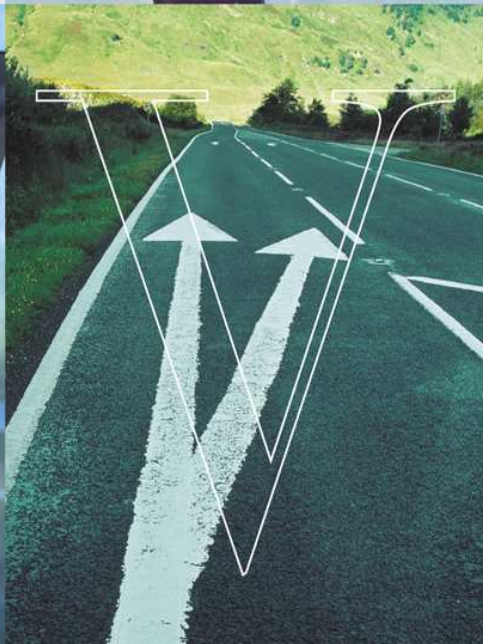
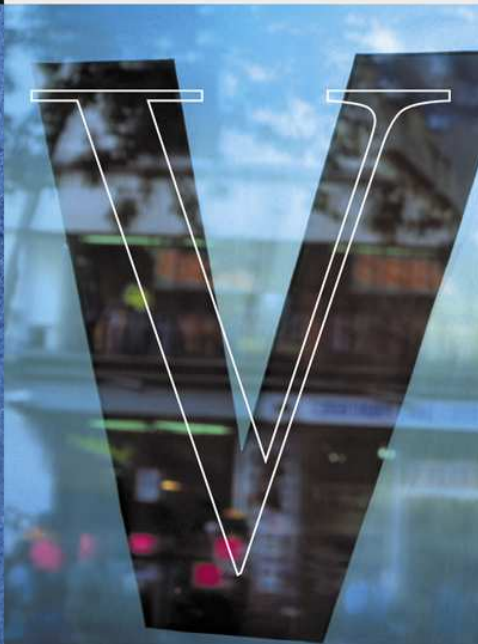
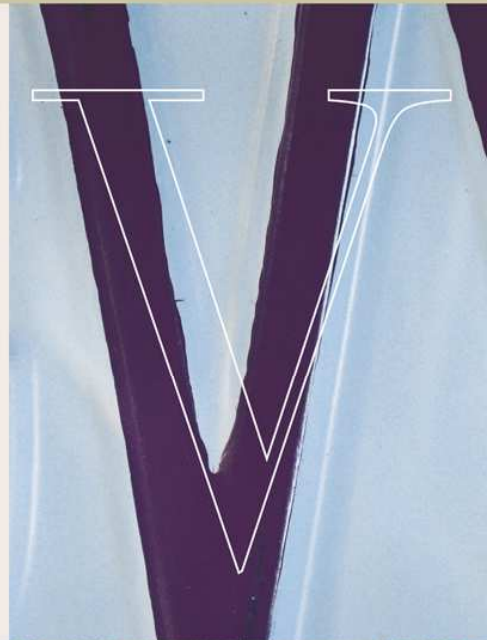
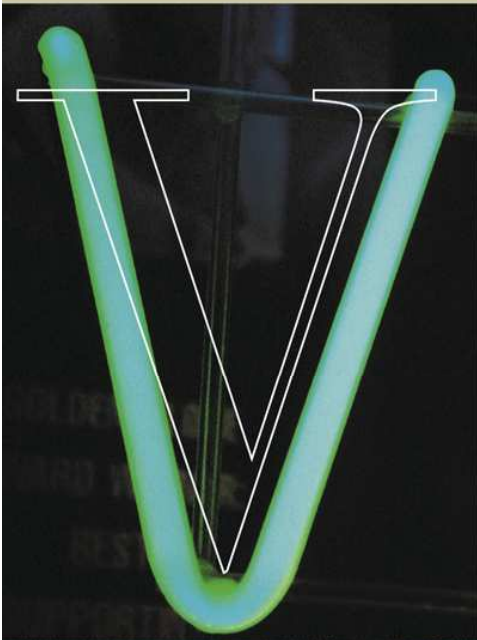
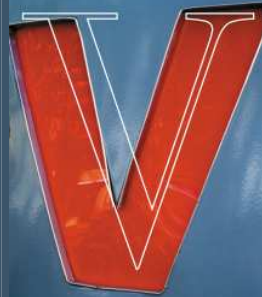


VENABLE[®]LLP

nonprofit
organizations and
associations





VENABLE SNAPSHOT

- Nearly 600 lawyers nationally
-
- Top 100 nationally
- American Lawyer* 2010
-
- Top 10 in Washington, DC
- Washington Business Journal* 2010
-
- Counsel to 40 of the Fortune 100

NONPROFIT QUICK FACTS

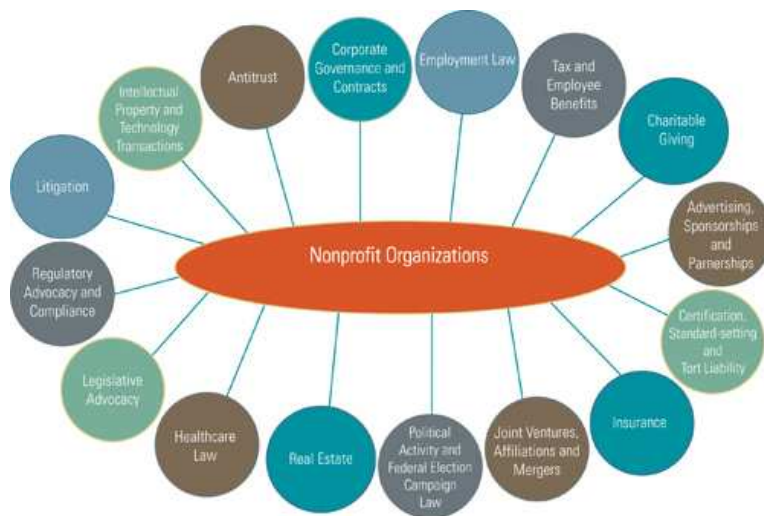
- More than 40 attorneys focused on nonprofit issues, including former government counsel with the
 - IRS Chief Counsel’s Office
 - Joint Committee on Taxation
 - Senate Finance Committee
 - U.S. Department of Justice, Tax Division
-
- The American Bar Association’s *Outstanding Nonprofit Lawyer of the Year*
-
- Ranked as a Tier 1 firm in Nonprofit/Charities law by *U.S. News & World Report/Best Lawyers*
-
- Author of the *Association Tax Compliance Guide*, published by the American Society of Association Executives
-
- Former legal counsel at the American Society of Association Executives
-
- Attorneys recognized by *The Best Lawyers in America* for nonprofits/charities law
-
- Exclusive Sponsor of the Association of Corporate Counsel’s Nonprofit Organizations Committee

NONPROFIT ORGANIZATIONS AND ASSOCIATIONS
attorneys who are part of your world

With more than 600 nonprofit clients nationwide, Venable has the largest concentration of attorneys in the country providing counseling and advocacy for charities, hospitals, schools, foundations, trade associations, professional societies, advocacy groups and other nonprofit organizations.

Our clients—ranging from some of the nation’s largest philanthropic charities to a “who’s who” of trade and professional associations—call on us for assistance in matters of general nonprofit law and in matters unique to their industries, professions, causes or issues.

