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## Snell & Wilmer L.L.P.

*Trusted Advisors Build Enduring Relationships*



**Snell & Wilmer's business and finance team is comprised of seasoned attorneys, including (from left): Mike Donahey, Terry Roman, Jon Cohen and Matthew Feeney.**

Businesses operating in Phoenix are surrounded by one of the nation's most impressive legal communities. In the six years that *Corporate Board Member* magazine has surveyed directors and in-house legal counsel of publicly traded companies regarding the Phoenix law firm they would most want to represent them in corporate matters, one name has consistently remained at the top of the list — Snell & Wilmer L.L.P.

"Every day we work hard to remain the law firm-of-choice in Phoenix," says Matthew Feeney, a partner in Snell & Wilmer's business and finance practice. "Our success is premised on a simple concept — commitment to service — that is evident in everything we do. We develop a sound understanding of our clients' overall business goals, their legal issues and specific industry dynamics. We take a long-term view, because we are focused on long-term relationships."

This formula for success has earned Snell & Wilmer the respect, trust and long-term loyalty of some of the oldest and largest institutions in the region. And with Arizona being one of the fastest-growing economies in the country, the state's emerging businesses and industries are also seeking the experience and the commitment to long-term client success offered by the firm's corporate attorneys.

Meritage Corporation, a homebuilder with operations in several Sunbelt states, has been a firm client since 1996 when Snell & Wilmer partner Steven D. Pidgeon took the company public. Since then, Meritage has grown from under \$100 million in revenue to approximately \$3 billion. To facilitate this growth, the firm has served as legal counsel on several equity and debt financings and acquisitions. Another long-term client is Pinnacle West Capital Corporation, a

Phoenix-based company with consolidated assets of about \$11 billion. Through its subsidiaries, including Arizona Public Service, it sells and delivers electricity and energy-related products to retail and wholesale customers in the western United States.

"Business organizations appreciate the importance of building long-standing, trust-based relationships," says Nancy Loftin, vice president and general counsel of Pinnacle West. "For over 60 years, Snell & Wilmer has served as a valued, responsive business partner with a genuine passion for our success. They continually find creative solutions to address our business issues."

"It might sound like a cliché, but our success is all about relationships," adds Jon Cohen, a partner with Snell & Wilmer. "Many firms focus only on deals. But even though we routinely handle several billion dollars per year in transaction volume, we stay focused on our clients' overall business objectives, building meaningful, long-term relationships and delivering bottom-line results. This philosophy is demonstrated in the level of service we consistently provide businesses of all sizes, from start-ups to publicly traded corporate giants."

For more information, visit [www.swlaw.com](http://www.swlaw.com).



**Nancy Loftin, vice president and general counsel of Pinnacle West Capital Corporation, communicates regularly with attorney Matthew Feeney.**