

Top Washington Lawyers

New ventures always bring surprises. This one was no different.

Earlier in the year, when we decided to honor the top lawyers in the region, it all seemed so easy. We knew we'd get hundreds of nominations (304, to be exact), and we figured the cream would rise to the top (it did).

What we didn't anticipate was that our contest would draw so much attention from folks who so rarely pay attention to Washington business. Among the nominees were some of the country's top legal strategists. Famous people whose names rarely make this newspaper, except when they buy into companies or invest in real estate. People we consider to be lawyers who live in Washington rather than Washington lawyers. So, with all due respect to their legal talent, we tossed their nominations (about 50 of them).

That left us with a large and solid group of lawyers who practice in commercial Washington — the ones who provide legal counsel to Washington business. From there, we chose the finalists and winners.

A few things to note:

■ The winners were chosen by Washington Business Journal. We solicited the advice of a group of experts from inside the industry to help inform us. But the decisions are ours, and we stand by them.

■ No, we won't tell you who advised us. We promised them anonymity, so they could be completely candid in their counsel, even when it came to people with whom they work or do business.

■ Nominees in each category were judged against the other nominees in that category. It's that simple.

■ The field of Young Guns was so strong we moved several of the finalists into the categories representing their field of practice to make room for more.

■ We eliminated several categories outright because the field of nominations wasn't strong enough to judge it fairly. In cases where it made sense, we moved the nominees to other categories. In one case — the category of State and Local Lobbying — we felt a longer explanation was in order.

■ We appreciate that losing is no fun. That's what we have to say about that.

Special thanks to our panel of advisers (you know who you are) for logging through every nomination in preparation for the judges' meeting. Thanks to Washington Business Journal Account Executive Paige Bishop, who made this publication and event a commercial success; to Design Director Michael Stanaland, who made it look good; and to Arlington writer Doug Fruehling, who made it sound good.

Thanks, too, to all the lawyers, marketing folks and clients who submitted nominations. We were both amazed by and grateful for the strength of the field of nominees. It made for an outstanding first-year contest.

And to our winners, a hearty congratulations. To your continued success,

Alex Orfinger, publisher, and Beth Zacharias Hunt, editor

"There is nothing more exhilarating and satisfying than a trial."

So says Dolan, a 32-year trial lawyer who has taken several high-profile cases to court during his career.

He currently represents Ken Rice, former CEO of Enron Broadband Services, who recently pleaded guilty to federal securities fraud charges.

Dolan also won a settlement for the executors of Jack Kent Cooke's estate and defended Microsoft against patent infringement claims.

But Dolan, 60, says his most important work came after he was appointed special prosecutor and won a conviction against a sitting Virginia state court judge who was accused of altering court records in 1992.

COMMERCIAL LITIGATION WINNER

Bill Dolan

Partner, Venable
Catholic University, J.D., 1972



"It was a first in Virginia," says the former Virginia State Bar president,

"and, hopefully, a last."

Dolan, who ran unsuccessfully for Virginia attorney general in 1993 and 1997, serves as a member of the Advisory Committee to the Rules of the Virginia Supreme Court — a post he also held in the early 1980s.

He became a lawyer because others made it look like a good career.

"I thought trial lawyers were the most interesting and independent group of people that I had ever met," he says. "I believe that even more now."

Dolan, who lives with his wife, Jef, in Arlington, has two children — including Olympic gold-medal winning swimmer Tom Dolan.

He reads and plays golf in his time off.

TAX LAW CO-WINNER

Stef Tucker

Partner, Venable
University of Michigan, J.D., 1963



Tucker stands out from many attorneys in D.C.: He takes “real vacations” during which he can’t be reached by telephone or e-mail, and he doesn’t work on weekends.

That’s not to say that the 65-year-old doesn’t work hard, but his schedule goes a long way to help make his hours at work more productive.

After graduating from law school in 1963, Tucker came to D.C. to clerk for the U.S. Tax Court and then started his own firm, Tucker Flyer. The firm merged with Venable in 2000.

Tucker’s specialty, he says, is counseling entrepreneurs — with a focus on taxation. “When you work with entrepreneurs on their tax planning, you really need to understand their entire picture, including their real estate transactions, their business transactions, their choices of business entities, their estate planning, their family situations and their business succession planning,” he says.

If you haven’t heard about any of Tucker’s cases or clients, it’s because he’s doing his job right.

Tucker lives in Northwest D.C. He and his wife, Marilyn, have two sons and four grandsons. He collects stamps and travel books.

From 1970 to 1990, Tucker was at George Washington University Law Center. Since 1990, he’s dispensed his knowledge on tax planning and real estate transactions at Georgetown University Law Center.

He tries to instill a desire to help others in his students — the same principle that made him want to become a lawyer.

“While my mother would have preferred that I become a doctor,” he says, “I could not stand the sight of blood.”

EMPLOYMENT LAW YOUNG GUN

Connie Bertram

Partner, Venable
George Washington University, J.D., 1990



Everyone always said Bertram should be an attorney.

In third grade, she argued about fairness and equity with her teachers. In high school and college, she was involved in politics.

“I have always loved to debate issues and to counsel and help people,” says the 38-year-old wife and mother of two young children.

Litigation followed naturally, and the human and psychological component of employment litigation intrigued Bertram, prompting her to mold her practice around it. The Potomac Falls resident has focused on building a local client base, ensuring strong ties with the local bar and business community.

Bertram’s client list includes Giant Food, Ahold USA, Lincoln Property, The Stau-bach Co. and Pfaltzgraff.

