

THE LIST

San Antonio Real Estate Law Firms

Published September 21, 2012

Ranked by number of local real estate lawyers

Rank	Firm name Address Phone, Web address	No. of real estate lawyers locally	Total no. of lawyers locally	Percent of firm's work in R.E.	Areas of specialty in real estate law	Head of real estate/ E-mail address/ Managing partner/ Year est. locally
1	Golden Steves Cohen & Gordon LLP 300 Convent St., Suite 2600, 78205 745-3777, goldensteves.com	14	14	100%	Commercial development, entitlement & land use	Stephen L. Golden sgolden@goldensteves.com Stephen L. Golden 2006
2	Cox Smith Matthews Incorporated 112 East Pecan St., Suite 1800, 78205 554-5500, coxsmith.com	13	88	9.4	Refinancing, property purchases, sales & development, leasing transactions, public private partnerships/economic development, condemnation	John Stewart jbstewart@coxsmith.com James B. Smith Jr. 1939
3	Polunsky & Beitel LLP One Forum, Sixteenth Floor, 78230 349-4488, mortgagelaw.com	11	11	100	Residential mortgage lending	Jay G. Beitel jbeitel@mortgagelaw.com Alan B. Polunsky 1976
4	Langley & Banack Inc. 745 E. Mulberry Ave., Suite 900, 78212 736-6600, langleybanack.com	9	53	15	Commercial finance, purchases & sales, land use planning, building, subdivision & infrastructure development, litigation, zoning & water rights	Steven R. Brook & Marc J. Schnall mschnall@langleybanack.com Steven R. Brook 1986
5	Fulbright & Jaworski LLP 300 Convent St., Suite 2100, 78205 224-5575, fulbright.com	7	55	14	Acquisitions, dispositions, leasing, financing, apartment complexes, manufacturing, hospitality, energy production, public/private partnerships, ad valorem tax matters, loan workouts & restructures	James Summers jsummers@fulbright.com George Scofield 1980
6	Winstead PC 300 Convent St., Suite 2700, 78205 277-6800, winstead.com	7	10	DND	Financing, lease, sale, purchase, development & operation of office buildings, retail centers, mixed-use, planned communities, condominiums, multi-family complexes, entertainment facilities	Frank Ruttenberg fruttenberg@winstead.com M. Paul Martin 2003
7	Rosenthal Pauerstein Sandolosi Agather LLP 755 E. Mulberry, Suite 200, 78212 225-5000, rpsalaw.com	6	23	15	Represents borrowers & lenders in commercial real estate transactions, purchase, sale, finance, lease, development & improvement of commercial real estate	Robert A. Rosenthal brosenthal@rpsalaw.com Robert A. Rosenthal 2006
8	Barton East & Caldwell PLLC 700 N. St. Mary's, Suite 1825, 78205 225-1655, beclaw.com	6	12	50	Commercial real estate	J. Cary Barton cbarton@beclaw.com G. Wade Caldwell 1993
9	Baucum Steed Barker 1100 N.W. Loop 410, Suite 260, 78213 349-5311, baucumsteadlaw.com	6	7	90	All areas of transactional real estate & real estate litigation	Michael Baucum Baucum@baucumsteadlaw.com Michael Baucum 1984
10	Pulman Cappuccio Pullen & Benson LLP 2161 N.W. Military Highway, Suite 400, 78213 222-9494, pulmanlaw.com	5	16	25	Purchase, sale & lease of commercial real estate, land use & development, zoning, real estate litigation, condemnation, homeowner & property owner association rights	J. Bradley Jones bjones@pulmanlaw.com Randall A. Pulman 2004
11	Martin & Drought PC 300 Convent St., Suite 2500, 78205 227-7591, mdtlaw.com	5	14	40	Land use planning, commercial & residential real estate, oil & gas	S. Carl Friesdam scfriesdam@mdtlaw.com Frank Burney 1978
12	Prins Law Firm 4940 Broadway St., Suite 108, 78209 820-0833, prinslaw.com	4	4	35	Commercial real estate transactions, development & litigation	Todd A. Prins taprins@prinslaw.com Todd A. Prins 1997
13	Strasburger Price Oppenheimer Blend 300 Convent St., Suite 900, 78205 250-6000, strasburger.com	3	42	10	Disputes involving title to land, mortgage lending & foreclosure, leases, damage to land, environmental	Andrew L. Kerr andy.kerr@strasburger.com Edward F. Valdespino 1969
14	Bracewell & Giuliani LLP 106 S. St. Mary's Street, Suite 800, 78205 226-1166, bgllp.com	3	18	DND	Site assembly, financing, construction, leasing, operation & management of office, industrial, retail, residential, hotel, apartment & other commercial real estate developments	Clark G. Thompson clark.thompson@bgllp.com Victoria Garcia (San Antonio) 1999
15	Haynes and Boone LLP 112 E. Pecan St., Suite 1200, 78205 978-7000, haynesboone.com	3	17	DND	Purchase/sale, financing, leasing, workouts/ foreclosures, CMBS, entity choice/formation, ad valorem tax, office, retail	Brad Carson, Ann Saegert & Robert Ladd brad.carson@haynesboone.com Lamont Jefferson 1988
16	King & Sommer LLP 200 Concord Plaza, Suite 425, 78216 547-7484, kingsommer.com	3	5	52	Purchase & sale transactions, land development, easements, leasing, mortgage lending, workout, foreclosure, farm and ranch	Eileen E. Sommer esommer@kingsommer.com Eileen E. Sommer & Janet L. King 2007
17	Jackson Walker LLP 112 E. Pecan St., Suite 2400, 78205 978-7700, jw.com	2	36	10	Sale & financing of commercial, residential & ranch properties, representation of lessors & lessees of shopping centers, multi-family housing units, office buildings & ranches, construction projects	Richard Moore rmoore@jw.com Patrick Tobin 1991
18	Pipkin Oliver & Bradley LLP 1020 N.E. Loop 410, Suite 810, 78209 820-0082, pipkinoliver.com	2	3	16	DND	DND William H. Oliver 1998
19	Akin Gump Strauss Hauer & Feld LLP 300 Convent St., Suite 1500, 78205 281-7000, akingump.com	1	25	DND	Commercial real estate transactions	Mike Elrod melrod@akingump.com Mike Elrod 1984
20	Davidson Troilo Ream & Garza PC 7550 W. Interstate 10, Suite 800, 78229 349-6484, dtrglaw.com	1	19	DND	Transactional real estate, real estate contract negotiations, finance contract negotiations, land use planning	Cheree Tull Kinzie DND Lea A. Ream 1962
21	Brin & Brin PC 6223 I-10 W., 78201 341-9711, brinandbrin.com	1	12	5	Oil & gas	DND R. Barry Brin 1986