WE UNDERSTAND WHAT MAKES NONPROFITS DIFFERENT



The Venable advantage: deep experience with nonprofit legal issues.

As a result of our extensive experience in representing nonprofit organizations, virtually no legal issue or problem is new to us.

Experience with the most common and the most unusual issues enables us to provide precise answers and workable solutions with a legal style marked by ingenuity and pragmatic judgment.

Legal experience, reinforced by personal experience.

Our understanding of the nature and business of nonprofits—derived not only from our legal practice but from our deeply rooted participation in the nonprofit community—enables us to offer broader and more useful counseling that recognizes the practical management, political

PRACTICE FOCUS

Advertising and sponsorships
Corporate governance and contracts
Tax and employee benefits
Charitable giving
Employment law
Joint ventures, affiliations and mergers
Antitrust
Certification and standard-setting
Tort liability
Intellectual property and technology transactions
Political activity and federal election campaign law
International operations
Legislative advocacy
Regulatory advocacy and compliance
Litigation
Insurance
Real estate

CLIENT FOCUS

Charities and foundations
Trade associations
Professional societies
Advocacy groups
Hospitals
Schools, colleges and universities

and business considerations involved in the issues faced by nonprofits.

Our attorneys contribute to the nonprofit community in many ways, including giving speeches, writing articles, serving on boards and committees and offering their time and resources to numerous nonprofit events and initiatives. For example, we give dozens of presentations a year to nonprofit executives and regularly publish articles on nonprofit legal issues (see www.Venable.com/Nonprofits/Publications, www.Venable.com/Nonprofits/Events and www.Venable.com/Nonprofits/Recordings).

You won't hear "no" for an answer.

Instead of simply saying, "No, you can't do that," we pride ourselves on our ability to find innovative solutions to the seemingly most intractable problems and challenges facing our clients.

Seasoned attorneys who have walked in your shoes.

Venable maintains a core team of approximately 20 attorneys who concentrate exclusively on the legal needs of nonprofit organizations. This team works day-in and day-out addressing the legal issues of nonprofit clients. They are leaders at what they do, with comprehensive resumes of credentials and achievements in their respective areas of concentration.

The team has several attorneys who previously worked in-house at nonprofits. This wide-ranging in-house experience has proven invaluable in understanding and relating to the unique needs of our clients. As individuals and as a team, we provide the responsive, efficient service needed by the nonprofit community.

Additionally, Venable operates the Venable Foundation, its own charitable vehicle to promote the health and well-being of the communities where Venable's clients and attorneys work and live. As such, we are more than just attorneys—we are partners with our clients in bettering our cities and communities.

Integrated legal services that bring a deep bench and a one-stop-shop to the full range of nonprofit legal challenges.

While members of our nonprofit team spend all of their time addressing the legal issues affecting nonprofit clients, our practice is much broader than that. We are fully integrated with the rest of our firm and frequently draw on the knowledge and experience of hundreds of Venable attorneys in every office of the firm. This carefully-selected network of attorneys not only brings an unmatched wealth of experience in areas such as those listed below (and many others), but it also brings an understanding of how these other areas of law apply to the unique characteristics of nonprofits, due to the frequency with which these attorneys work with our nonprofit clients.

Our clients frequently remark about how much they appreciate Venable's ability to serve as a "one-stop-shop" for all of their legal needs. Our deep "bench" in virtually every legal area and issue affecting nonprofits enables us to tap into the experience required to deal with the most complex and nuanced legal challenges. Venable's various attorneys throughout the firm—coupled with our core nonprofit practitioners—form a powerful team that works seamlessly to provide our nonprofit clients with everything they could need or want from a law firm, in a manner that is both cost-efficient and effective.

VENABLE[®] LLP



our experience

OUR CLIENTS

AARP
Abidi Foundation
Abilities Network
ACA International
Academic Health Centers' Clinical Research Forum
Academy of Managed Care Pharmacy
Academy of Radiology Research
Adhesives and Sealants Council
Advertising Mail Marketing Association
Advertising Specialty Institute
Affordable Mail Alliance
AGA Foundation for Digestive Health and Nutrition
Agricultural Retailers Association
Air Conditioning Contractors of America
Air Transport Association of America
Aircraft Owners & Pilots Association
Alaska Federation of Natives
Alcoholic Beverage Medical Research Foundation
Alexander Graham Bell Association for the Deaf and Hard of Hearing
All Hazards Consortium
Alliance for Employee Benefit Companies
Alliance for Online Advertising
Alliance of Automobile Manufacturers
Alliance of Women in Media Foundation
Amazon Conservation Team
America's Health Insurance Plans
American Academy of Actuaries
American Academy of Audiology
American Academy of Craniofacial Pain
American Academy of Neurology
American Academy of Optometry
American Academy of Physician Assistants
American Animal Hospital Association
American Association for Homecare
American Association for Medical Transcription
American Association for the Advancement of Science
American Association of Attorney-Certified Public Accountants
American Association of Colleges for Teachers of Education
American Association of Credit Union Leagues
American Association of Health Plans
American Association of Museums
American Association of Port Authorities
American Association of Retired Persons
American Bankers Association
American Benefits Council
American Brachytherapy Society
American Catholics for Freedom
American Chamber of Commerce Executives
American Chemistry Council
American Coalition for Clean Coal Electricity
American Coatings Association
American College for Advancement in Medicine
American College of Emergency Physicians
American College of Health Care Administrators

INTEGRATED LEGAL SERVICES

Below are highlights of some of the key areas and issues on which our nonprofit practice places its focus:

Corporate governance.

We advise nonprofit clients on a full range of governance-related matters, including:

- articles of incorporation and bylaws;
- policies and procedures;
- conflicts of interest and fiduciary duties;
- codes of ethics and enforcement procedures;
- private inurement and private benefit;
- parliamentary procedure;
- membership standards;
- record-retention policies and practices;
- structural and legal relationships among foundations, taxable subsidiaries, chapters, affiliated federations and other industry organizations; and
- leadership, management and oversight structures.

For example, we helped the National Retail Federation develop a new conflicts of interest policy and disclosure process for its board of directors, we worked with the American Academy of Physician Assistants to shift the allocation of decision-making responsibilities from its House of Delegates to its board of directors, and we assisted the United Way of the National Capital Area, the International Municipal Signal Association, America's Community Bankers and the Building Industry Association of Southern California in overhauling and instituting new governance structures and procedures.

We also regularly attend our clients' board, executive committee, membership and other meetings as needed.

Contract services.

Contracts are a core aspect of any nonprofit counseling practice. That's why it's not surprising that there is rarely a type of contract for which we do not have a model form and hundreds of samples to draw upon, or that we have not previously drafted, negotiated, revised and, if necessary, litigated or arbitrated. In fact, because we have previously negotiated contracts with most of the leading vendors and facilities that provide products and services to nonprofits, we are able to bring a wealth of inside experience to each transaction in a way that few, if any, law firms can. This has proven to be of enormous value to our nonprofit clients, from the National Athletic Trainers' Association to the National Association of Music Merchants to the American Association of Homes and Services for the Aging.

We also know how to resolve disputes about contracts. From our extensive work with meeting, trade show and hotel and convention center contracts, to chapter affiliation agreements, to endorsement and sponsorship agreements, to software licensing and web-hosting contracts, to much else, we bring a very experienced - and practical - perspective to the resolution of contractual issues. Our attorneys are seasoned contract negotiators who are deeply valued by, and deliver consistent results for, our clients.

