

wiley



Wired into Washington

Wiley | 2022 Year in Review





Wired into Washington

Wiley is a preeminent law firm wired into Washington. We advise Fortune 500 corporations, trade associations, and individuals in all industries on legal matters converging at the intersection of government, business, and technological innovation. Our attorneys and public policy advisors are respected and have nuanced insights into the mindsets of agencies, regulators, and lawmakers. We are the best-kept secret in DC for many of the most innovative and transformational companies, business groups, and nonprofit organizations. From autonomous vehicles to blockchain technologies, we combine our focused industry knowledge and unmatched understanding of Washington to anticipate challenges, craft policies, and formulate solutions for emerging innovators and industries. More about Wiley can be found at wiley.law.





The Wiley Way

Wiley is committed to finding resourceful ways for our clients to navigate turbulence ahead of regulatory deadlines. Last year presented unique opportunities to help clients in all industries develop novel solutions to challenges including increased government oversight and obstacles to strategic growth. Below are a few accomplishments that reflect the firm's outstanding commitment to client service.

- Innovative and precedent-setting work for clients spanned many industries. Our Insurance, International Trade, Government Contracts, and Telecom, Media & Technology teams achieved competitive and noteworthy honors from *Law360* in its Practice Group of the Year awards. In addition, *Chambers USA* recognized 38 Wiley attorneys across 10 areas of law including nationwide rankings for our International Trade, Government Contracts, Litigation, Food & Drug, and Election Law & Government Ethics practices.
- Our firm returned to the office with flexible working arrangements. We sought ways to increase retention, work/life balance, creativity, and client service capabilities. In 2022 we maintained steady growth, hiring 26 attorneys and advisors in total. Of those new hires, 54% are women, 19% are racially or ethnically diverse, and 12% are openly LGBTQIA+.
- We made strong progress on our Diversity, Equity, and Inclusion (DEI) goals. We are proud that 50% of our new partners and of counsel are women and 10% are ethnically and racially diverse. For its efforts, the firm achieved a "Tipping the Scales" Award from the Diversity & Flexibility

Alliance for the third year in a row, for promoting 50% or more women in its 2022 new partner class. Wiley was also recognized among the "Best Law Firms for Women" by Seramount (formerly Working Mother) for the fifth year in a row and achieved a 100% score on the Human Rights Campaign Foundation's Corporate Equality Index for the seventh consecutive year.

- Our lawyers and business professionals dedicated nearly 9,000 hours to pro bono matters last year, partnering with local legal service providers and nonprofits to provide underserved members of our community with equal access to justice.

These are just a few of the achievements the firm is using as steppingstones to make further strides toward our goals in 2023. Every initiative we take at the firm is part of our strategy to continually enhance our relationships with our clients and the community in which we work. This approach has kept Wiley's culture strong throughout the years. In 2023, we are commemorating 40 years of client service and our commitment to staying Wired into Washington.

About Us

With more than 260 attorneys and public policy advisors, Wiley has earned international esteem by representing clients and setting legal, regulatory, and policy ripples for many of the world's leading companies, organizations, and startups.

Recognized
as one of the
nation's largest
law firms
in the
Am Law 200
and **NLJ 500**

Chambers USA Ranks
10 of our practices
among the
best in the country

We represent:

45

Fortune 100 companies

15

of the top 40
insurance companies

Wiley routinely represents clients
before more than

40

federal agencies.

The Legal 500 US
recognizes 7 of our
practices among the
best in the country

We represent:

37%

of the 100 biggest
U.S. government contractors

7

of the top 10
media companies

4

of the top 5
telecom companies

5

of the world's largest
steel companies

Diverse Representation

In accordance with our firmwide culture and DEI strategy, we strive to make sure our client teams are inclusive and equitable.