2012 Book of Lists Platinum Sponsors



THE FUTURE IS OURS TO BUILD™



Padgett Stratemann



A Xerox Company

Research by Kim Maureen Hernandez

NOTES: Information provided by firm representatives in response to faxed and e-mailed questionnaires. Ties broken by total number of lawyers locally.

We reserve the right to edit entries or delete categories for space considerations.

Davis Cedillo & Mendoza Inc and McNelis & Associates Inc, among other firms which may have ranked on this list, did not respond before press time.

DND- did not disclose

Information for obtaining commemorative plaques, reprints or Web permissions can be obtained from the Business Journal's designated partner company, Scoop ReprintSource at 800.767.3263 or scoopreprintsources.com. No other companies offering similar services are affiliated in any way with the Business Journal.

It is not the intention of this list to endorse the participants nor to imply that a firm's size or numerical rank indicates its quality of service.

NAFTA PROS & CONS

- NAFTA created the world's largest free trade area, which now links 450 million people producing \$17 trillion worth of goods and services.

Source: ustr.gov

- The NAFTA countries (Canada and Mexico), were the top two purchasers of U.S. exports in 2010. (Canada \$248.2 billion and Mexico \$163.3 billion).

Source: ustr.gov

- As of 2010, U.S. trade deficits with Mexico totaling \$97.2 billion had displaced 682,900 U.S. jobs. Of those jobs, 116,400 are likely economy-wide job losses because they were displaced between 2007 and 2010, when the U.S. labor market was severely depressed.

Source: Economic Policy Institute, Robert E. Scott

- NAFTA proponents claimed that falling tariffs would generate rapidly growing exports and a sustained and growing trade surplus with Mexico. In fact, the U.S. has experienced steadily growing trade deficits with Mexico.

Source: Economic Policy Institute, Robert E. Scott

NAFTA 20 Business Summit

Mission:

Discuss the evolution of NAFTA and its possibilities for the future. Panels and speakers will address business trends related to North American trade and opportunities for key sectors.