Tax and employee benefits.

We provide support and legal guidance with respect to every major tax and benefit issue

American College of Oral and Maxillofacial Surgeons
 American College of Radiology
 American Conference for the Treatment of HIV
 American Council of Engineering Companies
 American Council of Life Insurers
 American Dental Association
 American Dental Education Association
 American Dietetic Association
 American Federation of Television and Radio Artists
 American Floral Endowment
 American Forest and Paper Association
 American Fraternal Alliance
 American Friends of Bucerius Law School
 American Health Care Association
 American Health Information Community Successor
 American Hospital Association
 American Hotel and Lodging Association
 American Immigration Lawyers Association
 American Institute of Architects
 American Institutes of Research
 American Insurance Association
 American Iron and Steel Institute
 American Land Title Association
 American Logistics Association
 American Lumber Standards Committee
 American Management Association
 American Management Association International
 American Medical Association
 American Mensa
 American Moving and Storage Association
 American Occupational Therapy Association
 American Orthotic and Prosthetic Association
 American Physical Therapy Association
 American Psychiatric Nurses Association
 American Public Gas Association
 American Red Cross
 American Resort Development Association
 American Securitization Forum
 American Silencer Association
 American Society for Colposcopy and Cervical Pathology
 American Society for Microbiology
 American Society for Parenteral and Enteral Nutrition
 American Society for Quality
 American Society for Training and Development
 American Society of Anesthesiologists
 American Society of Botanical Artists
 American Society of Breast Surgeons
 American Society of Civil Engineers
 American Society of Clinical Oncology
 American Society of Dentist Anesthesiologists
 American Society of Electroneurodiagnostic Technologists
 American Sportfishing Association
 American Staffing Association
 American String Teachers Association
 American Subcontractors Association
 American Traffic Safety Services Association
 American Trucking Associations
 American Urogynecologic Society
 Anna Emory Warfield Foundation
 Anne Arundel Medical Center
 The Annie E. Casey Foundation
 Anteon Foundation
 Aplastic Anemia Foundation of America
 Arbutus Volunteer Fire Company
 Archer Stables Equestrian Club
 Architectural Woodwork Institute
 Armed Forces Marketing Council
 ASAE & The Center for Association Leadership
 Asian Relief
 Asphalt Institute
 Associated Black Charities
 Associated Builders & Contractors, Inc.

affecting nonprofits, including, among others:

- recognition of tax-exempt status;
- defense of IRS and state tax audits (we have recently handled more than 65 IRS audits of tax-exempt organizations);
- Form 990 reporting and disclosure;
- establishing and managing relationships with subsidiaries and affiliates;
- unrelated business income tax planning and restructuring;
- employee benefits;
- retirement and deferred compensation plans;
- executive compensation planning;
- private inurement and private benefit issues;
- charitable solicitation, substantiation and registration requirements;
- public disclosure requirements;
- tax-exempt bond financing;
- charitable planned giving and bequests;
- lobbying limitations, tracking and reporting;
- sales and use taxation and exemptions; and
- special tax rules applying to private foundations.

We have extensive experience working with the related foundations and other tax-exempt and taxable affiliates and subsidiaries of trade and professional associations. Our work in this area includes incorporating related foundations and qualifying them for tax exemption and public charity status, counseling them on how to protect that status and avoiding impermissible private benefit, helping to define the allowable separation of responsibilities, programs and activities between the association and affiliate, structuring the appropriate corporate governance balance between the association and affiliate, and defining and drafting the contractual relationship (with respect to shared staff, office space, office services, and the like) between the two. We also have represented a number of associations and their affiliates and subsidiaries in connection with IRS audits in recent years, and that experience has been invaluable in learning what the IRS' priorities and concerns are in this unique area of the law.

In the areas of tax controversy and tax policy, Venable is ripe with seasoned practitioners – attorneys formerly with the IRS Office of Chief Counsel and the Joint Committee on Taxation, as well as a former tax counsel for the Senate Finance Committee and the Joint Committee on Taxation and a former trial attorney for the U.S. Department of Justice, Tax Division. This bench strength has proven to be tremendously helpful in navigating the intersection of tax policy and enforcement, legislation and regulation. We have extensive experience in every aspect of tax controversy work – from IRS audits to IRS appeals to litigating tax cases in court – and have had a large number of notable successes in this area.

In the area of employee benefits, retirement plans, and executive compensation planning, Venable's Employee Benefits and Executive Compensation Group has particularly deep knowledge about the specialized—and often arcane—rules that apply to the retirement and compensation plans sponsored by nonprofit organizations. Not only do we work closely with our clients to ensure that their retirement programs meet all compliance requirements, but we also partner with our clients and their consultants to help them evaluate whether they should migrate from traditional retirement programs to more contemporary solutions. Of added value, we also structure deferred compensation plans and other innovative programs that are designed to supplement retirement savings so that nonprofit organizations can attract and retain their key employees.

Employment law.

Venable's labor and employment attorneys provide counsel in every aspect of employment law as it applies to nonprofit organizations, including:

- employment policies and agreements;
- employee benefits;
- litigation in federal and state EEO agencies and in court;
- mediation, arbitration and other forms of alternative dispute resolution;

Association for Community Affiliated Plans
 Association for Education and Rehabilitation of the Blind and Visually Impaired
 Association for Educational Publishers
 Association for Healthcare Documentation Integrity
 Association for Healthcare Philanthropy
 Association for International Practical Training
 Association for Management and Operations of Transportation Infrastructure Assets
 Association for Postal Commerce
 Association for Supervision and Curriculum Development
 Association for the Advancement of Medical Instrumentation
 Association for Women in Science
 Association of Baltimore Area Grantmakers
 Association of Certified Anti-Money Laundering Specialists
 Association of Change Management Professionals
 Association of College Unions International
 Association of Corporate Counsel
 Association of Food Industries
 Association of Osteopathic State Executive Directors
 Association of Private Sector Colleges and Universities
 Association of Real Estate License Law Officials
 Association of Small Business Development Centers
 Association of State and Provincial Psychology Boards
 Association of State and Territorial Health Officials
 Association of University Research Park
 Association of Vascular and Interventional Radiographers
 Atlantic & Pacific Exchange
 Auditory-Verbal International
 Authors Coalition of America
 Automation Forum
 Automotive Aftermarket Industry Association
 Automotive Warranty and Service Contract Association
 Baltimore Community Foundation
 Baltimore County Volunteer Fire Departments
 Baltimore Ravens Foundation for Families
 Baltimore Reads
 Baltimore Rh Typing Lab
 Baltimore School for the Arts
 Bank of America Charitable Foundation
 Bearman Foundation
 Ben-Dov Foundation
 Besche Foundation
 Bicycle Council
 Bicycle Products Suppliers Association
 Bill & Melinda Gates Foundation
 Biotechnology Industry Association
 Bladensburg Volunteer Fire Department
 Bloomberg Foundation
 Boat Owners Association of the United States
 Boring Volunteer Fire Company
 Bowling Proprietors Association of America
 Brazelton Foundation
 Brookings Institution
 Bryn Mawr School
 Building Industry Association of Southern California
 California Dental Association
 California Hospital Association
 Campbell Foundation
 Cancer Research Foundation of America
 Carbon War Room
 Cardiology Advocacy Alliance
 Casey Trees Endowment Fund
 Cellular Telecommunications and Internet Association

- age, race, sex, disability and other discrimination claims;
- sexual harassment allegations and investigations;
- affirmative action planning;
- employment class actions;
- hiring, firing and promotion concerns;
- overtime rules;
- executive contracts and compensation;
- privacy concerns;
- defamation claims;
- disputes with unions; and
- occupational health and safety matters.

