



The Washington, D.C. metropolitan area (including Washington, D.C., Northern Virginia, and suburban Maryland) is more than a capital for politics and the fine arts. It also offers unequalled opportunities for overseas companies locating in the United States and continues to attract corporations from within the United States. Financial services, technology (including IT and cybersecurity), and other industries have combined with Washington's traditional law and government sectors to create a robust, diverse regional economy. The D.C. metro area is well-positioned for industries such as professional services, nonprofits, hospitality, and retail. The area also prides itself in a well-educated and highly skilled workforce and continually rising job market. The nation's capital has the resources, infrastructure, accessibility, and climate your business needs in order to thrive.

As the United States' fifth largest regional economy, with a gross regional product of \$464 billion, the area continues to grow faster than the national average. Baltimore's inclusion within the region's boundaries adds a major deep-water port, affordable housing, light manufacturing, a skilled workforce, and expanded technological capabilities. Several strong transportation, economic, and public and private initiatives are driving Baltimore and greater Washington's integration.

Greater Washington, D.C. boasts 316 companies in *Inc.* magazine's 5,000 fastest growing companies survey, ranking it second only to New York's metropolitan area in the United States. *The Wall Street Journal's* "Market Watch" ranked Washington, D.C. as the "best city for business" in its last two surveys, citing the region's abundant and varied industries, low unemployment rate, high economic output, and government infrastructure backbone. Six of the nation's 10 wealthiest counties are in the region, with a median household income

of \$90,149, the nation's highest. The region also leads the United States in university research and development spending, totaling more than \$3 billion per year

We Are Equipped to Help You Succeed

K&L Gates is ideally located to assist clients in entering and thriving in this growing market. Located in close proximity to the White House, Capitol Hill, and various federal agencies, we have more than 170 lawyers and policy professionals working in a wide variety of practice disciplines, each closely aligned with businesses' needs. The lawyers and government affairs professionals within the Washington, D.C. office service clients throughout the United States and internationally.

Deep Connections

We are deeply rooted in the regional community. Our client base includes global corporations headquartered in the region, growth and middle-market companies, capital markets participants, and entrepreneurs in every major industry

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group, as well as public sector entities, educational institutions, and philanthropic organizations and individuals. Our lawyers and policy professionals maintain a presence in regional organizations in various capacities, such as collaborative efforts to advance local interests with the Greater Washington Board of Trade, a leading regional business organization. We are also proud members of the U.S. Chamber of Commerce, the Tax Council, the Economic Club of Washington, and board member of Washington D.C. Economic Partnership among other organizations.

Policy and Regulatory Capabilities

Our policy and regulatory capabilities cover a wide variety of issues, including public policy, government enforcement, health care, antitrust and competition, construction, telecommunications, energy, environmental, food and drug, education, government contracts, international trade, and transportation. Our Washington, D.C. office is home to our public policy and law group, a team of more than 50 bipartisan lawyers and policy professionals, including a former U.S. Senator, two former U.S. Representatives, and a former Secretary of the Army and member of the House of Representatives.

Government Enforcement

The lawyers in our Government Enforcement practice frequently represent financial services companies, broker-dealers, investment advisers, registered investment companies and private funds, banks and trust companies, public and private companies, their officers and directors, and other individuals. We defend our clients in investigations, and litigated enforcement actions brought by federal and state regulators including the DOJ, the SEC, FINRA, the FERC, state Attorneys General, and other agencies. Our team includes a former U.S. Attorney General, the former head of the Office of Market Intelligence in the SEC's Enforcement Division, and other alumni of the SEC, the CFTC, DOJ, and FINRA. We help our clients to successfully navigate through criminal and civil actions brought by governmental agencies. We handle internal investigations on behalf of domestic and global public and private companies in a variety of areas including accounting and financial fraud, whistleblower complaints, anticorruption, and bribery matters.

Diversified Financial Services Area

Our office is known across the United States for its work in the diversified financial services area and offers one of the largest such practices in the country, including a preeminent investment management practice, and a leading financial services policy practice. Members of our consumer finance group have particular experience in the FinTech space, with a focus on regulatory challenges facing emerging payment systems.

