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2007
The Client's Guide

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Loeb & Loeb is ranked in Chambers USA 2007 as follows:

CALIFORNIA

MEDIA & ENTERTAINMENT

Media & Entertainment: Transactional
Leading Firms
Band 2
Loeb & Loeb LLP <i>Los Angeles</i>
Leading Individuals
Band 2
Emanuel Craig <i>Loeb & Loeb LLP</i>
Frankenheimer John <i>Loeb & Loeb LLP</i>
Mayerson Michael <i>Loeb & Loeb LLP</i>
Band 3
Goodkind Jim <i>Loeb & Loeb LLP</i>

Loeb & Loeb LLP

The Firm: The group has a long and prestigious history of doing entertainment work in California and clients point to its inspiring, in-depth knowledge and connections to the entertainment community as a key advantage. "Its attorneys really know the people

that really matter." High-profile film and television production and distribution, international coproduction and cofinancing transactions as well as music and theater matters all contribute to the team's workload. One competitor enthused: "It goes without saying, these attorneys feel at home dealing with billion-dollar deals." Loeb & Loeb was recently involved in "one of the most talked about matters of the year." It advised Bertelsmann, in which Vivendi and its subsidiary Universal Music Group (UMG) signed an agreement with Bertelsmann to acquire BMG Music Publishing for \$2 billion, and represented The Montecito Picture Company and Cold Spring Picture in a \$200 million production financing. The group was also involved in the representation of director Gabriele Muccino in Will Smith's "The Pursuit of Happyness" and Cathy Schulman, the producer of "Crash," which was awarded best motion picture of the year at the 2006 Academy Awards.

The Lawyers: "Robust" Craig Emanuel is considered a "thorough and realistic" advocate, who is admired for

being "aggressive on behalf of his clients." Commentators enthuse about John Frankenheimer – "if you want expert advice on music, he is the man for you." He is constantly linked with high-profile multinational and independent music publishers, record companies and distributors, internationally recognized recording and touring artists as well as television and motion picture writers, producers and directors. Clients are "incredibly fond" of Michael Mayerson, who is "quick, to the point and knows how to tackle the tough issues," while "the bright and energetic" Jim Goodkind is an "outstandingly multifaceted guy" who is highly valued on the transactional entertainment front.

Clients/Work Highlights: Woody Allen; Carsey-Werner; Citibank; Digimax; Excelsior Radio Networks; Grateful Dead; HSBC; Anthony Hopkins; Intel; Merrill Lynch; MySpace.com; Natexis Banques Populaires; Robert Rodriguez; Diana Ross; RBS; Saban Capital Group; Ryan Seacrest; Spectacor Films; Thomas H Lee Partners and Union Bank of California.

TRANSACTIONAL

TAX

Tax
Leading Firms
Band 2
Loeb & Loeb LLP <i>Los Angeles</i>
Leading Individuals
Band 1
Cuff Terence <i>Loeb & Loeb LLP</i>
Band 2
Sczudlo Paul <i>Loeb & Loeb LLP</i>
Band 3
Anderson C David <i>Loeb & Loeb LLP</i>
Tax: Estate Planning
Leading Individuals
Band 1
Tobisman Stuart <i>Loeb & Loeb LLP</i>

Loeb & Loeb LLP

The Firm: Clients and peers are alike in their opinion that this firm "has built a very strong tax department" with "very qualified people." Peers particularly noted strength in the partnership and real estate areas, as well as in estates and trusts, where the firm has recently made a number of lateral hires from O'Melveny & Myers. Clients characterized the firm as "extremely responsive," highlighting the lawyers' "understanding of the needs of business and the requirements for moving forward with informed business decisions." "It is our preferred firm," commented one corporate client.

The Lawyers: For partnership work, the "truly phenomenal" Terence Cuff "is probably one of the leaders in his field nationally," noted one peer. Clients spoke in a similar vein: "He is of exceptional quality – one of the very top lawyers I have come across." The "obviously excellent" Paul Sczudlo was similarly lauded: "A very capable international tax lawyer, he is incredibly bright and thorough." The first choice of

many clients, he is "very responsive and knowledgeable, both in the tax field and in understanding the structures and issues involved with small international businesses and he can communicate this clearly." With a federal and state-focused practice, Dave Anderson "has an extraordinary grasp of economics and a very deep understanding not only of tax law but of how and why it works." He is "very insightful and a first choice on domestic work." Stuart Tobisman is one of a number of first-rate trust and estate lawyers recently brought over from O'Melveny & Myers. One client praised his "breadth and depth, his knowledge and experience, and his ability to communicate, transmit details and pick up complex matters quickly."