One of her most significant cases involved a sexual harassment, discrimination and retaliation lawsuit against Giant in the late 1990s.

“Opposing counsel litigated the case like it was World War III, filing over 50 motions and taking extensive discovery,” Bertram recalls.

The case went to the 4th U.S. Circuit Court of Appeals, where Bertram and her client prevailed three times. The final appeal was exhausted in the past year.

In another case for Giant, Bertram won a decision that adopted a new defense for unionized employers facing state-law anti-discrimination claims.

When not in court, you can often find Bertram and her husband, Greg, on the court — playing tennis.

YOUNG GUN CO-WINNER

Jeff Tenenbaum

Partner, Venable
Catholic University, J.D., 1996



“Any job that enables you to be a consigliere, a lobbyist and a litigator — often all in the same day — cannot be half bad.”

That pretty much sums up Tenenbaum’s career choice.

His practice focuses exclusively on associations and nonprofit organizations. Tenenbaum had to master a broad range of legal issues facing associations, from taxation and antitrust law to copyright issues and tort liability.

Just 35 years old, this Young Gun has established himself as one of the areas leading association and nonprofit attorneys. He serves as general counsel to the Center for Association Leadership and has authored a book, “Association Tax Compliance Guide.”

After working as a legislative assistant for former Rep. Peter Kostmayer, D-Pa., he became a public policy analyst and legal section manager for the American Society of Association Executives.

“Early on in this job, it became readily apparent to me that I wanted very much to be an association lawyer,” says Tenenbaum, who knew he wanted to be a lawyer as early as third grade.

He started his law career at Galland, Kharasch, Greenberg, Fellman & Swirsky and joined Venable five years ago.

Representing nonprofit credit counseling organizations before the Internal Revenue Service, Federal Trade Commission, House and Senate committees and attorneys general accounts for his most significant work.

Any work where The Washington Post keeps calling for comments every month keeps you on your toes,” Tenenbaum says.

As busy as he is, nothing compares to

working full time, attending law school at night, writing a book and raising four children with his wife, Annie.

On Sundays in the fall, you can find Tenenbaum at home in Alexandria or at the Irish pub in Alexandria watching football.

REAL ESTATE TRANSACTIONS RUNNER-UP

Phil Horowitz

Partner, Venable
Georgetown University, J.D., 1973



Even after graduating from law school, Horowitz wasn't sure he wanted to become a lawyer.

After he joined Melrod, Redman and Gartlan right out of law school, Horowitz still didn't know what kind of lawyer he wanted to be.

How did he come to specialize in real estate?

"Actually, I didn't choose it," Horowitz says. "It chose me."

One of his first assignments was working on acquisition contracts for a residential developer, Poretzky & Starr.

He liked it.

Horowitz, 58, has gone from acquisition contracts to working on the more than 1 million-square-foot Securities and Exchange Commission headquarters at Station Place for Louis Dreyfus Property Group and being president-elect of the American College of Real Estate Lawyers.

Other clients include Westfield Realty and West*Group.

Horowitz led a defection of Arter & Hadden's real estate group to Venable in 2003. The move, one of several losses for Arter & Hadden, boosted Venable's real estate group.

Horowitz teaches real estate planning at American University each spring and roots

for — then laments — the Boston Red Sox and Washington Capitals every fall and winter.

His three sons, all of whom he coached in baseball, share his Red Sox and Capitals affliction.

He lives in Potomac with his wife, Carol.

CORPORATE FINANCE RUNNER-UP

Beth Hughes

Partner, chairwoman of corporate finance and mergers and acquisitions group, Venable
University of Maryland, J.D., 1981



If success on the links and in the boardroom are related, it's no wonder Hughes is one of the area's best corporate finance attorneys.

Ask her to name her best achievement and she doesn't hesitate: "Shooting 70 from the white tees."

Hughes, 48, joined Venable in 1981 and worked on the 1986 merger of Maryland National Corp. and American Security Bankshares, and MBNA's 1991 IPO.

In recent years, she has made a name for herself in the technology arena, representing BTG in its \$140 million merger with Titan and GAO's sale to Lockheed Martin.

But she considers SafeNet's \$450 million stock-for-stock acquisition of Rainbow Technologies her most significant deal.

"The execution of a deal can be like moving many pieces of a puzzle simultaneously and getting them all to come together successfully," Hughes says.

She lives in Alexandria with her cocker spaniels. Besides playing golf, she likes to fish.

Her advice to young lawyers is simple: "Focus on being substantively excellent. Don't take short cuts and be the best lawyer you can be."

INTELLECTUAL PROPERTY RUNNER-UP

George F. Pappas

Partner, Venable
University of Maryland, J.D., 1975



In his 1994 book "The Patent Wars," author Fred Warshofsky writes: "In the war for global economic dominance, the fiercest battles today are over intellectual property. ... The battlefields in this bloodless war are the world's courts, where billions of dollars are won and lost each year through patent litigation."

That's one of the reasons Pappas chose to specialize in patent law.

He created Venable's IP litigation group in 1990 and headed it through 1998, serving as lead trial counsel in more than 80 patent cases since the group's founding.

Pappas, 53, has been active in public service roles as well.

He was appointed in 2001 by Chief Justice William Rehnquist to the Federal Judicial Center's District Judge Education Advisory Committee.

In 2002, Maryland Gov.-elect Bob Ehrlich asked him to chair the Governor's Commission on the Development of Advanced Technology Business. He considers the commission's work among his best achievements.

Pappas, who lives in Baltimore, spends time with his two daughters and plays tennis and golf, goes to theater, concerts and movies, exercises and reads.

VENABLE[®]LLP

www.venable.com