Leadership Council on Legal Diversity (LCLD) Compass Award for the second year in a row

2022 Firmwide Demographics

34% women partners

56% women associates

13% racially and ethnically diverse partners

37% racially and ethnically diverse associates

6% LGBTQIA+

60%

Partner/Of Counsel promotions were from underrepresented backgrounds

89%

Fall Associates were from underrepresented backgrounds

8

Affinity Groups

2022 Summer Associates

69% women

92% racially and ethnically diverse

8% LGBTQIA+

Recent Accolades

54 Wiley attorneys
were recognized across
22 practice areas in
2023 edition of
The Best Lawyers in America

100%

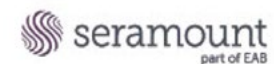
perfect score on
Human Rights Campaign
Foundation's Corporate
Equality Index
for the 7th consecutive year



Six Wiley partners
were appointed to
Law360's 2022
Editorial Advisory Boards

Wiley was named the
2022 winner of Dell
Technologies' "Law
Firm Diversity Award,"
in recognition of the
firm's dedication to
promoting diversity,
equity, and inclusion
in the legal profession

Named among
**Best Law Firms
for Women**
by **Seramount** for the
fifth year in a row



2022 BEST LAW FIRMS
FOR WOMEN

WASHINGTON
BUSINESS JOURNAL
**2022
CORPORATE
PHILANTHROPY
AWARDS**

Midsize-Company Giving

Ranked #6 by the
*Washington Business
Journal* for **Midsize Firm
Corporate Philanthropy**



Corporate Social Responsibility at Wiley

Throughout the year, the firm donates time and financial resources to organizations that positively impact our local communities across Wiley's three pillars of Corporate Social Responsibility: education, equity/justice, and health/well-being.

Pro Bono & Community Involvement

Wiley prides itself on a strong tradition of service to the local and global community, and encourages its attorneys and legal assistants to participate in pro bono activities. A key part of Wiley's pro bono mission is to provide equal access to the justice system for individuals and groups otherwise unable to afford it. We do this primarily by taking cases referred through local legal service providers with whom we have forged close ties. The outstanding organizations with whom we partner include the D.C. Bar Pro Bono Center, the Legal Aid Society of DC, and Washington Lawyers' Committee for Civil Rights and Urban Affairs, among many others. In 2022, our attorneys and legal assistants conducted nearly 9,000 hours of pro bono work.



Charitable Giving

Throughout the year, Wiley continued to donate our time and financial resources to positively impact our local communities.

- American Heart Association
Lawyers Have Heart
- Bread for the City
- Catholic Charities Legal Network
- Capital Area Immigrants' Rights
Coalition
- Council for Court Excellence
- Legal Aid Society of DC
- N Street Village
- Washington Bar Association
- Washington Lawyers' Committee
for Civil Rights and Urban Affairs
- Washington Performing Arts

Recent Honors



Scott A. Felder received the Reserve Organization of America's "Twice the Citizen Award" for representing the organization as *amicus curiae* in the Supreme Court case *Torres v. Texas Department of Public Safety*



Theodore A. Howard, Dorthula H. Powell-Woodson, and Antonio J. Reynolds were selected in *Savoy Magazine's* 2022 Most Influential Black Lawyers



Robert E. DeFrancesco, III and Brian Walsh were named 2022 "MVPs" by *Law360* for International Trade and Government Contracts, respectively



Derick G. Holt was recognized by the National Bar Association (NBA) among “40 Under 40 Nation’s Best Advocates”



Brandon J. Moss was profiled by *Law360* as a 2022 “Rising Star” for White Collar law



Duane C. Pozza was named a “Trailblazer” in Cryptocurrency, Blockchain, and Fintech by the *National Law Journal*



Enbar Toledano was profiled by *Law360* as a 2022 “Rising Star” for International Trade law



Matthew W. Beato was named a 2022 “Break Out” Award winner by *Business Insurance* magazine



Gary S. Ward was profiled by *Law360* as a 2022 “Rising Star” for Government Contracts law

Our Practices:

- Corporate
- Election Law & Government Ethics
- Environment & Product Regulation
- Environmental, Social & Governance
- Food & Drug
- FTC Regulation
- Government Contracts
- Health Care
- Insurance
- Intellectual Property
- International Trade
- Issues and Appeals
- Litigation
- National Security
- Privacy, Cyber & Data Governance
- Public Policy
- Telecom, Media & Technology
- White Collar Defense & Government Investigations



Practice Group Recognitions

In keeping with the dynamic and nimble firm that Wiley has always been, we have embraced the challenges of the future, working with our next-generation leaders to innovate and expand our services to best meet the complex, diverse, and evolving needs of our clients. We have an exceptional depth of knowledge regarding our clients' industries and the challenges that cut across multiple areas of law and policy, and many of our practices, including Government Contracts, Insurance, International Trade, and Telecom, Media & Technology are routinely ranked as top-tier practices by virtually every legal ranking service, including *Chambers USA* and *The Legal 500 US*.