Corporate and Transactional Practice

Our corporate and transactional practice is one of the most substantial in the profession, maintaining a balance between company-side and capital markets clients in virtually every industry segment. Our corporate lawyers provide full-service corporate counsel to facilitate the structuring, financing, and successful completion of domestic, international, and cross-border transactions including: mergers and acquisitions, divestitures, joint ventures/strategic alliances, recapitalizations, public and private debt, and equity offerings.

Real Estate Capabilities

Members of the real estate team operate at the intersection of real estate law and public policy, focusing on transactions, legislative counseling, and the securing of various economic incentives for clients seeking the best location for new facilities. Our real estate team has long-standing relationships with area brokers and developers, as well as with local government agencies offering incentives in various area jurisdictions. The team has extensive experience to assist your company or organization with site location, real estate finance transactions, and lobbying on your behalf for incentives.

Government Contracts Team

Our Government Contracts team is known for providing counseling, litigation, and regulatory representation in all areas of the discipline. With a practice focusing on both counseling and dispute resolution, we represent government contractors, including defense and civilian contractors, before the Government Accountability Office, Boards of Contract Appeals, federal and state courts, administrative agencies, and international arbitration forums. We represent Fortune 100 companies, many





We Foster the Success of Our Women Lawyers

We are committed to fostering the development of our female lawyers and professionals and establishing them as leaders within the local community. The Washington, D.C. office's active Women in the Profession ("WIP") group coordinates various events and activities throughout the year, culminating with our annual fall networking reception. Such local initiatives complement others within the firm. We are pleased to have been named as the Outstanding Firm for Furthering Women's Advancement in the Chambers Women in Law Awards, USA 2015 and, most recently, Yale Law Women recognized the firm as among the Top 10 Family Friendly Firms. Specifically, the award recognizes the work of our WIP Committee and its mission of helping women lawyers to advance in their careers, with a particular focus on business development and promotion as leaders and role models.

We are Committed to Our Local Communities

Our lawyers practice at the peak of their profession, as leaders in various professional organizations and in rendering public service through pro bono services in cooperation with dozens of organizations. Those within the Washington, D.C. area include: the Legal Counsel for the Elderly, Tahirih Justice Center, University Legal Services, the D.C. Bar Pro Bono Program, Children's Law Center, the Legal Aid Society of the District of Columbia, Kids in Need of Defense, City Year, the DC Appleseed Center for Law and Justice, Columbia Lighthouse for the Blind, the Washington Lawyers' Committee for Civil Rights & Urban Affairs, Rotary International, Inc., and the Washington Legal Clinic for the Homeless.

We are deeply committed to helping the hungry and less fortunate in our region. K&L Gates has teamed with the Capital Area Food Bank on "Food From the Bar," a month-long campaign, with law firms and other legal professionals competing to donate the most food and funds. Since then, the campaign has raised more than two million meals for kids, seniors, and families within our local community.

small businesses, and startups alike in their dealings with federal, state, and local governments and business partners such as resellers, manufacturers, prime contractors, subcontractors, and suppliers. We serve clients in a wide variety of industries including information technology, construction, pharmaceuticals and medical devices, defense and aerospace, construction, and professional services.

Our core capabilities include, among others, Bid Protests; Internal Investigations, Mandatory Disclosures, and Defense of Fraud Proceedings; Research and Development (R&D) Contracting and IP Matters; Grant, Cooperative Agreements, and other Non-Procurement Agreements; Due Diligence/M&A; Debarment/Suspension; and Ethics/Compliance.

Higher Education and Tax-exempt Organizations/Nonprofit Institutions

Our higher education and tax-exempt organizations/nonprofit institutions groups serve many major U.S. and foreign universities, foundations, and innovative research and charitable organizations, assisting clients on a wide range of operational and organizational matters, including governance and fiduciary responsibilities, employment, retirement and health law, taxation, business transactions, technology transfer, and executive compensation.

Our Litigation Capabilities

Our litigators actively represent clients in litigation matters in the local state and federal courts involving various issues including federal and state securities claims and class actions, financial services issues, civil and criminal enforcement matters, government contracts, construction, intellectual property, bankruptcy, M&A and

other commercial transactions. They handle litigation from inception through trial and appellate proceedings.

