

## 113th U.S. Congress - California Delegation

District	Name	Party	District	Name	Party	District	Name	Party	District	Name	Party
1	R	Doug LaMalfa	16	D	Jim Costa	31	R	Gary Miller	46	D	Loretta Sanchez
2	D	Jared Huffman	17	D	Mike Honda	32	D	Grace Napolitano	47	D	Alan Lowenthal
3	D	John Garamendi	18	D	Anna Eshoo	33	D	Henry Waxman	48	R	Dana Rohrabacher
4	R	Tom McClintock	19	D	Zoe Lofgren	34	D	Xavier Becerra	49	R	Darrell Issa
5	D	Mike Thompson	20	D	Sam Farr	35	D	Negrete McLeod	50	R	Duncan D. Hunter
6	D	Doris Matsui	21	R	David Valadao	36	D	Raul Ruiz *	51	D	Juan Vargas
7	D	Ami Bera *	22	R	Devin Nunes	37	D	Karen Bass	52	D	Scott Peters *
8	R	Paul Cook	23	R	Kevin McCarthy	38	D	Linda Sanchez	53	D	Susan Davis
9	D	Jerry McNerney	24	D	Lois Capps	39	R	Ed Royce	SENATE: D  Dianne Feinstein		
10	R	Jeff Denham	25	R	Howard McKeon	40	D	L. Roybal-Allard	<b>KEY</b> Incumbent Won Incumbent Lost Open Race (No Incumbent in Race: New Seat or Retiring Incumbent) Democratic Seat Pick-Up Republican Seat Pick-Up		
11	D	George Miller	26	D	Julia Brownley *	41	D	Mark Takano			
12	D	Nancy Pelosi	27	D	Judy Chu	42	R	Ken Calvert			
13	D	Barbara Lee	28	D	Adam Schiff	43	D	Maxine Waters			
14	D	Jackie Speier	29	D	Tony Cardenas	44	D	Janice Hahn			
15	D	Eric Swalwell	30	D	Brad Sherman	45	R	John Campbell			

## California State Senate - Odd Numbered Districts Elected

D=28 R=11 NA=1

**ELECTED:**  
November 6, 2012

1	Gaines
3	Wolk
5	Berrvhill*
7	DeSaulnier
9	Hancock
11	Leno
13	Hill
15	Beall
17	Monning
19	Jackson

21	Knight
23	Emmerson
25	Liu
27	Pavlev
29	Huff
31	Roth
33	Lara
35	Wright
37	Walters
39	Block

**SITTING:**  
No Election this Year

2	Evans
4	Vacant
6	Steinberg
8	Yee
10	Corbett
12	Cannella
14	Berrvhill
16	Rubio
18	Fuller
20	Padilla

22	de Leon
24	Hernandez
26	Price
28	Lieu
30	Calderon
32	Nearete McLeod
34	Correa
36	Anderson
38	Wvland
40	Vargas

## California State Assembly - 80 Districts Elected

D=55 R=25

1	Dahle
2	Wesley Chesbro
3	Logue
4	Yamada
5	Bigelow
6	Gaines
7	Dickinson
8	Cooley
9	Pan
10	Levine*

11	Frazier
12	Olsen
13	Eggman
14	Bonilla
15	Skinner
16	Buchanan
17	Ammiano
18	Bonta*
19	Ting
20	Quirk

21	Gray
22	Mullin
23	Patterson
24	Gordon
25	Wieckowski
26	Conway
27	Campos
28	Fong
29	Stone
30	Alejo

31	Perea
32	Salas
33	Donnelly
34	Grove
35	Achadjian
36	Smith*
37	Williams
38	Wilk
39	Bocanegra
40	Morrell

41	Holden
42	Nestande
43	Gatto
44	Gorell
45	Blumenfeld
46	Nazarian
47	Brown
48	Hernandez
49	Chau
50	Bloom*

51	Gomez
52	Torres
53	Perez
54	Mitchell
55	Hagman
56	Perez
57	Calderon
58	Garcia
59	Jones-Sawyer
60	Linder

61	Medina
62	Bradford
63	Rendon
64	Hall
65	Quirk-Silva*
66	Muratsuchi
67	Melendez
68	Wagner
69	Daly
70	Lowenthal

71	Jones
72	Allen
73	Harkey
74	Mansoor
75	Waldron
76	Chavez
77	Maienschein
78	Atkins
79	Weber
80	Hueso

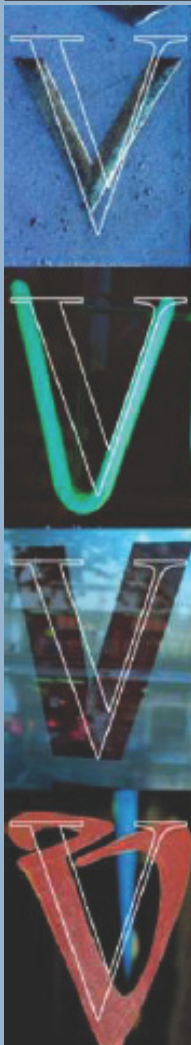
\*Please note that some races may not be final and/or involve a recount. Information is based on results posted on the California Secretary of State website as of 12:00pm, November 7, 2012



