

27th Annual
CUTTING EDGE ENTERTAINMENT LAW SEMINAR
August 22 - 24, 2019
InterContinental Hotel
New Orleans

“A Brave New World in Entertainment Law”

Covering Recording Contracts, Publishing Contracts, Termination of Transfer, Copyrights, Neighboring Rights, Entrepreneur Crowdfunding (JOBS Act), Filmmakers Agreements, VR/Interactive laws,

Thursday, August 22, 2019

9:00 – 10:00 AM

Professionalism – The Ornerly Adversary [Legal/ CLE 1.0 cr. hr.]

What do you do when the attorney on the other side is being unprofessional, or nasty, or simply impossible? What do you do when you have an adversary who stalls, doesn't return calls, or simply delays matters? How do you get the most out of your negotiation? How do you save a deal from going south?

Speakers:

- **Judith DeFraités, Esq.**, New Orleans, LA
- **David Dalia, Esq.**, New Orleans, LA

10:15 – 12:15 PM

Legal and Business Considerations when Advising Clients Creating and Operating Music Labels. [Legal/Business CLE 2.0 cr. hr.]

Part I: Covering the legal considerations in record label management and creation.

Part II: A review of label-artist, label-producer, and label distributor agreements

Entrepreneurs and musicians are among those seeking success by signing artists or self-releasing music. This panel will cover legal issues that arise when organizing and operating an independent record label, including the organization

structure, income streams, standard agreements, and organizations that can help with the independent label's success.

Speakers:

- **Marc D. Stollman, Esq.**, Stollman Law PA, Boca Raton, FL
- **Edgar “Dino” Gankendoff, Esq.**, Provosty & Gankendoff, LLC, NOLA
- **Matthew Wilson, Esq.**, Greater Thinking Music Group, Atlanta, GA (Moderator)
- **Peter J Strand, Esq.**, Partner, Mandell Menkes, Chicago, IL

Noon – Lunch

1:30 – 2:30 PM

Ethics after #MeToo [Legal/CLE 1.0 cr. hr.]

This panel will cover rules of professional conduct when engaged in the discovery process, including best practices for preservation, the collection of electronic documents and protecting client's information.

Speakers:

- **Judith DeFraités, Esq.**, New Orleans, LA
- **Nadine Ramsey, Esq.**, New Orleans, LA
- **Magdalen Bickford, Esq.** McGlinchey Stafford, New Orleans, LA

2:45 – 3:45 PM

Damage Control: Dealing with high profile Talent – What happens when an artist, athlete or celebrity has a run in with the law? [Legal/ CLE 1.0 cr. hr.]

The discussion will center on the analysis of the legal issues related to representing athletes and entertainer involved in contract negotiations when there is a crisis, and representation is needed with the media and in the courtroom. The panel will also cover changes in legal business issues under various collective bargaining agreements

Speakers:

- **Brian Caplan, Esq.**, Reitler Kailas & Rosenblatt, New York, NY (Moderator)
- **Mikhael Bortz, Esq.**, Chicago, IL
- **Richard D. French**, Chairman & CEO, French/West/Vaughan
- **Darryl Cohen, Esq.** Cohen, Cooper Estep & Allen, Atlanta, GA

4:00 – 5:15 PM

Trademark: Branding – Considerations in Gaming and Cannibiz [Legal/ CLE 1.25 cr. hr.]

This panel will cover trademarks, piracy, combating counterfeit goods, and strategies for proper licensing and derivatives products.

Speakers:

- **Gregg Zegarelli, Esq.**, Zegarelli Technology & Entrepreneurial Ventures Law Group, PC, Pittsburgh, GA (Moderator)
 - **Wallace Collins, Esq.**, New York, NY
 - **Lillian Taylor, Esq.**, Miami, FL
 - **Mikhael Bortz, Esq.**, Chicago, IL
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Friday, August 23, 2019

9:00 – 10:30 AM

Funding Deals and How to Successfully Finance Ventures – Advising entertainment entrepreneurs [Legal/ CLE 1.5 cr. hr.]

This panel will address various funding methods and deal points entrepreneurs can pursue when seeking financing. Including traditional banking, equity investors, and crowdfunding.

Speakers:

- **Gregg Zegarelli, Esq.**, Zegarelli Technology & Entrepreneurial Ventures Law Group, PC, Pittsburgh, GA (Moderator)
- **Marc D. Stollman, Esq.**, Stollman Law PA, Boca Raton, FL
- **Morris L Kahn**, Morris L Kahn & Associates
- **Lillian Taylor, Esq.**, Miami, FL

10:45 – 12:15 PM

Copyrights Changes in the Age of the Music Modernization Act [Legal/ CLE 1.5 cr. hr.]

From the impact of the MMA, the latest on the "Mechanical Licensing Collective," and termination of copyrights.

Speakers:

- **Stephen J. Easley, Esq.**, Song Research & Recovery Services, LLC (Moderator)
- **Jay Rosenthal, Esq.**, Mitchell Silberberg & Knupp, Washington, DC

- **Wallace Collins, Esq.**, New York, NY
- **Richard W. Perna**, Austin, TX

11:45 AM – Lunch

12:30 – 1:15 PM

Legislative Updates [Legal/CLE 1.0 cr. hr.]

