



REACHING FURTHER
every day

 **HINKLEY
ALLEN**

Vision



ROOTED IN SHARED VALUES

Message from our Managing Partner



I am proud to report that 2014 was another excellent year for Hinckley Allen. We remain a strong, growing and well-managed firm.

We are thankful for our clients' continued confidence and satisfaction with our representation and service. Their loyalty is a reflection of the commitment of our partners, associates and staff in exceeding expectations and consistently delivering value and results.

We are told by our clients that our lawyers provide sound strategic thinking, tireless advocacy, judicious allocation of resources and clear-headed counsel. Our ability to effectively represent clients on an increasingly global scale is evident in the year's activities, including several sophisticated financial transactions across international borders. To support these efforts and maintain our distinctive edge, we continue to make significant investments in talent development, technology and innovative approaches to the practice of law. This year our focus remained on utilizing legal project management to enhance our efficiency and facilitate the most effective outcome for our clients.

Our greatest resource is our people. We will continue to provide rich professional development opportunities for our legal professionals. We are proud to attract strong lateral top-of-market practitioners such as last fall's addition of the boutique IP and business litigation firm of Scott & Bush. This type of strategic growth provides additional depth and skills to our core practice areas and enhances our ability to provide valuable services to our clients.

Increasingly, Hinckley Allen clients represent a diverse cross section of the world's cultures, beliefs and lifestyles. As a firm, we too remain committed to being a welcoming place for excellent legal minds of diverse backgrounds that are committed to providing outstanding client service in a collegial environment.

Working together, we look forward to another great year as Hinckley Allen continues to evolve and address the challenges and opportunities that lie ahead.

A handwritten signature in black ink that reads "David J. Rubin". The signature is written in a cursive, slightly stylized font.

Sincerely,
David J. Rubin, Managing Partner

Purpose

LOOKING FORWARD WITH PURPOSE

There is always room to innovate

Many of our clients are pioneers in their fields. We feel an entrepreneurial kinship with them because we equally enjoy pursuing new realms of possibility—helping evolve the practice of law to meet tomorrow’s demands.

Deepwater Wind ushers in a new era for US energy

Deepwater Wind is breaking ground in the energy sector, by developing and building the very first offshore wind farm in North America. We are proud that Hinckley Allen has worked with them from the inception of the project.

Deepwater Wind’s project faced regulatory, environmental, construction, real estate, tax and business issues throughout the implementation of an ambitious vision. Hinckley Allen’s multidisciplinary team of seasoned lawyers helped them clear each hurdle by providing sound legal advice and good strategic judgment. After years of review by over 20 local, state and federal agencies, Deepwater Wind now has all of the required permits and approvals and will begin installation of the wind farm in the summer of 2015. Along the way, Hinckley Allen helped turn back multiple challenges before trial courts and appellate courts.

“The most critical legal matters that we face tend to be very complicated, cutting-edge regulatory issues,” says Jeff Grybowski, CEO of Deepwater Wind. “Over the years, we’ve called on Hinckley Allen to help us in virtually all of those areas. Very few of our legal issues are narrow in focus; most are broad strategic issues that are the core of our business. We’ve come to rely on Hinckley Allen for that type of advice.”





Setting precedent in cyberspace

GTECH S.p.A. is headquartered in Rome and in 2015 will move to London upon the closing of its acquisition of IGT, the world's largest marketer of slot machines. Considered a worldwide leader in the regulated gaming space, GTECH provides technical support to companies and government agencies that manage lotteries.

As part of GTECH's legal team in the US and in select foreign jurisdictions for the past 25 years, Hinckley Allen has helped manage growth and risk as the company enters new markets and negotiates with new customers,

such as Ithuba—2014's winning bidder to become the licensee of the South African National Lottery.

"Interactive gaming is an emerging market for GTECH that is slowly being legalized in many jurisdictions," explains Jaymin Patel, GTECH Americas President and CEO. "There are federal challenges to how interactive gaming operates. We are so pleased with the deep industry expertise that Hinckley Allen has produced, to the extent where we are now asking them to present to our clients on legal and business matters in the interactive space."

GROWING TOGETHER

Leaders set the pace

To better serve our clients, we make consistent long-term efforts to deliver practical business and entrepreneurial solutions in the most efficient manner possible. We invest heavily in systems for legal project management and information/knowledge management and use advanced professional staffing policies to help lower costs wherever appropriate. This results in client partnerships

that lead to shared operational efficiencies and successful efforts.

Improving efficiencies in pharmaceutical manufacturing

Hinckley Allen assisted our client Royal DSM, a global life sciences and material sciences company, in a \$2.6 billion transaction between Patheon, Inc., and the DSM Pharmaceutical Products business group. DPx Holdings B.V., the resulting joint venture entity, is a new contract development and manufacturing organization co-owned by DSM and JLL Partners, a private equity firm.



Growing

DPx has 24 locations across the globe and employs more than 8,000 people. DPx is the corporate parent to a group of business units comprised of three distinct brands focused on growing pharmaceutical services, fine chemical products and other proprietary technologies.

Breaking new ground in construction litigation

We continued to expand our national reputation in construction with several recent precedent and record-setting settlements and awards.

