

REITs AWARDS & RANKINGS

The Legal 500 United States | 2009

Sullivan & Worcester was ranked in the National category for Investment Fund Formation and Management: Real Estate Investment Trusts (REITs). The rankings are compiled on the basis of peer and client referrals:

Described by clients as **"outstanding" and "exceptional,"** Sullivan & Worcester provides **"consistent, quality service."** One client describes this practice as comprising **"the most knowledgeable, dedicated, professional, and diligent attorneys I've ever known,"** and another says they "know how to close transactions — if there are problems, they identify them and offer solutions." ■ Clients identified a pool of several talented Boston-based partners in this **"smart and efficient"** team: in particular Ameet Ashok Ponda, Howard Berkenblit, Nancy Grodberg, John Steiner and Alexander Notopoulos. Clients variously say that "they are good lawyers — **they're smart and they know what they're doing,**" and are **"professionals with comprehensive experience"** who "understand deadlines and work hard." Mr. Ponda in particular is **"very creative"** because **"somewhere in his brain is a little chip with the tax code in it."**

Chambers USA: America's Leading Business Lawyers | 2009

Sullivan & Worcester was ranked in the Massachusetts Tax category. Chambers called Sullivan & Worcester an **"impressive and broad-ranging"** firm, [which] is **renowned in the region,** "for its **fine tax practice,** which advises on both local and foreign taxation planning and has additional expertise in mutual funds, REITs, M&A, employee benefits and Sarbanes-Oxley compliance." The firm was also recognized as assisting public charities and private foundations, and for recently acting for a major timber corporation on the formation of a \$300 million private REIT fund for the purpose of investing in U.S. timber. Clients describe the firm as **"really practical, responsive and passionate** about its cases." Clients called Ameet Ashok Ponda "an **extremely helpful, outstanding lawyer."** Chambers notes that he is "heavily involved with foreign investors" and clients appreciate that his **"strong analytic approach** is augmented by his math background."

The American Lawyer "Corporate Scorecard"

April 2008 ■ S&W ranked Fourth nationally as issuer's counsel in its representation of REITs in debt offerings based on number of deals. S&W ranked Seventh nationally in its representation of REITs in equity securities offerings.

April 2007 ■ S&W ranked Sixth nationally in its representation of REITs in equity securities offerings.

April 2006 ■ S&W ranked Seventh nationally in its representation of REITs in equity securities offerings.

April 2005 ■ S&W ranked Seventh nationally in its representation of REITs in equity securities offerings and ranked 20th by net assets of all fund clients.