# POST ELECTION REVIEW: THE VIEW FROM INSIDE THE BELTWAY

## MODERATOR

## PANEL



**Douglas C. Emhoff**  
Partner-in-Charge, Los Angeles  
Partner, Commercial Litigation  
E:DEmhoff@Venable.com  
P: 310.229.9941

Doug focuses his practice primarily on complex commercial, media and entertainment litigation and class action matters concerning the validity of advertising and marketing claims, claims of unfair business practices, cases challenging privacy statues and wage and hour violations.



**Samuel Olchyk**  
Partner, Tax and Wealth Planning  
E:SOlchykf@Venable.com  
P:202.344.4034

Sam represents business interests on tax policy matters involving the U.S. Congress, the Treasury Department, and State tax authorities, as well as tax controversy matters before the IRS. Prior to joining Venable, Mr. Olchyk spent eight years as a Tax Counsel with the Senate Finance Committee and as Legislation Counsel with the Joint Committee on Taxation.



**Rob Smith**  
Partner/Co-Chair, Legislative and Government Affairs  
E:RLSmith@Venable.com  
P: 202.344.4077

Rob represents a diverse client base including entities from the defense, pharmaceutical, health care, environmental, financial services and transportation industries. A veteran of Capitol Hill, Mr. Smith uses his experience and knowledge to advise these clients on all aspects of federal advocacy, including obtaining federal funding, marketing and sales to federal agencies and developing effective relationships with their constituent members of Congress and congressional staff.



**Bart Stupak**  
Partner, Legislative and Government Affairs  
E:BStupakf@Venable.com  
P:202.344.4226

Former U.S. Congressman Bart Stupak served as a Congressman to Michigan's First Congressional District for 18 years, Mr. Stupak developed a deep understanding of issues that directly affected his constituents, including matters related to energy, healthcare, telecommunications and international trade. As an attorney at Venable, he is in a unique position to provide clients with well-informed, extensive counsel that is based on a thorough knowledge of these industries and related legislation.

**Venable, LLP**  
2049 Century Park East  
Suite 2100  
Los Angeles, CA 90067  
T 310.229.9900  
www.Venable.com

NOVEMBER 8, 2012 | 6:30 PM TO 8:45 PM  
INTERCONTINENTAL LOS ANGELES  
2151 AVENUE OF THE STARS  
LOS ANGELES, CA, 90067

VENABLE<sup>®</sup>LLP



Post-Election Review:  
The View from Inside the Beltway  
November 8, 2012



#### **Rankings:**

##### **American Lawyer Media**

American Lawyer Media (ALM) is a leading provider of specialized business news and information for the legal industry. Its surveys and rankings are highly regarded within the legal industry.

***National Law Journal* ranks Venable among top 25 law firms in "Legal Times 150" and "Influence 50" lists**

**Venable ranked on *AmLaw 100* 2012 list**

**Venable ranked among top 100 law firms by *National Law Journal's* NLJ 250**

##### **Chambers USA**

For more than twenty years, Chambers has published leading directories of the legal profession, which are based on independent, objective research by a team of over 100 full-time researchers who interview thousands of lawyers and their clients around the world.

***Chambers* recognizes a record 64 Venable attorneys in 27 categories**

##### **Chambers Global**

This guide publishes rankings information on attorneys in countries around the globe.

***Chambers Global 2012* features Venable attorneys and practice groups**

##### **Legal 500**

Published for over twenty years, the Legal 500 Series provides worldwide coverage on legal services providers. Their recommendations are based largely on the feedback of thousands of law firm commercial clients and the opinions of thousands of rival commercial lawyers.

***Legal 500* recognizes record number of Venable attorneys in 2012**

##### **IP Rankings**

Venable has been ranked in several lists that rank law firms' activity in the IP arena.

**Venable's trademark group and attorneys recognized by *World Trademark Review 1000***

**Venable ranked among the top 20 trademark filers by *World Trademark Review***

***IP Today* ranks Venable among top 10 trademark practices**

**Venable ranked among the top patent firms in *IP Today***

##### **Super Lawyers**

Super Lawyers is a rating service of outstanding lawyers from more than 70 practice areas who have attained a high-degree of peer recognition and professional achievement. The selection process is multi-phased and includes independent research, peer nominations and peer evaluations.

**New York edition of *Super Lawyers 2012* honors fourteen Venable attorneys**

**Virginia edition of *Super Lawyers 2012* honors three Venable attorneys**

**Southern California edition of *Super Lawyers 2012* honors three Venable attorneys as Rising Stars**

**Washington, DC edition of *Super Lawyers 2012* honors 18 Venable attorneys**

**Southern California edition of *Super Lawyers 2012* honors eight Venable attorneys**

##### **U.S. News – Best Lawyers® "Best Law Firms"**

These rankings are based on an evaluation process that includes client and lawyer evaluations, peer review from leading attorneys, and additional information provided by law firms. The 2012 edition of *The Best Lawyers in America* is based on more than 3.9 million detailed evaluations of lawyers by other lawyers.