Covering the Music Modernization Act, content distribution, and the new technologies

Speakers:

- **Jay Rosenthal, Esq.**, Mitchell Silberberg & Knupp, Washington, DC

1:30 – 2:30 PM

Litigation Updates [Legal/CLE 1.00 cr. hr.]

Latest case law - Current Trends and Hot Topics

Speakers:

- **Brian Caplan, Esq.**, Reitler Kailas & Rosenblatt, New York, NY (Moderator)
- **Robert Besser, Esq.**, Law Offices of Robert Besser, Los Angeles, CA
- **Peter J Strand, Esq.**, Partner, Mandell Menkes, Chicago, IL

2:45 – 3:45 PM

Legal and Business Issues in Independent Films – Financing – Tax Credits – Production – Distribution [Legal/Film CLE 1.00 cr. hr.]

This panel will provide an overview of completing and launching an independent film.

Speakers:

- **Darryl Cohen, Esq.**, Cohen, Cooper Estep & Allen, Atlanta, GA (Moderator)
- **Peter J. Dekom, Esq.**, Peter J Dekom, A Law Corporation, Los Angeles, CA
- **Richard “Rick” French**, CEO, French/West/Vaughan, Filmmaker, Board Member, Buddy Holly Foundation
- **Christopher Szapary, Esq.**, Provosty & Gankendoff, LLC, New Orleans, LA

4:00 – 5:15 PM

Music, \$\$ and Synch Licensing: a Brave New World [Legal/ CLE 1.25 cr. hr.]

This panel, by the authors of the best selling music business book "Music, Money and Success" (8th edition), will explain the ins and outs of what the deals look like, the short and long term money that can be made and where this area is heading in the future.

Speakers:

- **Jeffery Brabec, Esq.**, Vice President, BMG Chrysalis, Los Angeles, CA
 - **Todd Brabec, Esq.**, Co-Author (w brother Jeff), Music Money and Success: the Insiders Guide to Making Money in the Music Business
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Saturday, August 24, 2019

9:00 – 10:00 AM

Legal Practice Management: Do's and Don's of Building a Successful Entertainment Law Practice [Legal/ CLE 1.0 cr. hr.]

New Orleans has become a hub for music, film and TV industries, but what does that mean for an attorney and their independent music and filmmaking clients. This panel will walk you through the process of maintaining communication with clients, client funds management, making sure the filmmaker/client engagement letters are correct. Review user-generated content rights and procedures with filmmaker clients. Establishing a disbursement system for staff fees payment. Review intellectual property agreements, tax credit financing incentives, and distribution.

Speakers:

- **David Dalia, Esq.**, New Orleans, LA (Moderator)
- **Vernon W. Thomas, Esq.** Law Offices of Vernon P. Thomas, New Orleans, LA

10:15 – 11:45 AM

Broadway Musicals: the Contracts, Royalties, and Economics [Legal/ CLE 1.5 cr. hr.]

Whether you are a creator, producer or investor, the Broadway Musical is the surest way to "rags or riches" This panel will discuss the many different types of

music licensing deals, contracts, and practices that come into play when dealing with the four basic types of musicals.

Speakers:

- **Jeffery Brabec, Esq.**, Vice President, BMG Chrysalis, Los Angeles, CA (Moderator)
- **Todd Brabec, Esq.**, Co-Author (w brother Jeff), Music Money and Success: the Insiders Guide to Making Money in the Music Business
- **Marc D. Stollman, Esq.**, Stollman Law PA, Boca Raton, FL
- **Jay Rosenthal, Esq.**, Mitchell Silberberg & Knupp, Washington, DC
- **Richard W. Perna**, Austin, TX

12:00 - 1:15 PM

Building Music Communities: Public Policy, Non-Profits and Music Businesses in Partnership [Legal/Business CLE 1.25 cr. hr.]

Public/Private partnerships to build, maintain and sustain the important business of music in our communities.

Speakers:

- **Stephen J. Easley, Esq.**, Song Research & Recovery Services, LLC (Moderator)
- **Hon. Joel Robideaux**: Mayor of Lafayette, Louisiana
- **Mark Falgout**: Warehouse 515/Blue Moon Saloon and Founder, SOLO Songwriters Festival and Workshop
- **Brendon Anthony**, Director, Texas Music Office in the Office of the Governor

1:30 – 3:00 PM

Presentation: Honoring Attorney Ellis Jay Paillet – Presentation and reception honoring the career of pioneer entertainment law attorney.

Book Signing - **MUSIC, MONEY AND SUCCESS, 8th Edition** – Celebrating of the release of Todd and Jeffrey Brabec's best-selling book on the entertainment industry.