Date: November 15 & 16

Time: Thursday: 2 p.m.-8:30 p.m. / Friday: 7 a.m.-7:30 p.m.

Place: The Westin La Cantera Hill Country Resort

Cost: \$395 per person for entire event

A sampling of speakers:

Curtis V. Anastacio
President & CEO of NuStar Energy



Craig Boyan
President & COO, H-E-B



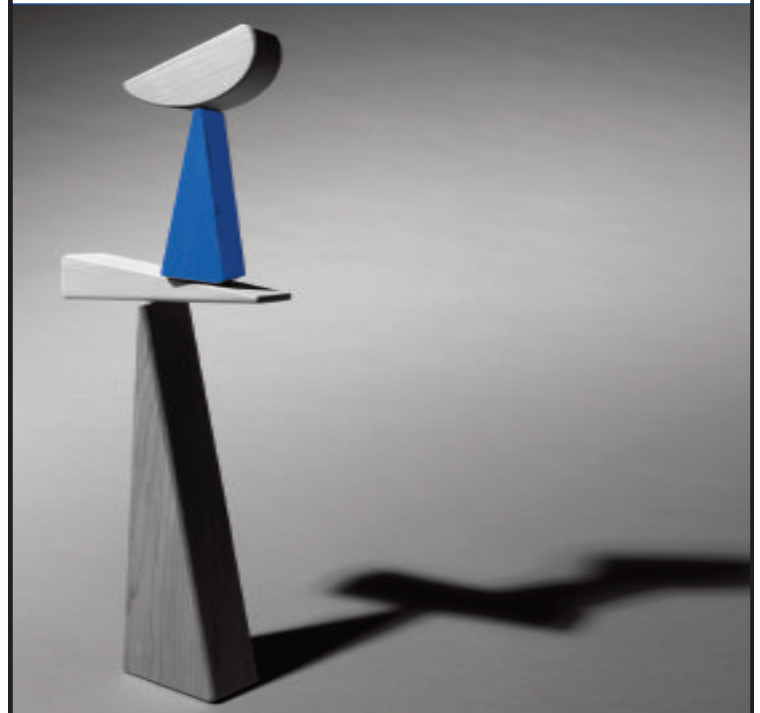
Graham Weston
Chairman & Co-Founder, Rackspace



Website: nafta20.com
Link to speakers:
nafta20.com/naftaspeakers

COKINOS, BOSIEN & YOUNG

**When the future of your business
sits in the balance**



From Fortune 500 companies to family-owned small businesses, companies turn to Cokinos Bosien & Young when they face complex legal challenges. The team at Cokinos Bosien and Young can advise and guide clients through even the most precarious situations. The legal and business experience of the firm's attorneys, combined with an efficient and personal touch enables our team to develop the right solutions to your legal challenges.



COKINOS, BOSIEN & YOUNG
Attorneys at Law

10999 WEST IH 10 • SUITE 800
SAN ANTONIO, TEXAS 78230 • Tel: 210-293-8700
www.cbylaw.com

HOUSTON • DALLAS/FT. WORTH • SAN ANTONIO

Looking for a new home?

Check out the
“Executive Home
Showcase”
in the Classifieds.



PROFILE IN International Business Law

“Speaking and living two cultures was a way of life for me and my siblings.”

BY SHARI L. BIEDIGER

There's a fine line between knowing your trade and knowing how best to trade once you've crossed the border. That's when expert manufacturers and business people on both sides of the U.S./Mexico border turn to Jorge A. Garcia.

Garcia, a partner and head of the international department at San Antonio law firm Martin & Drought, PC, cut his career teeth on the North America Free Trade Agreement, enacted 20 years ago — the same year he completed his law degree and joined the firm.

Even long before, while growing up along the border — in an era when no documentation was required for entering either country — Garcia says, “I always knew that I was going to practice somewhere in Texas or Mexico, given my history on both sides.”

Most of his clients, from both the U.S. and Mexico, are already experts at their business. Setting up shop here or in Mexico is what raises questions, such as what legal structure to use when setting the company up for success.

“Geographically speaking, there's been no other place better than Texas (for NAFTA),” says Garcia. “For the most part, jobs were gained in South Texas. And in San Antonio, all the traffic and transportation comes through San Antonio from Laredo so it's a great point for storage and distribution of products.”