Clients/Work Highlights: Highridge Partners; Rocket Science Laboratories; Saban Capital Group; West Wake Price & Co and Wilson International Law.

NEW YORK

MEDIA & ENTERTAINMENT

Media & Entertainment: Advertising (Transactional)
Leading Firms
Band 1
Loeb & Loeb LLP

Leading Individuals
Band 2
Taylor James <i>Loeb & Loeb LLP</i>

Loeb & Loeb LLP

The Firm: Considered to be “a top-tier player” because of its proficient large team and national capability, this group handles a fair amount of work, having assisted Visa to establish its loyalty program and Disney with its ‘World Wide International’ promotion. It has been involved in a lawsuit representing Pfizer against Procter & Gamble, involving false advertising, relating to a rival brand of mouthwash. This was settled favorably. It also deals with advertising agencies on their initiatives on behalf of clients in relation to communication devices and brand issues.

ADVERTISING

The Lawyers: An “excellent human being with a high profile,” James Taylor is respected for his ability to lead his team and build on its expertise. His previous experience in the commercial production and advertising industry serves him well.

Clients/Work Highlights: The firm represents advertisers; advertising and promotions agencies; media and entertainment companies; Fortune 500 advertisers and major advertising agencies.

MEDIA & ENTERTAINMENT

Media & Entertainment: Entertainment Litigation
Leading Firms
Band 2
Loeb & Loeb LLP

Media & Entertainment: Copyright & Contract Disputes
Leading Individuals
Band 2
Zavin Jonathan <i>Loeb & Loeb LLP</i>

Loeb & Loeb LLP

The Firm: The team handles international copyright work and has a strong reputation through having represented BMI Music on performing rights issues in Latin America with 500 music copyrights. It focuses particularly on book publishing, film and advertising work and has handled copyright due diligence issues for Bertelsmann when it sold off its music company rights, and for Motorola’s ring tones. Other highlights include acting for the in relation to copyright and audit issues in the Lord of the Rings films and representing company, CKX, owner of the rights to the Elvis Presley and Muhammad Ali names.

LITIGATION

The Lawyers: “Superlative copyright litigator” Jonathan Zavin is the name associated with the practice. Recognized for his “great work ethic” he has advised film studios, recording companies and publishing companies on copyright matters.

Clients/Work Highlights: Broadcast Music; Bertelsmann; EMI Records; JRR Tolkien estate; Motorola; peermusic; Rainbow Media and Sony BMG Records Entertainment.

MEDIA & ENTERTAINMENT

Media & Entertainment: Theater, Film, Television & Music
Leading Firms
Band 1
Loeb & Loeb LLP

Media & Entertainment: Film & Television
Leading Individuals
Band 2
Arar Roger <i>Loeb & Loeb LLP</i>
Chamlin Marc <i>Loeb & Loeb LLP</i>

Media & Entertainment: Music
Leading Individuals
Band 2
Anderson Kenneth <i>Loeb & Loeb LLP</i>

Media & Entertainment: Theater
Leading Individuals
Band 1
Gelblum Seth <i>Loeb & Loeb LLP</i>

Loeb & Loeb LLP

The Firm: This group offers “good corporate backup” and is considered to be “very involved in this area, showing depth and expertise.” It has a strong focus on the financing side of theater, film and television, representing writers, directors, and producers on obtaining rights, handling the finance structuring and assisting with union queries. The past year has seen it represent shows like ‘Wicked’ and directors and writers for musicals such as ‘Spider-Man’ that are in the pipeline. It also has the capability to handle cross-border issues and recently brought ‘Caroline or Change’ to the London stage.

The Lawyers: “Accomplished” Seth Gelblum is renowned in the entertainment world as “a theater connoisseur,” in particular when it comes to the structuring of theatrical finance. Roger Arar is recognized in the film and television area with a focus on motion picture and television finance, production, distribution and talent. He is “skilled when it comes to negotiation of film and television transactions.” Also within film and television is Marc Chamlin, who acts for cable networks, branded content and adver-

tising companies as well as production companies, dealing with transactional work. Kenneth Anderson represents clients in the music arena on talent agreements and business development. His clients include Beastie Boys, Dixie Chicks and Will Smith.

