



# Snell & Wilmer

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LAW OFFICES

## Straight Talk. Sound Counsel. Practical Solutions.

Story by Dan Baldwin, Photography by John Gurzinski



Snell & Wilmer Las Vegas Real Estate and Construction Team Front Row: Leon F. Mead II, Robin E. Perkins, Steve B. Yoken  
Back Row: Alex L. Fugazzi, Mandy S. Shavinsky, Nicholas G. Vaskov, Marek P. Bute, Patricia J. Curtis, Michael D. Stein

**"O**ur corporate creed states that we will always provide, 'Straight talk, sound counsel and practical solutions.' Snell & Wilmer is above all else dedicated to superior client service, providing our clients with the best value for their legal representation. We strive to be strategic legal counsel for our clients – both inside and outside the courtroom. We have wide-ranging legal experience in Nevada and the southwest region," says Leon Mead, partner.

Steve Yoken, partner, says that with the firm's many offices throughout the Western states and Mexico, clients can take advantage of the firm's vast resources and the experience of its 400-plus attorneys located throughout the region. "We have the ability to handle complex, multi-state transactions. Also, with attorneys in nine offices, we have available resources and expertise in specific areas that we can immediately draw upon depending on the needs of the clients or a specific matter, whether it is litigation-related or transactional in nature.

Pat Curtis, partner, adds that the firm has been a long-term

player in Las Vegas and throughout Nevada. "We opened this office in Las Vegas in 2001, and we have developed both the breadth and depth of experience to handle — literally from soup to nuts — every type of real estate and construction matter."

### No B-Players on This Team

Mandy Shavinsky, partner, says, "I'm a native Las Vegas and have grown up with this town. It's very satisfying and meaningful for all of us to have been a part of the city's growth and development through the good times and the bad times. There aren't many occupations where you can point to something tangible – a building, a piece of land in development, a hotel/casino – and say, 'I helped accomplish that.' We help our clients beginning with their initial vision to buying the property, zoning it, financing it, building it and using it. It's a real thrill to be a part of changing the skyline in Las Vegas."

Celebrating 75 years of legal practice, Snell & Wilmer is a full-service business law firm that has grown to more than 400 attorneys practicing in nine locations throughout the western

United States and Mexico, including Las Vegas and Reno, Phoenix and Tucson, Los Angeles and Orange County, Denver, Salt Lake City, and Los Cabos, Mexico.

The firm's extensive experience allows it to help its clients throughout the entire development process, and to bring value and sound counsel at any stage along the way. By bringing together the highest quality local lawyers, the firm has grown into a regional powerhouse, while maintaining its local focus and dedication. The Las Vegas office is a prime example. "As a result of that, we've built an amazingly strong team, not just in real estate and construction, but in all our different practice areas. We have no B-players on this team," Mead says.

## Serving the Full Range of Construction and Real Estate Clients

Snell & Wilmer represents clients in the full spectrum of construction, from developers and end users to material suppliers on construction sites, and the lenders and contractors in between.

Shavinsky says, "In the past, many of our clients have been developers and contractors, but we have always had numerous lender clients. We have wonderful working relationships with lenders and have done a significant amount of work with large lending institutions. There are many types of clients, and we provide a high level of service to all of them."

As the local and national economy trended downward, the firm's loan restructuring, workout and receivership experience rose to the occasion. To this day, they continue to fully serve their existing client base, and have broadened that base locally, regionally, nationally and internationally. Yoken says, "We expect to stay busy during the upturn which seems to be starting."

Snell & Wilmer does not limit its service to the private sector, but has and continues to work on the public side as well. "We've seen an uptick in these types of projects, and several of our clients have diversified their businesses to work in the infrastructure and public, private partnership arena," Mead says. The firm has also been involved in public construction at municipal, state, and federal government levels for many years, helping clients with contracts, claims resolution and litigation both in Nevada and in other states where its clients have found work.

## Flexible Management for Flexible Structures

The economy has affected more than just the real estate and construction business in Las Vegas and throughout the country. The firm has been a first-hand observer of the changes in the legal industry and recognizes that clients are demanding an excellent work product for less money. Shavinsky says, "The change in the economy has forced people to become more efficient, and I think Snell & Wilmer has an advantage because we are committed to delivering an outstanding product at a reasonable cost. That makes us much, much more competitive compared to the national firms across the country, which generally have higher hourly rates than we do. We're able to compete and deliver a product that meets and/or exceeds the expectations of our



Partners Patricia J. Curtis, Leon F. Mead II, Mandy S. Shavinsky and Steve B. Yoken lead Snell & Wilmer's Las Vegas Real Estate and Construction Team.

clients, but at a lower hourly rate."

Yoken adds, "We have a flexible fee structure. Compared to some of the peer firms that we're sometimes competing with, our fee structure is generally more attractive to clients." Snell & Wilmer is very willing to look at alternative fee arrangements in appropriate cases when it will work for the client and for the firm.

Snell & Wilmer routinely works on very large projects which sometimes involve hundreds of millions of dollars, but the firm also works on small and moderately-sized projects. The client base is diverse and includes family businesses, modest-sized organizations, and large corporations, including local, regional, and national companies and international organizations, governments and non-profits.

Construction remains a vital and growing part of the firm's portfolio, and the firm projects expansion rather than contraction of this practice area and business in general.

"There are new opportunities. We're starting to see lenders lend again for new projects. I'm starting to see more construction contracts coming my way. Over the next ten years, we expect to see an increase in infrastructure projects. Housing is making a bit of a comeback. Obviously, we're continuing on with public projects. We will continue to adapt to our clients, to the way they deliver projects, and to try to help them with the matters that are most important to them, in the most efficient manner possible, and always conducting ourselves with the highest levels of integrity," Mead says.

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