The early years: I grew up on the U.S.-Mexico border, just a normal life like many kids at that time. I lived in Reynosa, Tamaulipas, and attended Catholic elementary and middle schools. After school, I would cross to Hidalgo, Texas, or all the way to McAllen, two or three times a week, to take English lessons — often making the “international” trip with friends simply by riding our bicycles.

Early in life, I learned the importance and practical advantages of having a strong bilingual and bi-cultural education, which paved the way for my personal and professional life. Whether it was summer camp in the U.S., or helping my grandfather at his ranch in Mexico, speaking and living two cultures was a way of life for me and my siblings.

After a year of studies at a U.S. prep school, I went back to Monterrey to finish high school and law school at ITESM (known as Monterrey's Tech), ultimately earning a master's degree (Master in Laws) from UT School of Law in Austin.

Living at the border was such an enlightening experience, and I was continuously reminded of the differences between two different communities and their challenges. Later in life, I would realize that those were simply opportunities that existed for growth on both sides of the border.

Early influences: My late father, who was a lawyer and Mexican Notario Publico, and my mother, both taught me discipline, hard work and the importance of family values. When I was young, I would visit my father at his office and watched how he conducted meetings or had phone conver-



Jorge A. Garcia

Partner / Head of International Dept.
Martin & Drought PC

Age: 42

Family: Married to Janet; three children

Education:

- Master of Law degree, University of Texas School of Law, 1993
- J.D., Instituto Tecnológico y de Estudios Superiores de Monterrey, 1991

Career history:

- Law Clerk & Assoc. Attorney, Buffete, Navarro, Velasco y Asociados, Monterrey, Mexico, 1991-92
- Associate Attorney, Martin & Drought PC, San Antonio, 1994-99
- Partner and Head of International Dept., Martin & Drought PC, San Antonio, 2000-present

Why it matters:

Armed with a legal career that grew with NAFTA, Garcia is a 20-year expert on cross-border transactions.

sations with clients. Although not realizing the extent of the discussion, it was evident that he was a “problem solver.” That inspired me to become a lawyer.

How did you come to be in your current position at Martin & Drought? I was graduating from law school with a master's degree in the summer of 1993. I had a Mexico law license, and my law studies at UT had given me a good understanding of the U.S. legal system. Mexico, Canada and the United States had just negotiated and signed the passage of the NAFTA which eventually went into effect on Jan. 1, 1994.

At that time, our law firm was one of a handful of firms in the entire country with lawyers licensed to practice in Mexico, and also with an existing and extensive client list of U.S. and Canadian companies and individuals already doing business or anxious to do business in Mexico. Free trade between Mexico and the U.S. was the “hot

topic” those days, and given both my personal and professional background, I was fortunate enough to have found the right place to put my skills to work.

It has been almost 20 years to the date I joined this firm, and trade between the U.S. and Mexico has tripled since.

What do you love most about your job? Whether the deal involves multinational bidding for a Pemex contract, distributing U.S. products in Mexico, or a simple real estate transaction in Playa del Carmen, overcoming the challenges that every deal presents, and being part of our clients' success stories, is very rewarding.

Why is it important to be licensed in both Mexico and the U.S.? Most of our cross-border clients — whether it's the Mexican entrepreneur doing a joint venture or real estate development in Texas, or a U.S. manufacturer setting up a facility in Queretaro — come

to us with some reasonable understanding of what he needs. He simply doesn't know how to do it in the neighboring country. We understand our clients' local operations (we also have a domestic practice), and we know how to extrapolate them, and adjust them to the laws of the neighboring country.

What customs laws trip business owners up the most? Details, details and the fine print. NAFTA is all about the free flow of goods and services between the three countries, however that does not mean that all products and services can be freely exported to and from each participating country without any duties or non-tariff barriers, including permits and authorizations. There are a number of specific rules and standards that have to be met and satisfied in order to reap the benefits of NAFTA, and even the treaty also has some exceptions and domestic industries in each country that remain under protection from foreign products or foreign investment.

Describe a transaction that you've been able to help a local business through. One time — when a local food distributor was looking to do distribution in Mexico — the product's labeling was only compliant with U.S. laws and were written in English. The distribution required certain processing in Mexico using equipment located in Texas. We successfully helped the client reach a joint venture with a Mexican processing plant, which imported the equipment under an IMMEX license (duty free). This also lowered the client's overhead by processing additional products for the U.S. market. The labeling was also made compliant with Mexican law. Today, the food distributor has products in all major grocery chains in Mexico, and looking to expand to South America.