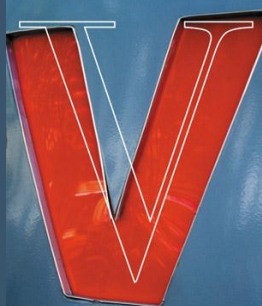
***Best Law Firms* Names Venable "Law Firm of the Year" in Criminal Defense: White-Collar – Litigation**

**Venable Improves its Top Tier Rankings in "Best Law Firms"**

**Four Venable Partners Named "Lawyers of the Year" by *Best Lawyers***

**85 Venable attorneys listed in *The Best Lawyers in America 2013***





## VENABLE SNAPSHOT

More than 500 lawyers in seven offices

.....  
*American Lawyer's AmLaw 100*

.....  
129 practice groups ranked, "Best Law Firms" *U.S. News & World Report-Best Lawyers 2011-2012*

.....  
64 attorneys and 27 practice areas ranked, *Chambers USA 2012*

.....  
Counsel to 38 of the Fortune 100

## OFFICE LOCATIONS

### California

Los Angeles

T 310.229.9900

F 310.229.9901

.....  

### Maryland

Baltimore

T 410.244.7400

F 410.244.7742

Rockville

T 301.217.5600

F 301.217.5617

Towson

T 410.494.6200

F 410.821.0147

.....  

### New York

New York

T 212.307.5500

F 212.307.5598

.....  

### Virginia

Tysons Corner

T 703.760.1600

F 703.821.8949

.....  

### Washington, DC

T 202.344.4000

F 202.344.8300

## OVERVIEW OF VENABLE LLP

With more than 500 attorneys in offices across the country practicing in all areas of corporate and business law, complex litigation, intellectual property and regulatory and government affairs, Venable is one of America's top 100 law firms. For over a century, we have built our firm based on a simple and enduring premise: We see the world through the eyes of our clients. We immerse ourselves in our clients' businesses so that we fully understand the context of their legal issues. By being fully aligned with their legal and business objectives, we are able to deliver creative, integrated solutions that add value to our clients. Our firm is also a story of constancy and thoughtful growth. Our clients enjoy an extra measure of confidence knowing that our every decision – from hiring, to building out our service areas, to expanding our geographic reach – is informed by our desire to better serve their needs.

Our clients rely on Venable's broad capabilities and experience across an array of disciplines and industries. The businesses we represent cover the full spectrum of industries and organization types, both for-profit and nonprofit, and range from entrepreneurs and emerging growth companies to large national and international organizations. Our lawyers bring a wealth of experience to the challenges and opportunities our clients face, and are recognized in the business and legal communities as the leading practitioners in their fields. Our clients also benefit from the broad perspective that our firm brings, as a large number of our attorneys are former prosecutors, regulators and lawmakers, as well as inside counsel.

The commitment we have to our clients is matched by our commitment to the communities in which we and our clients operate. Venable attorneys are leaders and volunteers in philanthropic organizations and perform tens of thousands of hours of pro-bono work. The Venable Foundation provides needed financial support to organizations that are indispensable to the least fortunate communities and continues a long tradition of unparalleled giving which complements the pro bono legal work and community service of Venable attorneys and staff.

At Venable, we are proud that our clients come to us to solve their most complex legal issues, relying not only upon the knowledge and skills of our attorneys, but also on our unwavering commitment to delivering outstanding service and valuable counsel.

VENABLE<sup>®</sup> LLP



## Los Angeles Office

a comprehensive team of attorneys on the west coast

By leveraging intimate knowledge of California's unique legal environment and close working relationships with Venable's national team known for their experience in government and legislative affairs, our Los Angeles attorneys provide clients with a voice on Capitol Hill -- adding value in ways that few other local firms can match.

### LOS ANGELES OFFICE

2049 Century Park East  
21<sup>st</sup> Floor  
Century City, CA 90067

### VENABLE FIRM SNAPSHOT

Nearly 600 attorneys nationally

.....  
Top 100 Law Firms

*Los Angeles Business Journal 2011*

.....  
Top 100 nationally

*American Lawyer 2011*

.....  
Counsel to 40 of the Fortune 100

### INDUSTRY FOCUS

Direct-response advertisers

Financial institutions

Government contractors

Healthcare companies

Manufacturing companies

Media and entertainment companies

Real estate firms

Technology companies

### AREAS OF PRACTICE

#### Advertising and Marketing

Our Los Angeles team has significant experience counseling clients regarding compliance with state and federal advertising regulations, as well as litigating false and deceptive advertising disputes, including consumer class actions, competitor suits under the Lanham Act, and investigations and actions brought by the Federal Trade Commission, Food & Drug Administration, state Attorneys' General and National Advertising Division of the Better Business Bureau.