We regularly work with clients from the American Association of Museums to Money Management International to the Public Relations Society of America to the National Retail Federation in this regard.

Joint ventures, affiliations and mergers.

We have guided and negotiated dozens of complex, high-profile nonprofit mergers, consolidations, asset transfers and dissolutions and strategic alliances. For instance, we played key roles in the mergers of the American Society of Association Executives and the Greater Washington Society of Association Executives & The Center for Association Leadership; the American Bankers Association and America's Community Bankers; and the American Electronics Association and the Information Technology Association of America.

From the acquisition of assets, to the restructuring of organizations, to the formation of partnerships, joint ventures and limited liability corporations (LLCs), we have deep experience in every legal and tax aspect of nonprofit and for-profit corporate transactions. For instance, we have provided extensive counsel to the American Association of Homes and Services for the Aging, the American Society for Training and Development, the Council for Biotechnology Information and the American College of Radiology in this area.

In nonprofit mergers and consolidations, Venable's experience runs the gamut from strategic advice and planning to due diligence to complex regulatory approval.

In connection with nonprofit joint ventures with for-profit companies, we have a nuanced understanding of the complex tax-exemption rules and risks.

We also frequently assist clients with the establishment and management of both nonprofit and for-profit subsidiaries. For instance, we have worked for years with the National Association of Chain Drug Stores on the creation and maintenance of numerous subsidiaries and affiliates.

We advise clients on the intellectual property, tax, liability allocation and other aspects of partnerships, joint ventures, affinity relationships, endorsements and sponsorships with both nonprofit and for-profit entities. We have worked with groups ranging from The Nature Conservancy to American Mensa to the American College of Health Care Administrators in this regard.

Antitrust.

Given the interaction of competitors at association meetings and the vigilance of antitrust authorities regarding potential abuses of association programs and activities, antitrust is an essential element of our work for trade associations.

Venable attorneys have counseled hundreds of trade associations on antitrust compliance and helped defend them from antitrust investigations and claims. For example, we have:

- drafted antitrust compliance manuals for organizations such as the U.S. Telecom Association, the National Telecommunications Cooperative Association, and the Cruise Lines International Association;
- counseled the Entertainment Software Association, the Automotive Warranty and Service Contract Association and the Independent Insurance Agents and Brokers of America on the antitrust risks posed by new ventures and activities;
- advised hundreds of clients on the lawful structuring of salary surveys, the collection of price and cost data and other information exchanges, group purchasing programs, joint marketing, advertising and public relations campaigns, membership restrictions, trade show and advertising restrictions, certification and accreditation programs, standard-

Center for American Nurses
Center for Aquatic Life & Conservation
Center for Clean Air Policy
Center for Public Integrity
Change the Equation
Charitable Gaming Association
Charitable Marine Society of Baltimore
Chesapeake Health Plan Foundation
Chestnut Ridge Volunteer Fire Company
Chicago Area Bicycle Dealers Association
Child Welfare League of America
Children's Guild
Chiropractic Education Organization
Citizens Against Open Bay Dumping
Citizens Care & Rehabilitation Center
Citizens Climate Lobby
City of Rockville
Classroom Publications Association
Cleaner Safer Trucking
Coalition for Dietary Supplements
Coalition for Employment Through Exports
Coalition for Imaging and Bioengineering Research
Coalition for Patent and Trademark Information Dissemination
The College Board
College of Healthcare Information Management Executives
Combined Health Agencies of Maryland
Commercial Real Estate Finance Council
Commission on Accreditation of Healthcare Management
Community Health Charities of America
Competitive Telecommunications Association
Composite Lumber Manufacturers Association
Composite Panel Association
Conference of State Bank Supervisors
Congressional Country Club
Congressional Fire Services Institute
Construction Financial Management Association
Consultative Group on International Agricultural Research
Consumer Data Trade Association
Cool Roof Rating Council
Coppin University Foundation
Corporate Crisis Response Officers Association
Council for Biotechnology Information
Council of State Community Development Agencies
Council on Foundations
Council on Social Work Education
Cranial Academy
Creative Coalition
CredAbility
CropLife America
Cruise Industry Charitable Foundation
Cruise Lines International Association
CureSearch for Children's Cancer
Custom Builders of Northern Virginia
Design-Build Institute of America
DC Automotive Careers Foundation
Dietary Supplement Manufacturing and Marketers Association
Digital Diversity Initiative Trade Association
Diocese of Brooklyn
Direct Marketing Association
Distributed Power Coalition of America
Doctor's Hospital
Eastern Equipment Dealers Association
Edison Electric Institute
Education Research Foundation
Eierman Foundation
Electrical Safety Foundation International
Electronic Retailing Association
Electronic Security Association
Emissions Control Technology Association
Employees Council on Flexible Compensation
Energy Institute

setting and numerous other association programs and activities that pose anti-competitive risk; and

- long been involved with the American National Standards Institute process.

We also regularly handle large-scale civil and criminal antitrust investigations and litigation for clients nationwide.

With a wealth of antitrust experience—from former federal antitrust enforcement officials to seasoned antitrust litigators—Venable has one of the largest association antitrust practices in the nation.

Certification and standard-setting.

Venable has extensive experience in standard-setting, certification and accreditation matters. Examples of our work include:

- serving as ethics counsel for the member ethics enforcement program of the Project Management Institute;
- overturning a promulgated standard on American National Standards Institute (ANSI) procedural grounds for a consortium of associations led by the Roof Coatings Manufacturers Association;
- advising the Association of Clinical Research Professionals on the overhaul of its membership code of ethics;
- developing a professional certification program for the Construction Financial Management Association, now operated by an affiliated entity we created;
- advising the Composite Panel Association on voluntary ANSI standards involving formaldehyde emissions and the America Lumber Standard Committee in its oversight of lumber grading in the United States and Canada;
- assisting the American Society for Training and Development with the creation of a program to certify e-learning software, followed by the creation of a professional certification program;
- advising the American Society of Civil Engineers on its member ethics program;
- preparing enforcement procedures for the new mandatory safety and environmental standards promulgated by the International Council of Cruise Lines;
- counseling the Information Technology Industry Council on all aspects of its consensus standards-making process; and
- advising the Tire Industry Association, the Air Conditioning Contractors of America, the Recreational Vehicle Dealers Association and the National Propane Gas Association on technician-certification programs.

Tort liability counsel.

Our counsel on certification programs and standard-setting extends beyond the realm of antitrust into tort liability, defamation, due process, Americans with Disabilities Act compliance and the taxation of certification program income. Our attorneys have handled numerous cases involving conspiracy allegations against trade associations regarding product liability claims against industry products.

In addition, the risk of tort liability plays a particularly significant role in the advice we give to clients in areas ranging from online job banks and referral programs to endorsements, technical manuals, training programs and consulting services. For instance, we regularly review association-sponsored industry advertising for claim substantiation and other legal risks. Venable attorneys have been innovative and successful in helping trade associations minimize the tort and antitrust liability risks of their membership, certification, standard-setting and related programs.

