

## MEET OUR SPONSOR: GOULSTON & STORRS



Once the decision to join **Goulston & Storrs** was made, the rest just fell into place for the land-use group (formerly at Pillsbury) led by new Goulston director **Maureen Dwyer**. A month in, Goulston co-managing director **Doug Husid** is “giddy” with the pick-up. It’s been “very important to completing the puzzle and achieve our goal of being the best full service real estate firm in DC.” Goulston & Storrs has been bolstering its real estate practice since it opened the DC office in 2001 to support its National Affordable Housing practice. Acquisitions over the past 9 years have been **strategic** to growth, and the acquisition of Maureen’s crew is no different. “One of the reasons it worked so well is the **mutual relationships**,” Doug tells us. The move yielded **immediate dividends** as clients, **including universities**, followed Dwyer & Co. to Goulston.



“It’s an **extraordinary group** of associates,” Doug tells us of the newly minted crew. Members of the Land Use Group pictured above with several other attorneys from the DC office (and Doug and Maureen) include **John Epting, Phil Feola, Allison Prince, and Paul Tummonds, Jr.** The decision was made carefully, Maureen tells us. “It was a thoughtful process” that included meeting with the brass in Boston and considering the market in 2010 (the prognosis is for a strong year of business). She says Goulston & Storrs’ **team approach, culture, and real estate focus** were very attractive. Once the deal was done, the transition was **seamless** and even the little things were taken care of—when the group arrived, the new crew members’ **name plates** were already on office doors. To top it off, breakfast and lunch were served.