#### Bankruptcy

Venable's Bankruptcy and Creditors' Rights Group was recognized by Law 360 as one of the nation's top bankruptcy practices. With over 26 attorneys in the Bankruptcy Practice Group, the team has a wealth of experience in complex national and regional bankruptcy cases, corporate reorganizations, workouts and related litigation. Our team of attorneys helps guide troubled companies, debtors and creditors through the maze of substantive, procedural, interpersonal and practical issues that arise during a restructuring or reorganization.

#### Business Transactions

Our Los Angeles office includes a team of attorneys focused on handling a wide breadth of transactional matters, which includes representing companies and individuals in the media and entertainment industry, including film and television producers, post-production companies, commercial production companies, management companies and talent agencies. Beyond the media and entertainment industry, we represent a broad spectrum of clients, ranging from international corporations to emerging growth companies and select start-ups in matters related to formation, mergers and acquisitions, finance matters, tax strategies, corporate restructurings and more. Our clients include corporations, limited liability companies, partnerships and joint ventures.

#### Corporate

Our corporate attorneys are focused on handling a wide breadth of complex transactional matters related to company formation, mergers and acquisitions, real estate, finance matters, succession planning, tax strategies, corporate restructurings and more. We represent a broad spectrum of clients, ranging from both domestic and international corporations, limited liability companies, partnerships and joint ventures to emerging growth companies and select start-ups.

#### Intellectual Property

Together with our colleagues throughout the firm, attorneys in Venable's Los Angeles office comprise a nationally renowned team of over 50 intellectual property attorneys, including over 30 registered patent agents. We represent clients throughout California and beyond in a host of domestic and international IP issues, including litigation, licensing and intellectual property transactions, counseling, and patent and trademark prosecution. Among other things, we help our clients obtain and defend patents, secure trademark and domain names, protect their copyrights and negotiate technology transfer licenses and agreements.

#### Labor and Employment

Venable's nationally recognized Labor and Employment group includes a team of attorneys focused on representing clients on the west coast in a variety of employment-related issues and disputes.

Based in Los Angeles, we have advised and represented national and California-based clients on a broad spectrum of labor and employment law matters, including employment litigation involving discrimination; harassment; unpaid wages; retaliation; privacy invasion; unfair competition; trade secret misappropriation; wrongful termination; breach of contract; and

California employment tort and wage-and-hour claims. This regional practice is complemented and supported by a broad range of related practice groups in litigation, employee benefits and executive compensation, intellectual property litigation and business transactions.

#### Litigation

Venable's west coast litigation team is comprised of attorneys who have spent decades navigating California's state and federal courts advocating on behalf of their clients.

We are experienced trial attorneys who practice across a wide range of issues, including advertising and marketing, commercial litigation, class actions, intellectual property disputes, product liability, entertainment industry matters, white collar criminal defense and wage-and-hour claims. Our local team is supported nationwide by Venable's team of more than 200 trial lawyers, whose experience provides us with the depth and capabilities necessary to handle any problem anywhere.

Many of our attorneys—in Los Angeles and throughout the firm—acquired their trial skills in the most demanding environments: in the trenches as assistant U.S. attorneys and as prosecutors for regulatory agencies on major cases. We know our way around the California court system—our litigators regularly represent clients in courts at all levels within the California state system, as well as before the federal courts in California and the U.S. Court of Appeals for the Ninth Circuit.

#### Media and Entertainment

Our Los Angeles-based media and entertainment attorneys work with clients in the film, television, home entertainment, direct response, advertising, and media industries. Clients rely on us to resolve disputes and to structure, negotiate and document their business transactions with an efficiency few firms can rival. We also advise entertainers, athletes and others in the industry on a wide range of legal issues, ranging from robust estate, tax and business planning strategies, to advertising, sponsorship and co-branding opportunities, guild and labor issues and more.

#### Privacy and Data Security

Venable's West Coast team brings together a deep understanding of one of the most critical tools of your business – information. Clients' ability to collect data on customers, competitors, employees, and ideas is both an asset and a liability. We have significant experience in self-regulatory bodies such as the National Advertising Division of the Better Business Bureau ("BBB") and the BBB's Electronic Retailing Self-regulatory Program.

#### Real Estate

Our Los Angeles team has significant experience in helping buyers create value when they take on the risks of ownership and development. Venable's team of attorneys help sellers realize the returns they have earned for shouldering the risks of holding and developing their properties. We guide our clients through identifying the risks at every level - developer, investor, lender, Real Estate Investment Trust (REIT), pension fund, insurance company, owner and user.