Intellectual property.

We represent clients in all aspects of intellectual property law, including patents, technology licensing and transactions, trademark, copyrights, trade secrets and antitrust and unfair competition.

More than 60 Venable attorneys advise nonprofit clients on intellectual property law and address the unique issues that nonprofits face, such as:

- the role directors, committee members and volunteer authors and speakers play in the

Engineering and Construction Risk Institute
 Engineering Society of Baltimore
 Enterprise Foundation
 Entertainment Software Association
 Episcopal Diocese
 EPS Molders Association
 Estuarine Research Federation
 Executive Leadership Council
 Fabretto Children's Foundation
 The Farm Credit Council
 FDP Foundation
 Federation of Employers and Workers of America
 Fight for Children
 Financial Executives International
 Financial Services Institute
 Financial Services Roundtable
 The Flavor and Extract Manufacturers Association of the United States
 Flexible Vinyl Alliance
 Florida Association of Homes and Services for the Aging
 Foam Sheathing Coalition
 Forum 400
 Foundation for Advanced Cancer Studies
 Foundation for Environmental Security & Sustainability
 Foundation for the Malcolm Baldrige National Quality Award
 Francis Scott Key Medical Center
 Frederick Memorial Hospital
 Frost & Sullivan Institute
 Fuel Cell Seminar
 Gallaudet University
 GAMA Foundation for Education and Research
 Garrett Community College
 Gay Su Pinnell Foundation
 Geisinger Health System
 George W. Yu Foundation
 Gerontological Society of America
 Gilman School
 Global Works Foundation
 Glyndon Volunteer Fire Company
 Golf Range Association of America
 Goodwill Industries International
 Grameen America Association
 Greater Baltimore Medical Center
 Greater Las Vegas Chamber of Commerce
 Green Apron NGO
 Grid Protection Alliance
 Hackerman Foundation
 Hardwood Plywood and Veneer Association
 Healthy Neighborhoods, Inc.
 Hearth Patio and Barbeque Association
 Heart Rhythm Society
 Hebrew Union College
 Helene Christine Johnson Foundation
 Hemming Family Foundation
 The Holland America Line Foundation
 Home Builders Association of Connecticut
 Homeownership Preservation Foundation
 Howard Community College Foundation
 Howard County Hospital
 Howard Hughes Medical Institute
 Howard Theatre Restoration
 The Humane Society of the United States
 Ibasho
 Independent Cosmetic Manufacturers and Distributors
 Independent Insurance Agents and Brokers of America
 Independent Telephone and Telecommunications Alliance
 Industrial Minerals Association of North America
 Information Technology Industry Council
 Institute for Financial Literacy
 Institute for Functional Genomics

creation of copyrightable works;

- descriptiveness of nonprofit trademarks;
- use of association logos by members;
- peculiarities of certification and collective marks;
- unique domain name registration, protection and prosecution; and
- social media issues.

We prepare trademark, copyright and patent registration applications (both in the United States and in dozens of foreign countries); offer opinions regarding trademark, copyright and patent clearances, infringement, validity and enforceability; and prosecute and defend intellectual property claims in court and other forums.

For instance, we manage the worldwide trademark portfolio of the Project Management Institute; conducted an intellectual property audit for the Refrigeration Service Engineers Society; provided staff training to the American Orthotic and Prosthetic Association on copyright and trademark practices and compliance; and regularly assist the Romance Writers of America and The Authors Coalition on copyright protection and enforcement.

We also negotiate and draft domestic and international intellectual property and technology licenses, technology-transfer contracts, joint venture agreements and research contracts. Our experience with every aspect of complex technology-related contracts is deep and extensive.

We are fluent in all aspects of domain name protection and enforcement, and regularly arbitrate and litigate claims in this area.

Electronic communications and privacy law.

Our attorneys are well versed on federal and state laws and regulations governing electronic mail (such as the CAN-SPAM Act), faxes and telemarketing (such as the Telephone Consumer Protection Act), and their unique applicability to nonprofit organizations. For instance, we work with both the Direct Marketing Association and the American Association of Retired Persons in these areas.

We also have extensive experience with privacy issues - both from a compliance and policy-making perspective - and have one of the foremost practices in the country in this area.

Finally, we have done an ever-increasing amount of work – both for clients and in connection with speeches and articles – with respect to the legal aspects of social media and social networking sites when used by associations and other nonprofits. The legal issues in this area are diverse, complex, and very much still developing, but yet are critically important for virtually every nonprofit that ventures into this arena. From copyrights to trademarks to defamation to privacy to antitrust to employment matters, there is no shortage of challenges and opportunities for nonprofit organizations.

Political activity and federal election campaign law.

Venable attorneys are extremely well versed in the federal and state laws and regulations governing political activity, including both election and tax laws.

We help our clients interpret and comply with the complex, ever-changing web of federal and state requirements in this area, and also provide training to their staff and others. For instance, we work with The College Board, the Entertainment Software Association, the Recording Industry Association of America and the Independent Insurance Agents and Brokers of America in this regard. We are also frequent lecturers, authors and commentators on these issues.

We regularly counsel nonprofit clients regarding:

- the establishment and operation of federal and state PACs;
- federal and state laws governing political communications, contributions and other political activity;
- federal and state lobbying registration and reporting requirements;
- the federal lobbying tax law affecting association membership dues deductibility;
- federal tax limitations on lobbying by 501(c)(3) organizations; and
- federal and state ethics and gift rules.

International operations.

Venable has grown and prospered for over 100 years because our lawyers have maintained a

The Institute for Genomic Research
 Institute for International Economics
 Institute for the Advancement of Community Pharmacy
 Institute of Management Accountants
 Institute of Navigation
 Institute of Scrap Recycling Industries
 Instructional Systems Association
 Insulation Contractors Association of America
 Insurance Marketplace Standards Association
 Interchurch Medical Assistance
 Interlibrary Users Associates
 International Association for Continuing Education and Training
 International Association of Fire Chiefs
 International Association of Privacy Professionals
 International Association of Refrigerated Warehouses
 International Bicycle Association
 International Bone & Mineral Society
 International Cast Polymer Association
 International Certification and Reciprocity Consortium
 International Credit and Trade Finance Association
 International Dyslexia Association
 International Foodservice Distributors Association
 International Intellectual Property Association
 International Laser Display Association
 International Longevity Center
 International Mass Retail Association
 International Municipal Signal Association
 International Peace Operations Association
 International Sleep Products Association
 International Society for the Study of Xenobiotics
 International Society of Restaurant Association Executives
 International Society on Thrombosis and Haemostasis
 International Social Services
 Investment Program Association
 ISEH Society for Hematology and Stem Cells
 J. Craig Venter Institute
 Jewish Foundation for Group Homes
 Johns Hopkins Medical Institutions
 Josie King Foundation
 Keswick Multi-Care Center
 Kitchen Cabinet Manufacturers Association
 Ladies Auxiliary of the Pikesville Volunteer Fire Company
 Laureate-Sylvan Learning Foundation
 LeadingAge
 League of California Cities
 Lessard Charitable Foundation
 Life Insurance Settlement Association
 Lighthouse for the Blind
 Lillie Carroll Jackson Museum
 Lincoln Center for the Performing Arts
 Link TV
 Lions Club International
 Locke Family Foundation
 Louisiana Finance Association
 Lutheran Center Corporation
 Lutheran Immigration & Refugee Service
 Lutheran World Relief
 M.A.D.E. in Maryland
 Magazine Publishers of America
 Mailing Industry CEO Council
 Managed Fund Association
 Manufacturers Association of Florida
 Maret School
 Marine Corps Association
 Marine Corps Reserve Association Foundation
 Marriott - D.C. Childcare Corporation
 Maryland Association of Nonprofit

steadfast focus on the ever-evolving needs of our clients. As some of our U.S.-based clients have looked into markets beyond the United States and others have sought to do business here, our lawyers and professionals have provided important counsel to assist them in achieving their international objectives. The firm's status as a law firm of choice throughout the world has been recognized by its inclusion in the AmLaw Global 100, as well as recognition of several of our attorneys by Chambers Global.