See GARCIA, Page 31

FROM PRECEDING PAGE

What's tricky about export documentation, packaging and handling? The trick is finding the right customs broker — one that has the expertise in your industry. Most customs brokers, whether in the U.S. or Mexico, can handle almost any type of international transaction in connection with the crossing of goods and the clearance of customs. However, an incorrect tariff classification on goods that have been imported under perhaps a lower tariff can cost a company a lot of money in fines and penalties. Companies looking to export products to Mexico need to invest time in finding the right broker, and understanding the rules applicable for exports.

How has NAFTA affected intellectual property issues? Any time products and goods are manufactured in one country and shipped to another, the issue of intellectual property comes into play. An example could be figuring out how a patent in one country becomes enforceable in another. NAFTA created the highest legal standards for protection and enforcement of intellectual property. It did so by requiring the three countries to improve their domestic laws protecting and enforcing intellectual property. The rationale is that proper laws and enforcement are consistent with free trade principles such as market access and non-discrimination.

Thoughts on NAFTA, 20 years later? Early on, NAFTA was marketed as a treaty that would fully integrate the three economies, while raise the living standards of many Mexican families, under the assumption that U.S. and Canadian families were already living reasonably well. It was also praised as a treaty that would promote and protect foreign investment coming from one country into any of the other two signing countries, and remove many obstacles or protections for domestic industries. Twenty years later, many NAFTA critics will argue that those goals were not achieved. Sure, there are casualties, but one should not overlook the benefits of NAFTA. Trade has tripled between the three countries since 1994; many jobs have

stayed in the region that would have gone to Asia or lost all together, and laws and standards have been enacted or amended to protect foreign investment and remain consistent. Still ... it is important to recognize that NAFTA may require some form of continuous update and review. Trade can still be enhanced and administrative costs can still be reduced. Laws and standards can be made more consistent among the three countries. Government verifications, as well as licensing requirements in some areas, can be consolidated into one "multi-country" agency, much like in the European Union.

SHARI L. BIEDIGER is a San Antonio freelance writer. Contact her at sbiediger1@satx.rr.com