#### SEC and White Collar Defense

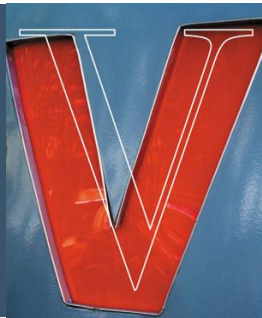
Our Los Angeles attorneys have significant experience representing corporate and individual clients in federal and state criminal proceedings across a wide array of areas, including FCPA matters, financial and accounting fraud, bankruptcy fraud, securities fraud including insider trading, environmental violations, money laundering, asset forfeiture issues, bulk cash smuggling, narcotics trafficking (including "doctor diversion" cases), alleged visa fraud, extradition matters, and mutual legal assistance treaties (MLATs).

We assist clients across all phases of white collar criminal and securities enforcement matters, including civil enforcement and criminal grand jury investigations, regulatory and parallel civil proceedings, as well as representation at trial and on appeal. Our team has handled nearly 100 jury trials to verdict.

#### Tax and Wealth Planning

Clients along the west coast turn to Venable's team of tax and wealth planning attorneys to provide federal, state, local and international tax advice. Our tax and wealth attorneys advise corporations, nonprofits, individuals and families in all manner of tax-related issues.

In addition to providing counsel on corporate and nonprofit tax matters, we provide advice on wealth planning to high-net-worth individuals. We also help our clients resolve tax controversies, provide counsel on tax policy legislation, and advise on a host of cross-border tax matters.



### VENABLE SNAPSHOT

More than 500 lawyers in seven offices

.....  
*American Lawyer's AmLaw 100*

.....  
129 practice groups ranked, "Best Law Firms" *U.S. News & World Report-Best Lawyers 2011-2012*

.....  
64 attorneys and 27 practice areas ranked, *Chambers USA 2012*

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Counsel to 38 of the Fortune 100

### CLIENTS

Athletes  
Direct-response advertisers  
Directors  
Distributors  
Financiers  
Internet entrepreneurs  
Managers and management  
Media-buying companies  
Motion picture studios  
Music artists  
Payroll companies  
Personal agents  
Post-production companies  
Production companies  
Radio producers  
Sound stages  
Special effects companies  
Talent (of all kinds)  
Talent agencies  
Television producers  
Writers

### PRACTICE FOCUS

Advertising and sponsorships  
Branding relationships and

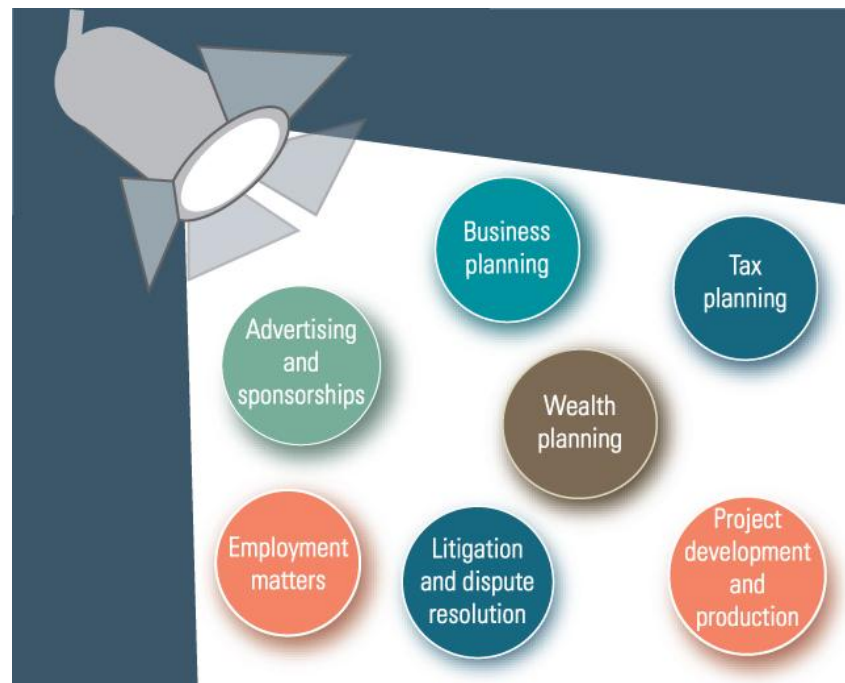
## ENTERTAINMENT INDUSTRY PROFESSIONALS

protecting the interests of those in or behind the spotlight

Professionals in arts, entertainment, media and sports can face challenging legal issues. Their personal and business concerns often involve complex matters that span taxation and wealth planning, business transactions, intellectual property, labor and employment matters and dispute resolution. All of these issues must be expertly handled in a manner that provides the utmost regard for both their celebrity and their privacy.

We understand the issues professionals in the entertainment industry confront and the challenges they face. Our attorneys work side-by-side with business and personal managers, agents, attorneys and other advisors who represent professional entertainers, athletes and others in these high-profile industries. Whether structuring a business transaction, negotiating an employment agreement, creating an estate plan or closing a sponsorship deal, we provide informed and effective legal counsel.