2019 BIOS

Jeffrey Brabec, Esq. is Vice President of Business Affairs for the Chrysalis Music Group (representing the catalogues of OutKast, Velvet Revolver, Blondie, Paul Anka, Billy Idol, Jethro Tull, The Yeah Yeah Yeahs, A3 ("The Sopranos" theme) Cy Coleman, Dan Wilson, TV on the Radio and Ray LaMontagne). Brabec is the co-author with his twin brother Todd of the book *MUSIC, MONEY, AND SUCCESS: The Insider's Guide To Making Money In The Music Industry* and has been awarded the Deems Taylor Award for excellence in music journalism.

Todd Brabec, Esq. is co-author of *Music, Money and Success: The Insider's Guide to Making Money In the Music Business* Formerly Executive Vice President for the American Society of Composers Authors and Publishers (ASCAP) where he was in charge of all of the Society's membership operations throughout the world, Brabec is the current Budget Chair as well as former Division Chair for the American Bar Association's Forum on the Entertainment and Sports Industries.

John F. Bradley, Esq: John F. Bradley is the founding partner of the Bradley Legal Group, P.A., located in the heart of downtown Fort Lauderdale, Florida. Since 1988, Mr. Bradley has focused his practice on intellectual property litigation, entertainment law, new media law, complex litigation, and corporate and business law. His work has been conducted at both the trial, appellate, and transactional levels. John has served as lead counsel in thousands of litigation cases in both State and Federal Courts for a broad range of clients including startups to multi-million dollar corporations. John's entertainment practice includes representation of artists, arts organizations, musicians, bands, authors, photographers, models, record and publishing companies, management companies, production companies, actors, internet companies and many other creative types.

Mr. Bradley received his Juris Doctor Degree from Stetson University College of Law in 1988 and a Bachelor of Arts Degree, cum laude, in Political Science from St. Thomas University in 1985. He is licensed to practice law in the states of Florida and Tennessee, Southern and Middle Districts of Florida, United States Court of Appeals Federal and Eleventh Circuits, and is a mediator, having completed his Circuit Civil Mediator's Course. Currently, John is a member of American Bar Association, Broward County Bar Association, National Academy of Recording Arts and Sciences, and formerly, served on the Board of Directors for the Fort Lauderdale Rotary Club, the Fort Lauderdale Jaycees, and is a past member of the American Federation of Musicians. Mr. Bradley is also the former Chairman of the Florida Bar Entertainment, arts, and Sports law section.

Mr. Bradley is a frequent lecturer on the subjects of entertainment and intellectual property at numerous universities, law schools, continuing legal educational seminars, music festivals, and other industry events. John is also an accomplished musician, singer, and songwriter with over twenty five years of performance experience. In 2008, John opened EchoXS Entertainment, LLC, which is a cutting edge entertainment based media and creative management company. John, his wife Alejandra, and son make their home in Hollywood, Florida.

Darryl Cohen, Esq – Cohen Cooper Estep & Allen

An Entertainment attorney, Cohen appeared regularly on WXIA-TV/Channel 11, the NBC affiliate, and on the Fox News Channel. He currently provides on-air legal commentary for CNN/HNN. His Entertainment practice includes representation of on-air network talent, including anchors, actors, photographers, models, recording artists, and talent agencies.

Cohen founded and is permanent chair of the Southern Regional Entertainment and Sports Law Conference, which currently includes Florida, Georgia, New York, and Tennessee. He currently serves as Legal Committee Chair of NATAS, Legal Chairman of the Northern California and Southeast Chapters; Past President of the Southeast Chapter; and a voting member of the Academy of Television Arts & Sciences (ATAS) based in Hollywood, California.

He has served as President and National Board Member of the Screen Actors Guild, Georgia branch, and previously served on the Atlanta Board of the American Federation of Television and Radio Artists (AFTRA). Mr. Cohen has also co-hosted several local television telethons and was an on-camera spokesperson for WPBA-TV's pledge drives and Master of Ceremonies for numerous local events.

Cohen was previously a partner of Katz, Smith & Cohen in Atlanta, Georgia.

Brian Caplan, Esq., Reitler Kailas & Rosenblatt, LLP New York, and has more than 27 years' experience litigating a broad range of entertainment, intellectual property, and commercial matters. His clients have included recording artists and producers, publishing companies, record labels, personal managers, business management, accounting firms, professional athletes, and dealers in fine art.

David Dalia, Esq., New Orleans, LA

Judith DeFraitess, Esq., New Orleans, LA

Peter J Dekom, Esq. Peter J Dekom, a Law Corporation Noted author & lecturer, Peter Dekom focuses on film and television. Formerly with Bloom, Dekom & Hergott, his clients have included George Lucas, Keenen Ivory Wayans, John Travolta, Ron Howard, Andy Davis, Sears & JVC. As an advisor to New Mexico, he was an architect of their film incentives. Listed in Forbes in the top 100 U.S. lawyers & in Premiere Magazine in 50 most powerful people in Hollywood. Entertainment Lawyer of the Year by Beverly Hills & Century City Bar Associations.