THE LIST

Largest San Antonio Litigation Firms

Published September 21, 2012

Ranked by total number of litigators locally

Rank	Firm name Address Phone, Web address	Total no. of litigators	Total no. of AV rated litigators/lawyers locally	No. of litigation cases handled in 2011	Represent Defendant Plaintiff	Percent of firm's work in litigation	Head of litigation area/ E-mail address	Managing Partner/ Year est. locally
1	Fulbright & Jaworski LLP 300 Convent St., Suite 2100, 78205 224-5575, fulbright.com	34	17 55	5	Both	50%	John Weber jweber@fulbright.com	George Scofield 1980
2	Langley & Banack Inc. 745 E. Mulberry Ave., Suite 900, 78212 736-6600, langleybanack.com	29	20 53	DND	Both	60	Emerson "Buddy" Banack Jr. ebanack@langleybanack.com	Steven R. Brook 1986
3	Strasburger Price Oppenheimer Blend 300 Convent St., Suite 900, 78205 250-6000, strasburger.com	23	13 42	DND	Both	55	J. Alex Huddleston alex.huddleston@strasburger.com	Edward F. Valdespino 1969
4	Cox Smith Matthews Incorporated 112 East Pecan St., Suite 1800, 78205 554-5500, coxsmith.com	22	11 88	977	Both	25.3	Thomas E. Sanders tsanders@coxsmith.com	James B. Smith Jr. 1939
5	Akin Gump Strauss Hauer & Feld LLP 300 Convent St., Suite 1500, 78205 281-7000, akingump.com	22	DND 25	DND	Both	DND	Neel Lane nlane@akingump.com	Mike Elrod 1984
6	Bracewell & Giuliani LLP 106 S. St. Mary's Street, Suite 800, 78205 226-1166, bgllp.com	15	15 18	DND	Both	DND	Glenn Ballard (Houston) glenn.ballard@bgllp.com	Victoria Garcia (San Antonio) 1999
7	Jackson Walker LLP 112 E. Pecan St., Suite 2400, 78205 978-7700, jw.com	15	5 36	DND	Both	40	Robert Soza rsoza@jw.com	Patrick Tobin 1991
8	Cokinos Bosien & Young PC 10999 IH-10 W., Suite 800, 78230 293-8700, cbylaw.com	14	2 14	20+	Defendant	85	Marc Young & Stephanie O'Rourke myoung@cbylaw.com, sorourke@cbylaw.com	Stephanie O'Rourke 2007
9	Brin & Brin PC 6223 I-10 W., 78201 341-9711, brinandbrin.com	12	DND 12	5	Both	85	Bruce Anderson banderson@brinandbrin.com	R. Barry Brin 1986
10	Pulman Cappuccio Pullen & Benson LLP 2161 N.W. Military Highway, Suite 400, 78213 222-9494, pulmanlaw.com	11	5 16	100+	Both	75	Randall A. Pulman rpulman@pulmanlaw.com	Randall A. Pulman 2004
11	Haynes and Boone LLP 112 E. Pecan St., Suite 1200, 78205 978-7000, haynesboone.com	10	3 17	15	Both	35	Steve Allison, Lamont Jefferson & Stan Perry lamont.jefferson@haynes-boone.com	Lamont Jefferson 1988
12	Ogletree Deakins Nash Smoak & Stewart PC 2700 Weston Centre, 112 E. Pecan, 78205 354-1300, ogletreedeakins.com	8	5 8	DND	Defendant	16	DND	Lawrence D. Smith 2001
13	Schmoyer Reinhard LLP 3619 Paesanos Parkway, Suite 202, 78231 447-8033, sr-llp.com	8	3 8	156	Both	90	Annalyn G. Smith asmith@sr-llp.com	Shannon B. Schmoyer and Christine E. Reinhard 2008
14	Rosenthal Pauerstein Sandoloski Agather LLP 755 E. Mulberry, Suite 200, 78212 225-5000, rpsalaw.com	6	8 23	DND	Both	20	Jonathan D. Pauerstein jpauerstein@rpsalaw.com	Robert A. Rosenthal 2006
15	Davidson Troilo Ream & Garza PC 7550 W. Interstate 10, Suite 800, 78229 349-6484, dtrglaw.com	6	3 19	DND	DND	DND	J. Mark Craun	Lea A. Ream 1962
16	Barton East & Caldwell PLLC 700 N. St. Mary's, Suite 1825, 78205 225-1655, beclaw.com	5	4 12	50+	DND	45	G. Wade Caldwell gcaldwell@beclaw.com	G. Wade Caldwell 1993
17	Martin & Drought PC 300 Convent St., Suite 2500, 78205 227-7591, mdtlaw.com	5	3 14	DND	Both	40	Gerald T. Drought gdrought@mdtlaw.com	Frank Burney 1978
18	Prins Law Firm 4940 Broadway St., Suite 108, 78209 820-0833, prinslaw.com	4	0 4	4	Both	60	Todd Prins taprins@prinslaw.com	Todd Prins 1997
19	Pipkin Oliver & Bradley LLP 1020 N.E. Loop 410, Suite 810, 78209 820-0082, pipkinoliver.com	3	DND 3	DND	Both	55	DND	William H. Oliver 1998
20	Baucum Steed Barker 1100 N.W. Loop 410, Suite 260, 78213 349-5311, baucumsteadlaw.com	2	1 7	DND	Both	25	Jerry Steed jsteed@baucumsteadlaw.com	Michael Baucum 1984
21	Winstead PC 300 Convent St., Suite 2700, 78205 277-6800, winstead.com	1	1 10	12	Both	DND	Merritt Clements mclements@winstead.com	M. Paul Martin 2003

2012 Book of Lists Platinum Sponsors



THE FUTURE IS OURS TO BUILD™

PS&Co.

Padgett Stratemann



dahill

A Xerox Company

Research by Kim Maureen Hernandez

NOTES: Information provided by firm representatives in response to faxed and e-mailed questionnaires. Ties broken by total number of AV rated litigators locally.

Some firms which may have ranked on this list, did not respond before press time.

DND- did not disclose

Information for obtaining commemorative plaques, reprints or Web permissions can be obtained from the Business Journal's designated partner company, Scoop ReprintSource at 800.767.3263 or scoopreprintsources.com. No other companies offering similar services are affiliated in any way with the Business Journal.

It is not the intention of this list to endorse the participants nor to imply that a firm's size or numerical rank indicates its quality of service. We reserve the right to edit entries or delete categories for space considerations.