We understand the global concerns of nonprofits that operate across borders. Whether it be protecting U.S. tax-exempt status, creating and managing "Friends of" organizations, protecting U.S. trademarks and copyrights overseas, opening offices, holding conferences, hiring staff, contracting with destination service and management companies, or ensuring that the U.S. entity and its partners are operating in compliance with U.S. export controls and anti-bribery laws, we are experienced in successfully guiding nonprofits through the most basic to the most sophisticated legal issues involved in operating overseas. We also appreciate the U.S. regulatory restrictions and requirements facing nonprofits in these areas – both foreign and domestic – and are well equipped to provide strategic assistance in order to maximize compliance, while minimizing the risk of regulatory violations.

Our attorneys provide advice and representation to nonprofits across a wide range of matters in this area, including, among others:

- International trade and Customs and U.S. export controls compliance
- Choice of entity, legal form and structure, and other organizational matters
- International intellectual property protection and infringement prosecution
- Contract negotiation and drafting
- Foreign Corrupt Practices Act and other anti-corruption laws and regulations
- Foreign and U.S. tax compliance, and preservation of U.S. tax-exempt status
- Foreign and U.S. privacy law compliance
- Data protection
- Advertising, marketing and new media

Legislative advocacy.

Venable has a nationally recognized legislative practice - the Capitol Hill newspaper *Roll Call* referred to Venable as a "powerful lobbying firm." We help nonprofit clients negotiate the legislative and regulatory environment of our nation's capital.

We have approximately 25 registered lobbyists, including:

- former U.S. Senator who served for 18 years;
- former U.S. Secretary of Transportation;
- two attorneys named as "Washington's Lobbying Leaders" by *Influence* magazine;
- one of the most well-connected veteran lobbyists in Washington, consistently included in rankings of DC's top lobbyists;
- two former tax counsels for the Senate Finance Committee and the Joint Committee on Taxation;
- a former counsel and policy coordinator for the House of Representatives' Energy and Commerce Subcommittee on Telecommunications and the Internet;
- a chief counsel for the Senate Permanent Subcommittee on Investigations;
- an in-house general counsel for the National Association of Federal Credit Unions;
- former staff to Vice President Biden; and
- former appropriations staff member.

Our legislative attorneys work closely with our core team of nonprofit attorneys, as well as with commercial, appellate and regulatory litigators, as part of an orchestrated, multifaceted approach to problem-solving that delivers effective and efficient results. We assist clients in developing, drafting and guiding legislation; drafting committee report language; preparing witnesses for congressional hearings; and testifying before Congressional committees on behalf of clients. They also help to coordinate legislative and public relations strategy for our clients.

Clients for whom we have recently provided legislative advocacy include the National Collegiate Athletic Association, the Women's National Basketball Association, the Air Transport Association, the National Multiple Sclerosis Society, the National eHealth Collaborative, Money Management International, the Financial Counseling Research Roundtable and many others.

Organizations

Maryland Businesses for Responsive Government
Maryland Credit Union Foundation
Maryland Executive Council for Educational Opportunities
Maryland Foundation for Kiplin Hall
Maryland Historical Society
Maryland Psychiatric Society
Maryland Retailers Association
Maryland State Fair
The Masonic and Eastern Star Home of the District of Columbia Charities
Masonry Veneer Manufacturers Association
Mathematical Association of America
Meals on Wheels Association of America
Medical Device Manufacturers Association
Medical Society of Northern Virginia
Medical Transcription Industry Association
Meritas Foundation
Metal Building Manufacturers Association
Michigan Municipal League
Mid-Atlantic Cardiovascular Foundation
Montgomery County Public Schools
Mpala Wildlife Foundation, Inc.
The Myelin Project
The MYS Family U.S. Charitable Foundation
NACE International, The Corrosion Society
National Alliance of Forest Owners
National Aquarium of Baltimore
National Aquarium Society
National Architectural Trust
National Art Education Association
National Association for Debt Education and Assistance
National Association for Gifted Children
National Association for State Community Services Programs
National Association of Architectural Metal Manufacturers
National Association of Area Agencies on Aging
National Association of Assistant United States Attorneys
National Association of Catering Executives
National Association of Chain Drug Stores
National Association of Child Care Resource and Referral Agencies
National Association of Corporate Directors
National Association of Criminal Defense Lawyers
National Association of Development Organizations
National Association of Drug Court Professionals
National Association of Enrolled Agents
National Association of Federal Credit Unions
National Association of Home Builders
National Association of Manufacturers
National Association of Medical Staff Services
National Association of Professional Employer Organizations
National Association of Security Companies
National Association of Small Business Accountants
National Association of State Energy Officials
National Association of State Investment Trusts
National Association of Ticket Brokers
National Athletic Trainers' Association
National Auto Auction Association
National Automotive Finance Association
National Bicycle Dealers Association
National Board of Medical Examiners
National Burglar and Fire Alarm Association
National Business Aviation Association
National Business Officers Association
National Cancer Research Foundation
National Child Support Enforcement Association
National Coalition for Cancer Survivorship
National Collegiate Athletic Association

Regulatory advocacy and compliance.

From the Federal Trade Commission to the Food and Drug Administration, from the Federal Election Commission to the Federal Communications Commission, and from the U.S. Department of Justice to the Environmental Protection Agency to the U.S. Department of Defense, we represent clients in opposition to, or in support of, key regulatory initiatives—advocating for or against policies, regulations and legislation in the interests of nonprofit clients and the public. We understand well the regulatory and policy components of federal agencies, as well as the relationship between the agencies and Congress.

Our approach includes counseling on regulatory compliance, petitioning and negotiating with agency officials, preparing formal comments, pursuing legislative remedies and, where necessary, litigating aggressively both in support of and in opposition to policies, regulations and legislation pursued by regulatory agencies. In this regard, our victories in the federal and state regulatory arenas are both numerous and impressive.

We have provided regulatory advocacy to organizations ranging from the Direct Marketing Association to The Sugar Association to the Outdoor Advertising Association of America.

Our regulatory practice comprises veterans from the upper ranks of federal agencies, including:

- a former chief counsel of the U.S. Food and Drug Administration;
- a former general counsel of the Federal Election Commission;
- a former undersecretary of Homeland Security and former Drug Enforcement Agency administrator;
- a former U.S. Secretary of Transportation;
- a former Securities and Exchange Commission assistant director for enforcement;
- former senior Federal Trade Commission officials;
- former White House attorneys;
- former U.S. Treasury Department officials
- a former Office of Management and Budget counsel;
- officials with several financial regulators including the Federal Deposit Insurance Corporation (FDIC), the Office of the Comptroller of the Currency, the Federal Reserve, and the Office of Thrift Supervision;
- U.S. Department of Justice veterans in the antitrust, environmental crimes and natural resources divisions, and in the Office of Justice Programs and Office of Civil Rights; and
- numerous U.S. Department of Defense government contract attorneys.