Peter J. Dekom was "of counsel" with the Beverly Hills law firm of Weissmann Wolff Bergman Coleman Grodin & Evall. He formerly was a partner in the firm of Bloom, Dekom, Hergott, and Cook. Mr. Dekom's clients include or have included such Hollywood notables as George Lucas, Peter Chernin, Paul Haggis, Keenen Ivory Wayans, John Travolta, Ron Howard, Rob Reiner, Andy Davis, Robert Towne and Larry Gordon among many others, as well as corporate clients such as Sears, Roebuck and Co., Pacific Telesis and Japan Victor Corporation (JVC). He has been listed in Forbes among the top 100 lawyers in the United States and in Premiere Magazine as one of the 50 most powerful people in Hollywood. In September of this year, Daily Variety named Dekom as one of the 15 top dealmaker-attorneys in the entertainment/media industry.

Mr. Dekom has been a management/marketing consultant, and entrepreneur in the fields of entertainment, Internet, and telecommunications. As a Film Advisor to the New Mexico State Investment Council, he is and was a principal architect involved in creating, writing and implementing legislation to encourage film and television production in the state and currently supervises the film loan program portion of that incentive structure. He also advises Governor Bill Richardson on film and television-related matters. New Mexico's film incentive program has been touted as one of America's most successful state programs, resulting in significant infrastructure development, job creation, and sustainable economic development. Mr. Dekom has also been instrumental in structuring off-balance sheet, insurance-backed financing for major motion picture studios.

Mr. Dekom served on the board of directors of Imagine Films Entertainment while the company remained publicly traded and was a board member of Will Vinton Studios and Cinebase Software, among others, leaving upon change of ownership. He has also served as a member of the Academy of Television Arts and Sciences and Academy Foundation, Board of Directors, Chairman (now Emeritus) of the American Cinematheque, and on the Advisory Board of the Shanghai International Film Festival. He is currently on the Board of Governors for the America Bar Assn.'s Sports and Entertainment Law Section, where he has often authored articles and delivered lectures. ©2010 WWBCGE. All Rights Reserved.

The Beverly Hills Bar Association honored Mr. Dekom as Entertainment Lawyer of the Year in 1994, the Century City Bar Association accorded him the same honor

in 2004, and the Family Assistance Program named him Man of the Year in 1992 for his work with the homeless. Author of dozens of scholarly articles, Mr. Dekom also is the co-author of the book *Not on My Watch; Hollywood vs. the Future* (New Millennium Publishing, 2003) with Peter Sealey. He has served as an adjunct professor in the UCLA Film School, a lecturer (entertainment marketing) at the University of California, Berkeley Haas School of Business as well as being a featured speaker at film festivals, corporations, universities and bar associations all over the world.

Mr. Dekom graduated from Yale in 1968 (BA) and graduated first in his class in 1973 from the UCLA School of Law (JD). He is married to Kelley Choate and has a son, Christopher (b. 1983), who is a 2006 graduate of Duke University and is an investment officer with the Department of Energy in Washington, D.C.

Stephen J. Easley, Esq., Song Research & Recovery Services, LLC, Austin, TX

Stephen J. Easley serves as Counsel to the Foundation, and maintains offices in Austin, Texas and Washington, D.C. Mr. Easley is an attorney and practices primarily in the Intellectual Property, Corporate, Entertainment, and Non-Profit areas.

He serves as counsel to Maria Elena Holly and the Estate of Buddy Holly in all areas, including licensing, merchandising, trademarks, and litigation. Over the years he has worked in various capacities in the entertainment area, and counseled, worked with, represented, managed, promoted concerts for, or booked artists such as 2012 Grammy Nominee Seth Glier, The Bruce Smith Band, The Sweater Set, Monte Warden, radioBlue, Eddie Hinton, Roy Buchanan, R.E.M., the Skip Castro Band, and Tinsley Ellis, amongst others. In the non-profit area, Mr. Easley served as counsel to the Community for Creative Non-Violence (CCNV), served as co-lead counsel in the successful *Atchison v. Barry* homeless class action case, and taught non-profit law seminars at Washington area law schools.

Mr. Easley also currently serves as counsel to or General Counsel at a number of successful technology companies, including F2 Technologies and Heartland Networks, and formerly served as VP for Business Affairs and General Counsel at American Cellular Corporation and PriCellular Corporation, amongst others. Prior to that he practiced law, and was Law Clerk to the Hon. William S. Sessions, Chief Judge, United States District Court in San Antonio, Texas. Prior to law school, Mr. Easley served as a Certified Public Accountant with Price Waterhouse & Co.

Steve was introduced to Buddy Holly's music at a Rolling Stones concert in 1969 when he first heard "Not Fade Away," and since then has spent as much time as possible listening to Buddy Holly, the Crickets, and any musician wise enough to

cover Buddy, all the while preaching to his friends about the greatest Rock & Roller of all time.