### A FULL SUITE OF SERVICES FOR THOSE IN THE ENTERTAINMENT INDUSTRY



Sound advice to preserve success.

With success comes responsibility. Your clients' tax strategies should be optimized. Their retirements should be secure. Their families should be provided for. Their charitable giving should be carefully thought out. We work alongside you to provide informed guidance on the litany of tax- and business-related needs your clients face.

Our industry experience enables our attorneys to deliver tax planning that recognizes issues unique to entertainment and sports professionals. It also means



- opportunities
- Co-Ventures
- Entertainment property marketing and distribution
- Joint ventures with nonprofits
- Marketing and advertising campaigns
- Product placement
- Sponsorships
- Business planning
  - Formation and Operations
  - Mergers and acquisitions
  - Partnership agreements
  - Strategic alliances
- Entertainment professionals
  - Asset contributions
  - Charitable planning
  - Choice of entity
  - Estate and tax planning
  - Income tax issues
  - International tax issues
  - Privacy
  - Tax controversies
- Litigation and dispute resolution
  - Breach-of-contract
  - Claim prevention
  - Copyrights and trademarks
  - Discrimination
  - Fraud
  - Intellectual property disputes
  - Labor and employment issues
  - Libel, slander and First Amendment issues
  - Trade secrets
  - Unfair competition
  - Wage-and-hour claims
  - Wrongful termination
- Product development and production
  - Advertising
  - Contract negotiations
  - Development and production funding
  - Financing
  - IP Litigation
  - Licensing and Distribution
  - Merchandising
  - Post-production

estate planning expertise to manage the challenges faced by high net worth individuals, retirement planning that incorporates an array of sophisticated compensation and equity arrangements, and charitable planning that brings creativity to the range of options.

#### [Helping your clients build on their success.](#)

As your clients branch out and build on their successes, their business and legal needs broaden. Venable's attorneys have substantial expertise in these special businesses and are veterans in representing a range of enterprises throughout these industries. In other words, we have the industry savvy to help you keep your clients' interests secure.

We provide strategic advice and counsel to clients across a broad range of business transaction issues. We guide you and your client through the nuances of the process, advising on such matters as business formation, choice of business entity, contracts and agreements, mergers and acquisitions, joint ventures, partnerships and more.

#### [Protecting your client's name, work and brand.](#)

Trademark and copyright issues arise frequently for entertainment and sports professionals. Since your client's name, likeness and right of publicity is his or her brand, we work with you to help you protect it.

When someone asks to use your client's creation, or to work with your client in a sponsorship, co-venture or co-branding opportunity, trademark, copyright and licensing issues are present. We help ensure that your client achieves maximum benefit while protecting and enhancing the value of his or her good name.

Unfortunately, disputes in this area are not uncommon. When one arises, we work closely with you and your client to address all options, up to and including litigation. Should a matter proceed to litigation, we'll devise a strategy that balances a strong advocacy on behalf of your client's needs with the sensitivity that such matters demand.

#### [Guiding your client through complex employment situations.](#)

A carefully drafted employment agreement is critical for the protection of your clients' interests. Occasionally, however, situations can arise that require the advice of counsel experienced in employment matters.

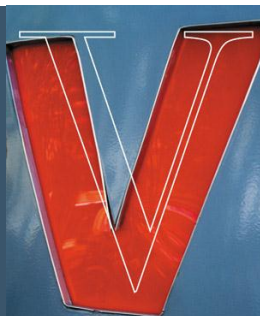
We'll help you navigate through challenging employment contract matters to obtain a result that is in your client's best interest. In addition, we help entertainment professionals in an array of labor issues, including dealing with pertinent union/guild matters and various litigation needs.

#### [Assistance in resolving disputes.](#)

Legal disputes are an unfortunate reality. While negotiation may be desirable, it is not always effective in achieving optimal results. When faced with such a situation, we draw on the strengths of a firm-wide team of over 200 litigators to work diligently alongside you to ensure that your clients achieve the best possible result.

Particular strengths of our team include litigating breach of contract claims, intellectual property disputes, labor and employment concerns, and libel, slander and First Amendment issues.

[Whether you need assistance structuring or enforcing a business contract, devising a charitable planning strategy or negotiating an endorsement campaign, Venable can help. We combine experience in the media, entertainment and sports industries with an understanding of Hollywood's business and political landscapes. These qualities distinguish our practice and enable us to offer practical, knowledgeable counsel to clients across this dynamic field.](#)



**VENABLE SNAPSHOT**

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 Counsel to 38 of the Fortune 100

**LEGISLATIVE AND GOVERNMENT AFFAIRS QUICK FACTS**

Ranked 15th among law firm lobbying practices and 21st among all lobbying firms in "Influence 50" rankings

*National Law Journal 2011*



**PRACTICE FOCUS**

- Advocacy and issue management
- Appropriations and federal grants
- Congressional investigations
- Congressional testimony
- Crisis management
- Employee benefits
- Energy
- Entertainment and media
- Federal funding
- Financial services

**LEGISLATIVE AND GOVERNMENT AFFAIRS**

get your message across

Facing roadblocks to get your message to Congress or in front of an executive branch agency? Do you have adequate resources to do so? Do they have the experience needed to get you that access?