Our experience and agility mean we can quickly assemble the right team under one roof, each and every time. These collaborative efforts have attracted many new Wiley clients, including innovative technology and life-sciences companies as well as startups that are launching new industries and changing the 21st century landscape.

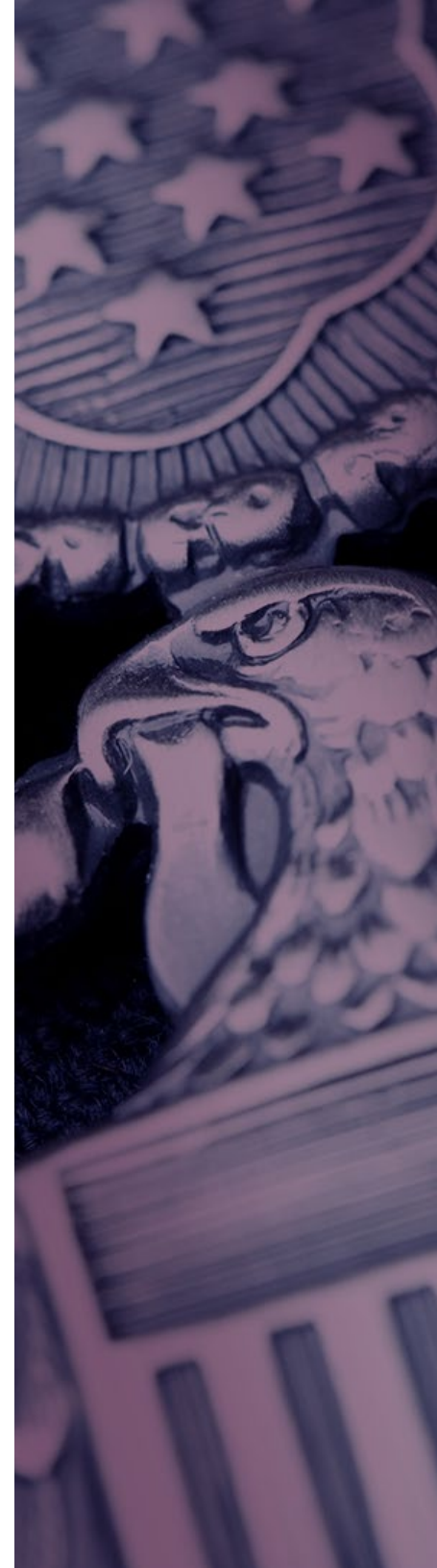
The following Wiley teams were honored by *Law360* as 2022 Practice Groups of the Year:

Government Contracts

Leveraging decades of industry experience, Wiley's consummate team of attorneys and consultants provides practical, tactical, and effective representation that is essential to obtaining successful outcomes for the firm's government contracts clients. Because of our successes and client-first service, in 2022, the practice was named a "Government Contracts Group of the Year" by *Law360*, highlighting the firm's role at the center of some of the largest and most important matters in government contracts.

In 2022 the Government Contracts team, co-chaired by Paul Khoury and Scott McCaleb, successfully represented clients in "bet the company" cases across virtually every area of government contracting. Khoury and McCaleb attribute the practice's success to a multidisciplinary approach that emphasizes a diverse range of expertise. "Because there's a confluence between white collar and government contracts, and export controls and government contracts, and technology and government contracts, we have people in all those different practice areas pitching in on government contracts matters," Khoury told *Law360*. "That makes the practice really interesting for us because we're constantly working with other parts of the firm to make sure that we're putting the right expertise on any given matter."

The team's depth of experience and multidisciplinary capabilities are among the advantages that set Wiley apart from other firms. Recent victories include Wiley's successful defense of Aptive Resources LLC's slot against four protests before the U.S. Court of Federal Claims challenging the award of the U.S. Department of Veterans Affairs' \$22.3 billion Transformation Twenty-One Total Technology Next Generation (T4NG) contract; a win on behalf of Leidos in a bid protest over a \$1.8 billion NASA information technology services contract; and a win for Bollinger Shipyards Lockport, LLC in a bid protest over the award of a \$106.6 million U.S. Navy contract.





Insurance

With a deep bench that stands out for its range of legal expertise and an insider's understanding of the insurance industry, Wiley's high-profile Insurance Practice is a force of legal capabilities as well as business strategy. The group has handled some of the most prominent insurance matters in the country and secured landmark rulings for clients that have involved tens of billions of dollars, leading *Law360* to name them an "Insurance Group of the Year" in 2022.