Edgar "Dino" Gankendoff, Esq., Provosty & Gankendoff, LLC, NOLA - Edgar D. Gankendorff, born Lafayette, Louisiana, 1965; admitted to bar, 1991, Louisiana. Licensed to practice before all Louisiana State Courts, the United States District Court for the Middle, Eastern and Western Districts of Louisiana, the United States Court of Appeals for the Fifth Circuit, and the United States Supreme Court. Employment: Managing Partner/Shareholder with Provosty & Gankendorff, L.L.C., New Orleans, Louisiana, 2006-present; Director, Edgar D. Gankendorff Professional Law Corporation, 1998-present; Co-Manager with Provosty, Sadler, deLaunay, Fiorenza & Sobel – New Orleans, LLC, New Orleans, Louisiana, 2002-2006; Partner with Oats & Hudson, New Orleans, Louisiana, 1997-2002, and Associate, Lafayette, Louisiana, 1991-1997; Abstractor of Titles, Gankendorff Abstract and Title Company, Lafayette, Louisiana, 1983-1997; Abstractor of Titles, Lawyer's Title Insurance Corporation, New Orleans, Louisiana, 1985. Appointments: Louisiana Music Commission, 2007 to date; Class Counsel, "In Re: Vitamins Anti-Trust Litigation," Docket No. 99-197 (TFH), MDL 1285, United States District Court, District of Columbia; Class Counsel, "In Re: Air Cargo Shipping Services Litigation," MDL 1775, United States District Court, Eastern District of New York; Class Counsel, "In Re: NCAA Student-Athlete Name & Likeness Licensing Litigation," Docket No. 4:09- cv-01967-CW, Northern District of California; Co-Chair, Litigation Committee, "In Re: Blue Cross Blue Shield Antitrust Litigation," Multi-District Litigation No. 2406; and Special Assistant Attorney General, State of Louisiana, 1991-present. Teaching: Lecturer, University of Louisiana at Lafayette, College of Business Administration and School of Music, Lafayette, Louisiana; Loyola University, New Orleans, Louisiana; Music Business Institute, New Orleans, Louisiana; Tulane University School of Law, New Orleans, Louisiana; Various Continuing Legal Education Seminars regarding entertainment law topics. Education: Tulane University, College of Arts and Sciences, New Orleans, Louisiana (B.A., Political Science and Sociology, 1987); and Tulane University School of Law, New Orleans, Louisiana (J.D., 1990); Honors, Awards and Publications: Phi Sigma Alpha, Political Science Honor Society, 1985- 1987; Tulane Environmental Law Journal, 1988-1990; Tulane Environmental Law Clinic, 1989-1990; Author: "Recent Developments in Environmental Law," 41 Louisiana Bar Journal 2, August 1993; Author: "How to Get in on the Information; (Under the Louisiana Public Records Act and the Freedom of Information Act), Chapter 3, A Citizens Guide to Environmental Activism in Louisiana; Best Music Attorney, Offbeat Magazine, 2001, 2003-07. Member: Louisiana State, New Orleans and American Bar Associations. Languages: English. Concentration: Entertainment Law, Intellectual Property Law, Class Action, Corporate, Commercial, Environmental and Toxic-Tort Litigation, Products Liability, Casualty Defense and

Corporate Governance. BV Peer Review Rated Email:
egankendorff@provostylaw.com

Scott Keniley, Esq.: former Vice President of Business & Legal Affairs for Compendia Music Group, a master recording independent record label and 2012 distribution company. He is now director of the entertainment law practice "the Keniley Law Firm." He also chairs the Southeastern Regional Entertainment & Sports Law Conference.

Linda Mensch, Esq., Linda Mensch has practiced Entertainment Law in Chicago and New York for more than 40 years and now serves as of counsel at Mandell Menkes LLC where she consults and advises on multimedia projects.

Linda serves as legal counsel for a variety of entertainment projects, including film, television and music ventures. She is currently serving as Executive Producer of The Ella Jenkins Story and provided production and legal services on the 2016 documentary Maya Angelou: And Still I Rise.

She received a local Illinois Emmy for her co-production efforts for the documentary Find Yourself a Dream! The Bob Love Story in 2008, and a Midwest and Heartland Emmy for producing The Wayman Tisdale Story in 2012.

Over the years Linda has served as president of the Chicago Chapter of The Recording Academy (GRAMMYS) as well as National Vice President, Trustee, and of counsel to the local board. She is a member of Rotary 1, a Lifetime Member of The Recording Academy, and a member of both the Illinois and American Bar Associations. She is also a past president and current board member of Lawyers for the Creative Arts.

She is named a Leading Lawyer in Illinois, a Super Lawyer in Entertainment Law, included in Best Lawyers in America and is AV rated by Martindale-Hubbell.

Mike Olsen, Esq. Mike Olsen is currently the EVP Operations and Business & Legal Affairs at Entertainment One Music Nashville. He was President/CEO of Sheridan Square Entertainment for more 4 years as CEO and CEO of IndieBlu Music

Richard W. Perna, Austin, TX - Richard Perna, is a veteran journeyman well travelled in the world of Music.

Starting his career in 1976, In Nashville, Tennessee Richard found employment with Dane Bryant's and Steve Singleton's OAS Music Group, an independent publishing company, as an administrative assistant.

In 1978, Richard took a position as a songplugger at Ray Stevens Music. In 1979, Richard started his own company, Music Publishing Consultants. The company specialized in the administration of copyrights, and provided consultation services for songwriters, singer/songwriters, independent music publishers, and producer/publishers. Some of the company's more prominent clients included: Steve Wariner, The Oak Ridge Boys, Silverline Goldline Music, The Statler Brothers, and Leon Russell.