We know the ropes. The substance and the players. The context and the subtext. From the outside and the inside.

Our team of former members of Congress, congressional staff, Cabinet members and key agency professionals knows how to produce results. They are work horses, not show horses. They can ensure that your message is heard by people who can help.

**A STRAIGHT-FORWARD EQUATION**



**Who do you need on the team?**

People who understand your business and what you are seeking from the government. Venable attorneys and legislative professionals know whom to target and how to reach them with a persuasive message that will help you to achieve the outcomes you desire.

**Will you need action on more than one front?**

Perhaps. We'll begin by bringing in just the right people to attack the issue you face. The idea: cut to the heart of the matter and get the right attorneys to solve it. We're ready with cross-disciplinary resources you may need—legislative, regulatory, policy formation, litigation—that work to help you obtain the results you seek.

**If there is a congressional investigation or federal agency proposed rulemaking, how will it impact your company and business?**

If you're being investigated, are called to testify before a congressional committee or are involved in an action taken by a federal agency, the single most important thing you can do is be well prepared. You can exponentially increase the possibility of a positive outcome by retaining qualified counsel.

Venable can help your company develop a multi-faceted response strategy that:

- unambiguously tells your side of the story;
- minimizes any collateral damage from an investigation; and
- prevents the dissemination of privileged, confidential or propriety information, to the greatest extent possible.

Based on years of experience, our team has established good-faith working relationships with congressional or executive branch staff. As a result, we can take over primary responsibility for the response, gathering the appropriate documents, reviewing them for substance, cataloguing them and delivering them to staff

Foreign government representations  
Health and pharmaceuticals  
Homeland security  
Hospitality  
International trade  
Legislative drafting and strategy  
Maritime/global commerce  
Privacy and data protection  
Tax  
Telecommunications  
Transportation

## HANDS-ON EXPERIENCE

Many Venable attorneys and legislative professionals have had distinguished careers in the government, including as

Cabinet Secretaries

Members of Congress

U.S. House and Senate staff

White House staff

They also have extensive experience working in or with federal departments and agencies, such as

AmeriCorps VISTA

Department of Commerce

Department of Health and Human Services

Department of Homeland Security

Department of Energy

Department of the Interior

Department of Housing and Urban Development

Department of Justice

Department of Labor

Department of State

Department of the Treasury

Department of Transportation

Federal Communications Commission

investigators.

### How do we help you mitigate the risk of an investigation?

To determine if there is possible civil or criminal exposure, it is important that your law firm conduct an internal investigation. Any information discovered during the process will be protected by attorney-client privilege.

Many Venable attorneys are former prosecutors who are experienced at handling investigations. We become your interface with the committee or agency involved, and you get back to managing your company.

### What is the best course for finding government support for your project?

Venable's lobbying team has a long record of success when it comes to securing appropriations for clients. Our long-standing experience with the appropriations process—including relationships with members of the Appropriations Committees and key congressional staff—enables our team to identify applicable funding sources and garner support for funding requests.

We can also work with you to obtain funding through the federal grant process. Our extensive knowledge of federal agencies and federal procurement processes and rules allows us to target the available funding programs best suited for your needs.

### Is selling to the government one of your goals?

We have extensive experience in finding opportunities for products, services and technologies in government procurement programs. In this highly specialized area, we work with Venable's nationally renowned Government Contracts attorneys.

### Are taxes hindering the success of your business?

Venable's tax policy professionals include former staff of the Congressional tax writing Committees and the Joint Committee on Taxation who develop and execute legislative strategies to further our clients' interests in specific legislation and on broad-based tax reform proposals.

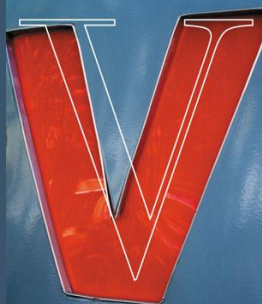
We assist clients whose interests may be affected by tax legislation already enacted—as well in providing a voice on pending legislation being considered by Congress. Our targeted tax policy strategies may include:

- drafting new legislation and supporting material;
- proposing changes to existing legislation; or
- advocating specific positions on legislation pending before Congress.

We can also represent you on tax policy matters involving the Treasury Department, Internal Revenue Service and offices within the Executive Branch. That may include, for example, meetings with senior Executive Branch officials regarding specific tax issues being considered by the government. We have submitted comments to the Treasury Department on behalf of industry groups with respect to proposed administrative rulemakings. In addition, we have represented clients seeking guidance from the IRS regarding specific tax issues.

Clearly, what happens in Washington affects your business. When proposed legislation would increase your costs or limit your opportunities, you want to be heard. And when agency officials are writing regulations you'll have to deal with every day, they need to know your side of the story.