And while high-profile regulatory advocacy may garner the headlines, counseling clients on nut-and-bolts regulatory compliance issues—such as postal regulations and the rules governing raffles and lotteries—is a staple of our nonprofit practice.

Litigation.

Venable has a formidable team of aggressive, accomplished trial attorneys on both coasts—more than 175 litigators in Washington, DC, Baltimore, New York City and Los Angeles.

We have litigated in many federal trial and appellate courts throughout the nation, including four successful cases in the past five years before the U.S. Supreme Court.

We have argued cases before the National Labor Relations Board and filed *amicus curiae* briefs on behalf of organizations such as the U.S. Chamber of Commerce, the National Association of Manufacturers, Associated Builders and Contractors and the American College of Radiology.

We are currently defending multiple nationwide class actions, many as lead counsel.

We frequently bring our litigation capabilities to bear in defense of nonprofit clients. For example, we are representing, or have recently represented, nonprofits in actions such as:

- class-action lawsuits and lawsuits brought by federal and state government agencies;
- cases alleging conspiracy related to products liability issues arising from industry products; and
- lawsuits filed by the Federal Trade Commission, state attorneys general and other federal and state agencies.

We also regularly represent our nonprofit clients—especially trade and professional associations—in connection with the defense of third-party subpoenas seeking information and

National Communication Association
 National Community Pharmacists Association
 National Contract Management Association
 National Council of Agricultural Employers
 National Council of Juvenile and Family Court Judges
 National Council of University Research Administrators
 National Criminal Justice Association
 National Defense Industrial Association
 National eHealth Collaborative
 National Electrical Contractors Association
 National Electrical Manufacturers Association
 National Electrical Safety Foundation
 National Fallen Firefighters Foundation
 National Federation of the Blind
 National Fisheries Institute
 National Foundation for Credit Counseling
 National Hot Rod Association
 National Human Services Assembly
 National Independent Automobile Dealers Association
 National Institute for Severely Handicapped
 National Institute of Governmental Purchasing
 National Institute of Standards and Technology
 National Investor Relations Institute
 National Law Enforcement Officers Memorial Fund
 National Legal Center for the Public Interest
 National Marine Manufacturers Association
 National Mentoring Partnership
 National Mitigation Banking Association
 National Motor Freight Traffic Association
 National MultiCultural Institute
 National Multiple Sclerosis Society
 National Organization of Italian American Women
 National PACE Association
 National Parks and Conservation Association
 National Patient Safety Foundation
 National Propane Gas Association
 National Quality Forum
 National Retail Federation
 National Rural Utilities
 National Salvage Vehicle Reporting Program
 National Science Teachers Association
 National Society for Experimental Education
 National Student Clearinghouse
 National Telecommunications Cooperative Association
 National Volunteer Fire Council
 National Wildlife Federation
 National Youth Leadership Forum
 The Nature Conservancy
 NeighborWorks America
 Network Advertising Institute
 Network of Executive Women
 New Leaders Council
 New York Blood Center, Inc.
 New York Roentgen Society
 New York Society of Security Analysts
 New Jersey School Boards Association
 NFL Alumni Association
 North American Spine Society
 North American Steel Framing Alliance
 North American Veterinary Conference
 North Carolina Home Builders Association
 Northeast Cast Polymer Association
 Northern Virginia Association of Realtors
 Northwestern - Annenberg University
 Oak Crest Village
 Online Consumers Network
 Online Lenders Alliance
 Open Compliance and Ethics Group
 Open Door of Baltimore
 ORC Industries
 Organic Trade Association
 Owings Mills Corporate Roundtable

documentation in the organization's possession.

On behalf of the U.S. Chamber of Commerce, we led a team pursuing damages litigation in the U.S. District Court for the Eastern District of Virginia and a parallel arbitration before the American Arbitration Association regarding a failed software development and outsourcing project.

On behalf of the United Way of America, we helped terminate a software vendor for cause and then successfully pursued mediation in advance of litigation.

On behalf of the American Society of Association Executives, we prosecuted an arbitration against one of its largest endorsed vendors and successfully negotiated a favorable settlement for ASAE.

In addition, we represent nonprofits in a broad array of other business litigation, arbitration and mediation.

Healthcare law for nonprofits.

Healthcare is a diverse, heavily regulated and high-risk business. Venable's extensive experience with all sectors of the healthcare industry provides perspective to assist its nonprofit clients in all matters affecting the industry. For more than 40 years, Venable has assisted clients with federal and state regulatory healthcare compliance, including the False Claims Act, Stark compliance, and fraud and abuse investigations. In addition, we advise clients on issues involving HIPAA privacy and security matters, insurance and risk management, the practice of medicine, and unfair business practice restrictions.

Venable's experience includes federal and state Medicaid and Medicare regulatory issues and general contract terms associated with private payor or reimbursement contracts. We have counseled clients regarding the government payment programs, including extensive work on ways to establish reimbursement lawfully in situations such as joint ventures and corporate restructuring, including administrative reviews and judicial appeals. This work has involved certification, conditions of participation, coverage, reassignment, and other reimbursement issues for all types of government-certified providers.

Venable closely monitors changes in the laws and regulations that influence or affect our clients. We help our clients to comply with the maze of regulations that dictate how to manage daily operations, billing, purchasing, and other key functions. When needed, we have the depth and experience to defend clients in criminal, civil and administrative proceedings with government or private payors that stem from reimbursement contract disputes, and to advise them in audits or investigations.

Our practice includes licensure and certification for hospitals and healthcare professionals in many specialties before state licensing boards. We assist with patient care practices, including the process of informed consent to treatment.

We also regularly advise nonprofit organizations about the group health plans that they offer to their employees, or that association members may be offering to their own employees.

Even in the wake of national health reform, health insurance plans for employees continue to remain a highly valued benefit for employees. We have advised organizations about the HIPAA, COBRA, mental health parity, GINA, and regulatory developments affecting the design and structure of health and welfare plans, and have worked with organizations to structure retiree health obligations and take advantage of potential subsidy programs.

In addition, we regularly advise clients about the myriad of nondiscrimination testing, reporting, disclosure, and other legal compliance obligations that arise with health plans for employees. We work hand-in-glove with our clients and their HR staffs to implement efficient and effective open enrollment processes, negotiate contracts with health and welfare vendors to be sure they get the support services they need, and integrate and streamline health and welfare benefit programs in order to help them save money.

Now that national health reform has become a reality, the health insurance market for nonprofit organizations, their employees, and their members will be changing dramatically in the next few years. Venable will be working with its nonprofit clients in helping to evaluate all of the options that will be available to them, so that they are able to make the right choices that are in the best interests of the organization, its employees, and its members.