In 1983, Richard took a full-time position as General Manager of Leon Russell's Teddy Jack Music. After Mr. Russell sold his company in 1985, Richard took a position as Director of Consultation at Copyright Management, Inc. During this period he was responsible for acquiring the accounts of: The Statler Brothers, The Oak Ridge Boys, Steve Wariner, The Bellamy Brothers, Dennis Morgan, and Hamstein Music Company (ZZ Top).

In 1987, Richard moved to Houston, Texas and took a position with Bill Ham's Hamstein Music (ZZ Top) as its Vice President & Chief Operating Officer. During his tenure with Hamstein he was actively involved in the signings of: Clint Black, Hayden Nicholas, Jerry Lynn Williams, Frankie Miller, Little Texas, Tom Shapiro, Chris Waters, Rick Giles, Chuck Jones, Tommy Barnes, Stephen Allen Davis, Billy Kirsch, and Tony Martin, all writers of #1 songs!

Artist development was a major focus of Hamstein's marketing strategy. During his tenure with the company, Richard played a major role in the signing of and the development of such artists as Clint Black, Little Texas, and Van Stephenson of Black Hawk. Additionally, Richard was instrumental in signing writers who produced artists such as Terry Clark (Tom Shapiro and Chris Waters).

During Richard's tenure with HMG, the company evolved into one of the most successful independent music publishing companies in North America, with over 10,000 copyrights of which 2500 were active. Of these 2500 active songs, over 120 of them achieved a top ten singles status, 60 #1's, and several hundred were contained on platinum selling LPs. The company was very successful in all genres of music and achieved major recordings with numerous artist including: ZZ Top, Cher, Celine Dion, Andreas Bocelli, Brittany Spears, Tim McGraw, Eric Clapton, The Doobie Brothers, Ringo Starr, Rod Stewart, Bonnie Raitt, The Fabulous Thunderbirds, BB King, Johnny Lang, Johnny Halladay, Paul Rogers, Hall & Oates, Meatloaf, Cher, Sheryl Crow, Utopia, and many, many, more.

In January of 2002 Bill Ham sold all of Hamstein's copyrights and publishing assets to Mosaic Media Group in a multi-million dollar transaction(\$50M). By the time the company sold in 2002 Richard had become a minority partner in the company.

In 2004 Richard along with David Schulhof and Joel Katz founded Evergreen Copyrights, which was subsequently funded in 2005 by Lehman Brothers Merchant Banking Partners (LBMB subsequently merged into Trilantic Capital Partners). In October of 2010 BMG Rights Management purchased Evergreen in a successful multi-million dollar transaction (\$80M+). During his tenure with Evergreen, Richard served as CO-CEO and focused his energies on copyright management and acquisitions. During its five-year existence, Evergreen purchased the rights from 24 pre-existing companies and became one of the top independent music publishing companies in the world.

Rights acquired or administered by Evergreen during this period included the works of: Bill Monroe, JJ Cale, Nick Drake, Todd Rundgren, Teddy Riley, MC Hammer, Tupac Shakur, Richard Thompson, John Martyn, BB Winans, Bunny Siegler, Bruce Fischer ("You Are So Beautiful") Sidney Cox (Allison Krauss), Michael Bradford (Uncle Kracker), Stephen Jenkins (Third Eye Blind), Mark Leonard ("Missing You") Roy Orbison, Warren Zevon, The Ramones, Taylor Swift, and many more.

Since the sale of Evergreen Richard has operated his own company, RPMC, LLC. This company provides consulting services to: Songwriters, Music Publishers, Record Producers, and Recording Artists. Copyright Aggregators, and New Media Services, with a focus on both the business and creative process.

Richard currently resides in Austin, Texas with his wife, Kathryn. He has been actively involved with NARAS (The Grammy Organization) since 1994 and in 2009 completed serving his second term as its National Secretary Treasurer. Richard continues to serve on the Finance Committee for NARAS. His interests include: History, Reading, Travel, Cooking, Wine Collecting, Chess, and Music. Mr. Perna has studied music most of his life and is proficient on the guitar and the piano.

With over 40 years of "hands on" experience in the music industry, Richard is considered an expert on copyright, copyright administration, song marketing, copyright acquisition, talent development, and all facets of music publishing and master recording rights.

Jay Rosenthal, Esq. is a partner in the Washington, D.C. office and a member of the Entertainment & New Media Practice Group. He concentrates his practice in public policy, transactional, and litigation matters in all sectors of the entertainment industry, but with special emphasis on the music industry. Most recently, Mr. Rosenthal served as Senior Vice-President and General Counsel at

the National Music Publishers' Association (NMPA). In that role, Mr. Rosenthal represented the interests of, and worked extensively with, almost all of the major and independent music publishers in the United States. Most significantly, and in addition to the standard responsibilities of, general counsels, Mr. Rosenthal worked extensively on developing and implementing the NMPA Late Fee and Modernization Programs; worked with stakeholders like the Recording Industry Association of America, and other domestic and international stakeholders and organizations, on national and international anti-piracy matters, and counseled NMPA on copyright policy and reform in Washington, D.C.