In Massachusetts, after almost 300 days of arbitration and numerous trial court appeals, Hinckley Allen settled one of the last contractor disputes related to Boston's "Big Dig," for \$88.7 million. The total recovery on that single contract was \$183 million in favor of a joint venture of Tutor Perini, Kiewit Corp. and Jay Cashman. The litigation took place over 15 years, involving more than 30 Superior Court actions and four appeals.

Hinckley Allen attorneys secured a \$5.3 million arbitration award against an architect for damages due to design errors and omissions after 12 days of hearings for our client, Stonington Water Street Associates, the developer of a Connecticut condominium complex. As reported in the legal press, this is believed to be the largest arbitration award ever against an architect in the state of Connecticut.

In another record-setting engineering malpractice case, this time in New Hampshire, Hinckley Allen lawyers obtained a \$6.7 million verdict from a US District Court jury in favor of a public entity on all counts against the engineer of a secondary water treatment system. After the verdict, the federal judge increased the verdict to \$15 million and awarded the Town of Wolfeboro attorneys' fees under the New Hampshire Consumer Protection Act, finding that the Town had proven that the engineering firm had engaged in fraudulent and intentional misrepresentation.

The momentum of our construction practice was recognized by *U.S. News & World Report* in 2015, when Hinckley Allen was cited as a top-tier nationally ranked firm in litigation-construction. Several of our attorneys have been featured in recent articles and rankings in *Engineering News-Record*.

Innovative restructuring of commercial real estate owned by tenants-in-common

Equus Capital Partners, Ltd., is a fund sponsor and real estate operator with a portfolio of more than 24 million square feet of office, retail and industrial property and 15,000 apartment units across the United States. Hinckley Allen represented Equus' Fund X in the recapitalization, restructuring and acquisition of a large office park in suburban Boston. The Class-A property was previously organized in a tenants-in-common ownership structure. A multidisciplinary team from our real estate and corporate groups worked closely with the General Counsel of Equus to creatively address numerous issues concerning the tenants-in-common, their fund structure and requirements, and the Equus Fund's requirements. Working together, we achieved a successful solution that provided critical capital to the project for building upgrades, tenant improvements, leasing commissions and the acquisition of a significant ownership interest in the office park.



ACTIVELY PURSUING "BETTER"

We share values with one another

Over the past several years, Hinckley Allen has been recognized in the business press as a premier employer and "Best Place to Work." We take particular pride in attracting and retaining some of the region's top legal talent. The benefit for Hinckley Allen clients, of course, is a stable, collaborative and experienced team-based legal corps that is agile, responsive and effective.

Management and leadership development

We dedicate significant time and resources to developing our leadership talent, which we believe contributes to our proven track record of accomplishments in a legal market where demand is shrinking. As the firm continues to garner top-of-the-market talent, clients will benefit from that strength and depth of expertise.

Promoting diversity and inclusion

We suspect that our deliberate cultivation of a diverse and inclusive, tolerant, family-friendly culture gives us a recognizable advantage in our recruitment efforts. Our clients tell us that diversity is important to them and our best-matched clients are those who pursue these objectives in their own organizations. Our Diversity & Inclusion Committee keeps these goals in the forefront of the firm's priorities.

We share values with our communities

Every one of Hinckley Allen's regional offices is tightly integrated with local business, professional, educational, government and community service organizations. Our attorneys teach, serve on boards, volunteer, tutor, and organize and participate as active contributors and trusted advisors.

We're eager to make the world a better place. Hinckley Allen contributes significant funds, volunteers support and offers pro bono services to community organizations like these.



Big Sister Association
of Greater Boston



Junior
Achievement
of Rhode Island



WOMEN'S fund
RHODE ISLAND
engage, invest, act





Developing the next generation of legal excellence

- ▶ Year Up is a national nonprofit dedicated to providing urban, young adults with the skills, experience and support to help them reach their potential through professional careers and higher education.

Hinckley Allen welcomed Year Up participant Jake Dwares, this year, to the IT team in our Providence office. "Before the Year Up IT training program, I'd worked mostly in restaurants. It has been very rewarding to join the firm and see how important technology can be in the legal environment. The IT team and senior management here have been very supportive," says Jake Dwares.

- ▶ For the third year running, Hinckley Allen was pleased to award our 2014 Diversity Scholarship to a promising law student. The recipient was Jamal Burk, a third-year student at Suffolk University Law School.

Scholarship candidates are recognized for demonstrated leadership, an excellent academic record and a commitment to diversity. Recipients become part of Hinckley Allen's salaried 10-week summer program and receive a scholarship for \$10,000.



Year Up Hire
JAKE DWARES

2014 Diversity Scholarship Recipient
JAMAL BURK

OUR PEOPLE AND PRACTICE AREAS

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OUR OFFICES

ALBANY

30 South Pearl Street
Albany, NY 12207
Phone: 518-396-3100

HARTFORD

20 Church Street
Hartford, CT 06103
Phone: 860-725-6200

BOSTON

28 State Street
Boston, MA 02109
Phone: 617-345-9000

NEW YORK

14 Wall Street
New York, NY 10005
Phone: 212-313-4500

CONCORD

11 South Main Street
Concord, NH 03301
Phone: 603-225-4334

PROVIDENCE

100 Westminster Street
Providence, RI 02903
Phone: 401-274-2000



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