In naming Wiley to the highly competitive list, *Law360* cited numerous major wins. The team successfully represented XL Specialty Insurance in a high-profile D&O case that *Law360* highlighted as one of the "Biggest Specialty Lines Rulings in the First Half of 2022." The case centered on whether an opt-out action by shareholders was interrelated with an earlier class action. Wiley argued the case in which the trial court ruled for the insurers on the basis that the class action and opt-out were "fundamentally identical." On appeal, Wiley helped persuade the Delaware Supreme Court to affirm the trial court's judgment for the insurers.

Wiley also successfully represented General Star Indemnity Company in *SAS International Ltd. v. General Star Indemnity Co.* through its victories in the federal district court litigation and the subsequent appeal to the First Circuit. In 2022 the First Circuit upheld the lower court's grant of the insurer's motion to dismiss, applying Massachusetts law and finding that economic losses related to the COVID-19 pandemic could not trigger coverage under a commercial property insurance policy.

Cybersecurity remains a "big piece" of the team's practice, according to practice co-chair Dan Standish. "I don't think there's any other firm out there that has developed the expertise we have in cyber," Standish said in an interview with *Law360*.

International Trade

Wiley has one of the largest and most wide-ranging international trade practices in the country. The multidisciplinary team leverages its attorneys' deep legal skills and knowledge to drive national and global business strategies for its clients and seek practical solutions to difficult regulatory problems.

In 2022, Wiley was profiled by *Law360* as an "International Trade Group of the Year" – the 12th consecutive year the team has been named to the highly competitive list. "I think it's a recognition of our leadership in international trade law across multiple different areas. ... Not only are we working on today's issues, but we're also looking at tomorrow's, and seeing where the issues are going to be so that we can be well-positioned to address them," noted practice co-chair Alan Price in an interview with *Law360*, a sentiment echoed by his co-chair, Tim Brightbill. "We've got an outstanding team," Brightbill said. "Winning the [*Law360*] award year after year is a reflection of our efforts to cover the gamut of international trade issues that are out there."

Law360 highlighted several of the practice's key victories for clients, including a win for the Wind Tower Trade Coalition in a ruling by the U.S. Court of International Trade that ensured that "existing laws stay in place to protect domestic makers of wind towers." Wiley also assisted in securing new duties on unfairly traded imports of wind towers from other countries.

Wiley's efforts on behalf of U.S. steel and aluminum manufacturers, including Nucor, the country's largest steel producer, led the U.S. International Trade Commission (ITC) to extend for five more years the antidumping and countervailing duty orders covering hot-rolled, cold-rolled, and galvanized steel from more than 15 countries. The ITC concluded that any revocation of the orders would result in material injury to the U.S. industry.

Wiley also secured wins for the Coalition of American Millwork Producers, including 10 of the largest U.S. producers of wood mouldings and millwork products. In September 2022, Wiley persuaded the U.S. Court of International Trade to uphold the finding that American mouldings and millwork makers were "materially injured by dumped and subsidized Chinese products."





TMT

Wiley's Telecom, Media & Technology (TMT) Practice encompasses an exceptionally broad range of technologies. In 2022, the group was selected as a *Law360* "Telecommunications Group of the Year," following numerous client successes. The TMT team earned its spot on the highly competitive list by securing regulatory approvals for iHeartMedia Inc. and winning approval from Team Telecom for the operator of one of the world's largest satellite fleets.

Wiley represents four of the largest U.S. wireless carriers, six of the seven largest U.S. fixed telephone companies, and all the major U.S. tech giants. The firm has strategically hired over the years to expand its telecom-related capabilities in numerous areas beyond the Federal Communications Commission (FCC), making it a go-to firm in the nation's capital for its diverse skill set and substantive understanding of regulatory agencies. "We have had many, many successes because we've got our finger on the pulse of what the regulators are thinking, comparatively speaking to other firms, where a lot of these deals stall," said TMT Practice co-chair Kathleen Kirby.

Wiley's efforts on behalf of client iHeartMedia, the largest U.S. radio broadcaster, helped secure all the necessary regulatory approvals for a foreign investment deal valued at more than \$20 billion. The Wiley team helped guide iHeartMedia through the FCC and Team Telecom reviews, and persuaded the FCC and Team Telecom to approve a United Kingdom-based investment firm's partial ownership stake in the company.



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