Our lawyers are admitted to the Bars of the District of Columbia, Maryland, and Virginia, and regularly practice before the U.S. Courts of Appeals for the Fourth Circuit, the District of Columbia, and the Federal Circuit; U.S. District and Bankruptcy Courts for the districts of Maryland, District of Columbia and Virginia, the U.S. Court of Federal Claims, and state trial and appellate courts for Maryland, the District of Columbia, and Virginia.

Energy and Infrastructure Capabilities

Our robust energy practice assists clients in a wide variety of transactional, regulatory, and litigation matters relating to both the electric power and natural gas industries. Members of our interdisciplinary energy team leverage experience from many practices and work closely with our public policy group in order to address these industries' unique challenges. Our lawyers work together to guide clients through strategic decisions, policy initiatives, commercial transactions, project financing and development, regulatory compliance, tax matters, credit trading, and litigation. Our clients include investor-owned and publicly owned electric and gas utilities, independent power producers, oil and gas producers, investors, developers, energy traders, and emerging businesses in the energy sector. We pride ourselves on responsiveness and teamwork, as well as on maintaining a thorough grounding in both the legal and business dimensions of the energy and utilities industries.

Washington, D.C. Areas of Practice

- Antitrust, Competition & Trade Regulation
- Commercial Disputes
- Construction and Engineering
- Consumer Financial Services
- Corporate/M&A
- Cyber Law and Cybersecurity
- Energy
- Environmental, Land and Natural Resources
- Financial Institutions and Services Litigation
- Food, Drugs, Medical Devices and Cosmetics (FDA)
- Government Contracts & Procurement Policy
- Government Enforcement
- Hedge Funds and Venture Funds
- Higher Education Institutions
- Insurance Coverage
- International Trade
- Investment Management
- IP Litigation
- IP Procurement and Portfolio Management
- Liquefied Natural Gas
- Maritime
- Payment Systems
- Privacy, Data Protection and Information Management
- Public Policy and Law
- Real Estate Finance and Economic Incentives
- Securities and Transactional Litigation
- Securities Enforcement
- Tax
- Tax-Exempt Organizations/ Nonprofit Institutions
- Transportation
- White Collar Crime/Criminal Defense

Selected Recognitions

Our firm is consistently recognized for providing clients with the most sophisticated solutions to legal challenges around the world. Below is a selection of our awards and recognitions:

The 2016 *U.S. News-Best Lawyers®* awarded 13 Tier 1 rankings for the following practice areas: Banking and Finance Law, Corporate Compliance Law, Corporate Governance Law, Corporate Law, Criminal Defense: White-Collar, Derivatives and Futures Law, Employee Benefits (ERISA) Law, Energy Law, Government Relations Practice, Litigation - Securities, Mutual Funds Law, Private Funds/Hedge Funds Law, and Securities/Capital Markets Law. For a third straight year, K&L Gates is proud to be named the “Law Firm of the Year for Securities Regulation.”

Practice groups within the Washington, D.C. office, such as the policy group, have also been acknowledged by a number of publications including *Chambers USA* and *Legal 500*, who both ranked the policy practice as one of the premier in the nation, and they’re also consistently ranked among the top law firms in the *National Law Journal’s* Influence 50 survey, most recently in its October 2015 publication.

Learn more about our Washington, D.C. office at klgates.com.

K&L GATES

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Newark New York Orange County Palo Alto Paris Perth Pittsburgh Portland Raleigh Research Triangle Park San Francisco
São Paulo Seattle Seoul Shanghai Singapore Sydney Taipei Tokyo Warsaw Washington, D.C. Wilmington

K&L Gates comprises approximately 2,000 lawyers globally who practice in fully integrated offices located on five continents. The firm represents leading multinational corporations, growth and middle-market companies, capital markets participants and entrepreneurs in every major industry group as well as public sector entities, educational institutions, philanthropic organizations and individuals. For more information about K&L Gates or its locations, practices and registrations, visit klgates.com.

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