Oxygenated Fuels Association
 Parents Choice Foundation
 Partnership for a Healthier America
 PBS
 Penn-Mar Organization
 Pennsylvania Chamber of Business and Industry
 Performance Marketing Association
 Peterson Institute for International Economics
 Pharmaceutical Care Management Association
 Pickersgill
 Pikesville Volunteer Fire Company
 Planned Parenthood of Maryland
 Point-of-Purchase Advertising International
 Pop and Politics
 Postcom
 Preservation Maryland
 Prettyboy Watershed Alliance
 Prince George's Temple
 Printing Industries of Southern California
 Procter and Gamble Cosmetic and Fragrance
 Foundation
 Professional Golfers Association of America
 Professional Liability Underwriting Society
 Professional Pricing Society
 Project Management Institute
 Pro Musica Hebraica
 Public Education Network
 Public Entity Risk Institute
 Public Health Accreditation Board
 Public Relations Society of America
 Quality Parts Coalition
 RAISE
 Real Estate Settlement Services Providers
 Council
 Recording Industry Association of America
 Recreation Vehicle Dealers Association
 Reese Volunteer Fire Company
 Reginald Lewis Foundation
 Regulatory Compliance Association
 Regulatory Affairs Professionals Society
 Republican Party of Florida
 Reserveage Organics
 Resilient Floor Covering Institute
 Reverse Mortgage Counseling Association
 Road Runners Club of America
 Rocknet
 Roland Park Country School
 Roland Park Place
 Romance Writers of America
 Roof Coating Manufacturers Association
 Rubber Manufacturers Association
 Rural Cellular Association
 Save the Children
 Scientific Apparatus Makers Association
 Security Industry Association
 Sigma Xi
 SnowSports Industries America
 Social Enterprise Alliance
 Social Investment Forum
 Society for American Archaeology
 Society for Cardiovascular Angiography and
 Interventions
 Society for Marketing Professional Services
 Society for Pediatric Radiology
 Society for the Preservation of H. L. Mencken
 Society of Breast Imaging
 Society of Business Appraisers
 Society of Cardiovascular Computed
 Tomography
 Society of Computed Body Tomography and
 Magnetic Resonance
 Society of Financial Service Professionals
 Society of Industrial and Office Realtors
 Foundation
 Society of NeuroInterventional Surgery
 Society of Radiologists in Ultrasound
 Society of Research Administrators International
 Society of the Plastics Industry

Insurance counsel.

Venable attorneys successfully counsel clients in a range of insurance matters:

- We regularly advise nonprofit clients on insurance coverage and claim procedures, both on property and casualty and health and benefit matters.
- We are very familiar with the major nonprofit carriers of directors and officers liability policies, and frequently advocate with them on our clients' behalf. We do the same in connection with other types of insurance policies as well. We have an excellent, successful track record in this regard.
- We help nonprofits turn insurance into a lucrative non-dues revenue source. We have structured numerous group insurance programs for membership associations, their chapters and their subsidiaries through a variety of mechanisms.
- We have counseled several nonprofit clients in the establishment and operation of captive insurance companies.

Real estate transactions.

Venable's highly respected real estate practice assists nonprofits with complex commercial real estate transactions, including, among other aspects:

- negotiation of sale, purchase and lease transactions;
- preparing financial documentation; and
- obtaining land use approvals.

For instance, we represented the Special Libraries Association in the sale of its historic Washington, DC headquarters building and the purchase of its Alexandria, Virginia headquarters, and did the same for the Air Conditioning Contractors of America and the American Academy of Physician Assistants.

Real estate tax implications.

We advise nonprofits on the tax implications of real estate transactions, including, for instance, The American Institute of Architects.

We represented Howard Theatre Restoration in a series of complex, sophisticated real estate and tax transactions involving both historic and new markets tax credits in the District of Columbia.

Venable has particular experience representing title-holding subsidiaries of tax-exempt organizations, including 501(c)(2) and 501(c)(25) entities, as well as single-member limited liability corporations. We are very familiar with the unrelated business income tax issues that surround the use of these entities, as well as the limitations on their activities.

Advertising, sponsorships and partnerships for nonprofits.

Nonprofit organizations can benefit greatly from the market awareness generated from targeted sponsorships, partnerships and co-ventures. Whether it consists of a partnership with an entertainer or athlete who supports their cause, or a unique branding campaign with a national advertiser, such initiatives can help drive fundraising and articulate the organization's mission to a broader audience than might otherwise be available.

Venable operates at this intersection of nonprofits, advertisers and the entertainment industry by facilitating key introductions between nonprofits and athletes, celebrities and local and national brands, and by providing the comprehensive legal and tax counsel needed to get the deal done.

Our attorneys provide advice to nonprofits across a wide range of matters in this area, including:

- branding relationships and opportunities;
- sponsorships and placements;
- co-ventures/productions;
- alternative marketing and distribution strategies for entertainment properties; and
- creative solutions for public policy issues.

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Society of Women Engineers
 Sodexho Foundation
 Software Publishers Association
 Solar Energy Industries Association
 Soles4Souls
 South Atlantic Association of Obstetricians and Gynecologists
 Southeastern Society of Plastic and Reconstructive Surgeons
 Southeastern Universities Research Association
 Southern Association of Independent Schools
 Southern California Honda Dealers' Association
 Spark-Partnership for Service
 Special Libraries Association
 Sportfishing & Boating Foundation
 Sports Lawyers Association
 St. Joseph Medical Center
 St. Paul's School
 St. Timothy School
 Steel Framing Alliance
 Steel Shipping Container Institute
 Stoner Foundation
 Straus Foundation
 Suburban Hospital Foundation
 Suburban Newspapers of America
 The Sugar Association
 Sullivan Family Foundation
 Sunrise Assisted Living
 Swaps and Derivatives Market Association
 Tech America
 Terasem Foundation
 Texas Association of School Boards
 Texas Society of Association Executives
 Transcen
 TransitCenter
 Tressler Lutheran Services
 Truck Renting and Leasing Association
 The Trust Alliance
 Toy Industry Association
 U.S. Chamber of Commerce
 U.S. Export Council for Renewable Energy
 U.S. Psychiatric Rehabilitation Association
 U.S. Soccer Foundation
 U.S. Telecom Association
 U.S. Tuna Foundation
 Union Hospital of Cecil County
 United Way of America
 United Way of the National Capital Area
 The University of North Carolina at Chapel Hill
 Upper Chesapeake Health System
 Valley Brook Community Church
 Venable Foundation
 Virginia Independent Power Producers
 Virginia Nurses Association
 Visiting Nurse Associations of America
 Volunteers of America
 Walking 4 Breast Cancer Foundation
 Washington Suburban Sanitary Commission
 Water Environment Federation
 Westreich Foundation
 Wilderness Society
 Wood Products Indoor Air Consortium
 Woodbourn Center
 Yale University
 YWCA of Greater Baltimore
 Zero to Three

Highly regarded by its nonprofit clients, Venable is steeped in the nuances, challenges and opportunities of nonprofit law—as well as the distinct culture, governance and politics of nonprofit organizations.

We have the experience and ingenuity to help our nonprofit clients meet the needs and demands of their members, constituencies and industries.

Our nonprofit practice provides its clients with pragmatic, creative solutions to their legal challenges on a responsive, cost-efficient basis.

Our capabilities and experience in nonprofit law are strong nationwide, making Venable remarkably well prepared to meet each and every legal need of our clients across the country.

We take great pride in our leadership role in the nonprofit bar and will continue to be an active participant in the nonprofit community we represent.

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Please visit www.Venable.com/Nonprofits/Overview to obtain a copy of this Nonprofit Organizations and Associations brochure.