Prior to joining NMPA, Mr. Rosenthal was a partner with the law firm of Berliner, Corcoran & Rowe, and served as General Counsel to the Recording Artists' Coalition (RAC), which was founded by Don Henley, Sheryl Crow, and other prominent featured recording artists. Mr. Rosenthal has also represented, and in some instances continues to represent recording artists, songwriters, record companies, publishing companies, actors, and others in the entertainment industries. His present clients include actor/pro wrestler David Bautista, Thievery Corporation, Rare Essence, and ESL Music. In the past, he has represented artists like Salt N Pepa, Don Henley, Mya, Sweet Honey in the Rock, Mary Chapin-Carpenter, Comedian Robert Schimmel, and monument maker Robert Berks, on transactional, litigation and/or public policy matters.

Julia Scott, Esq. With over 20 years of working in the film and television industry, Julia has a unique combination of business, creative and legal experience that gives her an in-depth understanding of entertainment business and legal affairs.

Before attending law school, she worked as an award-winning Documentary Filmmaker, Production Executive, Director's Associate, Production Coordinator, and Assistant to Director. After graduating from law school, she worked as an Associate Attorney at a boutique entertainment law firm where she represented producers, financiers, and distributors in a broad range of acquisition, development, production, distribution, and finance transactions. Julia later joined The Walt Disney Company, where she worked exclusively on Marvel and DreamWorks matters for Walt Disney Studios Distribution and as Counsel to The Baby Einstein Company. While there, she gained extensive experience in development, production, distribution, marketing and advertising, consumer protection, product development, intellectual property, privacy, and antitrust matters.

In addition to her current work as Principal of LOJS, Julia is Of Counsel to Peter J. Dekom, a Law Corp., a Contributing Author for Lexis Practice

Advisor by Lexis/Nexis, and a Board Member of the Southwestern Law School Alumni Association.

Education

Juris Doctor, Southwestern University School of Law, SCALE Program

Bachelor of Arts, Linguistics, University of California, Santa Barbara

Professional Legal Career

Principal, LOJS

Partner, LOJS/Rufus-Isaacs, Acland & Grantham LLP

Counsel, The Walt Disney Company

Associate Attorney, Business Affairs, Inc.

Professional Non-Legal Career

Producer, Solaris Films

Freelance Production Executive, Director's Associate, Production Coordinator and Assistant to Director: Alcon Entertainment, Atlas Entertainment, Kintop Pictures, MDP Worldwide, New Line Cinema, and Touchstone Pictures

Admissions

U.S. District Court for Central District of California

California

Civic Associations and Volunteer Activities

Board Member, Southwestern Law School Alumni Association

Volunteer Mediator, Civil Harassment/Domestic Violence Restraining Orders, and Unlawful Detainer Actions, Los Angeles Superior Court

Volunteer Guardian Ad Litem, Public Counsel

Community Volunteer, Legal Aid Foundation of Los Angeles

Publications

Lexis Practice Advisor, Entertainment Transactions: Author with Peter Dekom: Negotiating and Drafting Motion Picture Production Agreements and Documents: Production Risk Management, Key Boilerplate Provisions, and Common Provisions in Talent Agreements

Lexis Practice Advisor, Entertainment Transactions: Author, Annotated Literary Option Purchase Agreement Template with Alternative Language

Lexis Practice Advisor, Entertainment Transactions: Author, Annotated Producer Agreement Template with Alternative Language

Lexis Practice Advisor, Entertainment Transactions: Author, Annotated Actor Agreement Template with Alternative Language

Lexis Practice Advisor, Entertainment Transactions: Author, Annotated Key Crew Agreement Template with Alternative Language

Lexis Practice Advisor, Entertainment Transactions: Author, Annotated Location Agreement Template with Alternative Language

Lexis Practice Advisor, Entertainment Transactions: Author, Annotated Location Release Template with Alternative Language

Lexis Practice Advisor, Entertainment Transactions: Author, Annotated Clearance Release Template with Alternative Language

Marc Stollman, Esq. Stollman Law PA, Boca Raton, FL. worked with Michael Cohl and Grand Entertainment, which became part of Live Nation for a year or so, before spinning off as S2BN Entertainment, S2BN, opened and managed the Rock and Roll Hall of Fame Annex in NYC, we sold-out MSG for Pete Seegers's 90th birthday celebration (which aired on PBS, with Springsteen, Mellencamp, Dave Matthews, etc.), opened the 60-show Fall Tour for Yo Gabba Gabba: "There's a Party In My City", the live touring version of the smash hit Nickelodeon show, released our concert DVD's of the Rolling Stones and Barbra Streisand (from our tours with them), continue to operate "Bodies, the Exhibition" around the world, managed international Scottish superstar Paolo Nutini, and finished full length feature film documentaries on Harry Belafonte and Phil Ochs. Marc Stollman also acted as general counsel of S2BN and handled all corporate and day-to-day legal matters for the company, such as employment issues, real estate, and corporate structure.

