Nielsen knows big business, he knows family entrepreneurs. He knows what it's like running someone else's business and starting one's own. He knows land development and he knows real estate. In short, Nielsen knows Summit County.

Richard Bizzaro, founder of All Resort Express, has known Gary Nielsen for 15 years and has relied on him for legal counsel several times.

"He's my corporate attorney, real estate attorney, my personal attorney, and I guess my investment attorney as well," Bizzaro joked. "He's caring and always there. He's persistent and always available. He's not just a lawyer, but acts as a friend and confidant."

Availability, or access to him personally, is something Nielsen really strives for in Park City. He knows that clients like Bizzaro, who are also friends, sometimes develop burning questions at a moment's notice and don't want to set an appointment in Salt Lake a week out. They appreciate being able to call him up and swing over or have lunch in denim and flannel, he said.

The three younger members of Nielsen, Nielsen, Webber & Pack are a good mix of specialties. In California, Jeff Nielsen did a lot of real estate law. At previous firms, Webber spent a good amount of time handling litigation, and Pack has an MBA from Westminster College.

The four work largely as a team, putting in late hours together at busy times and playing golf together on slow

days.

Their wives prevent them from discussing work at family gatherings to keep home and office separate, Nielsen joked.

As a new law firm, this teamwork is important for the variety of work that comes in.

"The vicissitude of a small firm is you never know what you're going to get," Jeff Nielsen said.

The younger Nielsen moved back to Park City from California to work with his father. Like any new firm, they have to build a client base, but Jeff said he's excited to be back.

So many people graduate from law school every year that established firms are making new arrivals work long hours with little guidance from senior attorneys the caliber of his father. The trend in California is to live in a condo an hour or two from the office and commute.

In Park City, an attorney can work with clients of the same level of sophistication and still afford a home with a yard and a dog, Jeff joked.

Pack said the Niensens are well connected in Park City and California, and he and Webber's experience in Salt Lake City give them connections there. Together, the four are well suited to serve the entire region.

Jeff Nielsen predicts that as Park City grows and diversifies, the need for sophisticated legal advice will increase. He believes the four of them are well suited to provide it with their experience and cooperation.

Gary Nielsen predicts an increase in the need for legal advice on business "exiting" in the area as baby-boomers retire and need advice on what to do with their business and assets.

Nielsen, Nielsen, Webber & Pack

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[Photo:](#)

[From left, Gary Nielsen, Tim Pack, Nathan Webber and Jeff Nielsen have formed a law firm in Kimball Junction.](#)

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