We make it our business to understand the issues you face. Our reputation and relationships in Washington give you a seat at the table and a powerful network of contacts on Capitol Hill and throughout the executive branch.



## VENABLE SNAPSHOT

More than 500 lawyers in seven offices

.....  
*American Lawyer's* AmLaw 100

.....  
129 practice groups ranked, "Best Law Firms" *U.S. News & World Report-Best Lawyers* 2011-2012

.....  
64 attorneys and 27 practice areas ranked, *Chambers USA* 2012

.....  
Counsel to 38 of the Fortune 100

## TAX AND WEALTH PLANNING QUICK FACTS

More than 40 attorneys focused on tax issues including:

a former chair of the American Bar Association Tax Section

former staff of the IRS Office of Chief Counsel

former staff of the Joint Committee on Taxation

Authors of leading tax treatises and numerous articles in premier tax publications

## HONORS AND AWARDS

Ranked in 2011 and 2010 *U.S. News-Best Lawyers* "Best Law Firms"



Tier 1 Litigation - Tax (Baltimore)

Tier 1 Tax Law (Baltimore)

Tier 1 Non-Profit / Charities Law

## TAX AND WEALTH PLANNING

attorneys who see the big picture

Venable tax attorneys provide federal, state, local and international tax advice to corporations and other business entities, as well as to nonprofits, individuals and families.

### Income tax/business transactions.

Our clients include Fortune 500 corporations as well as closely held companies and start-up ventures. For clients of all types and sizes, we provide tax advice on all aspects of business operations.

A particular strength is tax advice and counseling for business transactions. Our attorneys have extensive experience in complex business transactions including stock and asset transactions, corporate mergers, the creation of joint ventures, like-kind exchange transactions, the tax treatment of real estate investment trusts, the taxation of condominiums and cooperatives and low-income housing credit transactions. We also represent clients in state and local income tax matters and matters concerning recordation and transfer taxes and real property tax exemptions.

### Wealth planning.

Venable attorneys create tailored asset-management, estate and business plans for individuals and families. We work closely with financial advisors to structure plans that protect wealth and facilitate support of charitable organizations and other interests.

This includes providing counsel and solutions to make sure your wealth goes to your heirs—and not to the government. Venable advisors know what the government is legitimately entitled to, and what you may rightfully leave to your loved ones. We are grounded in the rules and regulations governing income, gift and estate taxes. We can help you provide for your heirs or any charitable, educational or religious institutions you choose.

Our team also maintains a focused practice on advising professionals in the entertainment industry on a litany of issues related to tax, estate and charitable planning.

### Tax-exempt organizations.

Venable attorneys are known for delivering timely, cost-effective service to trade and professional associations, charitable foundations and other nonprofit clients.

We create winning solutions, providing plans for reducing tax burdens while also making sure an organization's resources are put to their best use. The benefactor rests assured that he or she has helped an organization that has earned this support.

### Tax controversies.

We represent clients, both individuals and large corporations, at every stage of resolving disputes with the Internal Revenue Service (IRS)—from meetings with IRS examinations, tax appeals and, when necessary, tax litigation.

Our success in achieving positive outcomes for our clients derives in part from the fact that many Venable tax attorneys have actually worked within the IRS and



(Baltimore)

Tier 1 Trusts & Estates Law (DC)

Ranked in *Legal 500*



Seven tax attorneys recognized by *Best Lawyers in America*

Two *Washingtonian* "Top Lawyers"

## PRACTICE FOCUS

Business Transactions Tax

International Tax

Tax Controversies

Tax Policy

Tax-Exempt Organizations

Wealth Planning

understand their processes from the inside.

### Tax policy.

Our tax practice includes attorneys who are former staff members of both the Senate Finance Committee and the Joint Committee on Taxation. Their experience is of critical value in connection with advising clients on major pieces of tax legislation being considered by Congress.

Tax policy is entering a cycle in which changes are certain to be multi-faceted and far-reaching. Venable's experienced attorneys help clients anticipate, stay on top of and respond to changes by understanding the intricacies of what goes into tax policy at the highest levels.

### International tax.

Venable attorneys assist organizations both foreign and domestic, as well as international investors, in the broad range of tax and corporate matters that arise when conducting business across borders.

We are well-versed in all manner of complex tax issues affecting cross-border business activities, ranging from inbound and outbound investments and transactions, to international tax controversies, to sophisticated tax planning for individuals working and living abroad.

Venable tax attorneys come from diverse backgrounds—including prior service at the Internal Revenue Service and experience at Big Four accounting firms. Many are certified public accountants or have advanced degrees, such as a Master of Law degree in Taxation or an MBA.

We draw on this wide range of experience to deliver the right skills and pragmatic solutions to deal with your tax issues.

# VENABLE<sup>®</sup><sub>LLP</sub>

Corporate Law &  
Business Transactions

Government &  
Regulatory Affairs

Litigation

Technology &  
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