Christopher Szapary, Esq., Provosty & Gankendoff, L.L.C., New Orleans, LA

Vernon W. Thomas, Esq.: Law Office of Vernon P Thomas, specialize in civil litigation with extensive experience in ncriminal law. Vernon Wesley is a Reserve JAG Officer.

Matthew Wilson, Esq.: Greater Thinking Music Group, Atlanta, GA - Matthew V. Wilson is of counsel in the Corporate practice group. Matt works primarily in the areas of entertainment, technology, life sciences, new media, advertising, promotions and marketing law.

Mr. Wilson is the leader of the firm's Sports and Entertainment Industry Team and his practice involves the representation of a wide-variety of participants in the music, film and television industries. He focuses his practice on transactional entertainment matters, intellectual property matters, corporate matters and business representations in the entertainment and media industries. He has experience negotiating and drafting agreements for recording artists, songwriters, music publishers, producers, managers, distributors, and concert promoters. Mr. Wilson also advises clients on copyright, licensing and other intellectual property matters and counsels his artist-clients in connection with their career decisions. In addition, Matt has extensive experience with all aspects of the festival and event industry and has assisted his clients with the production of festivals and events on the domestic and international stage including the Railroad Revival Tour (2011), Shaky Knees/Shaky Boots Festivals (2013-present), and Mempho (2017), among others. Matt's film and television experience includes the representation of creative and business focused clients within the motion picture, television and media industries.

Mr. Wilson's technology, life science and new media-focused practice includes counseling clients regarding general corporate and commercial issues, electronic commerce and intellectual property matters, including content licenses, electronic advertising, website development, hosting and service agreements, electronic terms-of-use, privacy policies, and data use and protection policies, and legal and regulatory compliance concerning such matters, including trade and industry self-regulation guidelines.

Mr. Wilson's promotions, marketing and advertising practice consists of the representation of clients on matters concerning legal and regulatory compliance, in addition to industry guidelines, relating to media, sponsorship, advertising and promotional campaigns, sweepstakes, skill contests and other games.

In June 2011, the Daily Report published a feature article about Mr. Wilson titled "AGG lawyer helps bands manage joint tour."

Recognition

Innovative Idea Award, Arnall Golden Gregory LLP, 2008

Education

University of San Diego School of Law, Juris Doctor, 2004, Cum Laude

Emory University, Bachelor of Arts, 1999, Magna Cum Laude

Admissions

State of Georgia, 2004

Gregg R. Zegarelli, Esq: Gregg R. Zegarelli has enjoyed a distinguished career as an attorney, business professional, speaker and public servant. He has earned superb ratings that objectively demonstrate the ethical conduct and integrity in the practice of law.

Licenses; Academic Degree

Mr. Zegarelli has practiced law for more than 25 years and is admitted to practice law in Washington D.C., the Commonwealth of Pennsylvania, and the State of Illinois. He is a graduate of Duquesne University with dual major areas of study in Accounting and History and dual minors in Philosophy and Political Science. Mr. Zegarelli is a graduate of the Duquesne University School of Law, and he is qualified to sit for the C.P.A. examination in Pennsylvania.

Legal Area of Concentration; Clients

Prior to establishing the law office of Zegarelli Law Group in July, 1990, Mr. Zegarelli was associated with one of the largest law firms in the City of Pittsburgh, concentrating in the corporate law and "emerging companies" section.

Mr. Zegarelli practices in transactional areas of law. Representation includes entrepreneurial ventures, commercial and corporate litigation, venture capital, franchising, mergers and acquisitions, real estate, wealth-transfer and succession planning, licensing of technology and information, employee and independent contractor agreements, and intellectual property matters such as copyright, social media, trade secret and trademark law.

Mr. Zegarelli serves as general corporate counsel for businesses ranging from the startup stage to large well-established enterprises. His client list includes "INC. 500" companies, and software developers with products nationally rated #1. Mr. Zegarelli has also been retained as special counsel for technology development contracts, such as for the automated parking facility at the Pittsburgh International Airport. Mr. Zegarelli has directly performed legal work and negotiated contracts with well-known companies including Acclaim, Borland, Coca-Cola, Disney, General Electric, Intel, Mattel, Metro-Goldwyn-Mayer (MGM), Microsoft, Sony and Xerox.

Mr. Zegarelli has also earned a very unusual credential: not only does he have distinguished corporate law experience, but he also has strong litigation experience. Mr. Zegarelli has represented clients in Federal as well as state courts, and he has successfully litigated technology disputes with extremely

complicated deliverable logistics. Mr. Zegarelli has litigated technology-related emergency injunctions and has worked with the FBI on technology investigations.

Mr. Zegarelli was lead counsel in *Borings v. Google*, the first case against Google and its Street View program for infringement, with a successful appellate overturn that resulted in the only known final judgment against Google as an intentional trespasser. [Read Preamble to Petition for U.S. Supreme Court Certiorari now.] In another ground-breaking case, Mr. Zegarelli was successful at the Trademark Trial and Appeals Board against Facebook, *In re Facebook*, in obtaining an overruling of Facebook's motion to dismiss an opposition of Facebook's application to register "Facebook" as a U.S. trademark.