Clients/Work Highlights: Clients include producers; directors; playwrights; performers; theater owners and investors in Broadway.

THEATER, FILM, TELEVISION & MUSIC

REAL ESTATE

Real Estate
Leading Firms
Band 5
Loeb & Loeb LLP
Leading Individuals
Band 3
Sanseverino Raymond Loeb & Loeb LLP

Loeb & Loeb LLP

The Firm: Loeb & Loeb benefited enormously from the arrival of the “talented, resourceful, responsive and dedicated” **Raymond Sanseverino**. He and his team attract immense respect in leasing: “The lawyers have the perspective that can get both sides on mutual ground – they understand the lease document inside-out and backwards,” testify clients. Beyond

leasing, the team’s burgeoning finance practice is also worthy of note. Work highlights include representing Primedia, as tenant, on a 135,000 sq ft lease at 261 Madison Avenue, and Brookfield Financial Properties, as landlord, on a 205,000 sq ft lease at One World Financial Center. Other clients include Eastgate Realty, RFR Realty and Mellon Financial.

TENNESSEE

MEDIA & ENTERTAINMENT

Media & Entertainment

Leading Firms

Band 1

Loeb & Loeb LLP *Nashville*

Leading Individuals

Band 1

Kraus Kenneth *Loeb & Loeb LLP*

Sullivan Robert *Loeb & Loeb LLP*

Loeb & Loeb LLP

The Firm: The Nashville office of this national firm houses five media and entertainment lawyers who deal primarily with legacy estates and the planning thereof, as well as handling the transactional and litigation matters that arise in the representation of artists and recording companies. The firm is additionally known for its television work and for its corporate services for startup recording labels, a practice that has increased dramatically over the past few years.

The Lawyers: **Kenneth Kraus** focuses principally on artist representation, covering such musical genres as country, Christian and rock. During the past year he has advised on contractual matters for clients including the renegotiation of an exclusive recording agreement for Casting Crowns. He has also been heavily involved in advising CKx on all issues relating to the Elvis Presley and Muhammad

Ali marks, which it owns. **Robert Sullivan's** litigation and transaction-based practice handles such matters as assisting local independent publishing entities in their acquisition by venture capital firms. He also undertakes a great deal of work for the Johnny Cash Estate, advising on all aspects of its exploitation. Sources praised him for offering "*the most up-to-date legal advice available.*"

Clients/Work Highlights: In litigation matters, lawyers have handled a variety of artist/manager disputes and trademark and copyright infringement cases. The team has also assisted Gaylord Entertainment in the preparation of agreements for the release of its DVD 'Grand Ole Opry At Carnegie Hall'. Other clients include EMI Christian Music Group; the June Carter Cash Estate; Kid Rock; Michael W. Smith; Carrie Underwood; Clint Black and Integrated Copyright Group.

Leaders

ANDERSON, C David

Loeb & Loeb LLP, Los Angeles
310 282 2128
danderson@loeb.com

Recommended in Tax

Practice Areas: Concentrates on federal and state taxation, with an emphasis on the taxation of partnerships, executive compensation and real estate taxation, including litigation of tax controversies.

Prof. Memberships: Planning Committee, University of Southern California Tax Institute.

Career: Became Partner at Tuttle & Taylor in 1975. Joined Loeb as Partner in 2000.

Publications: Principal Author, Tax Planning: The Missing Quantitative Dimension, 32 USC Major Tax Planning & 400 (1981); widely cited in tax case books.

Personal: University of Chicago Law School (JD, 1967); Yale University (BA, 1964).

ANDERSON, Kenneth B

Loeb & Loeb LLP, New York
212 407 4856
kanderson@loeb.com

Recommended in Media & Entertainment

Practice Areas: Representation of premier talent and progressive independent companies and investors in music and entertainment industries. Acts as General Counsel and supervises litigation for recording/touring artists, composers, producers, actors and others. Builds and maximizes careers, from negotiation of first agreements for gifted new talent, to renegotiations and restructuring of business relationships for superstars.

Prof. Memberships: National Academy of Recording Arts and Sciences.

Career: Partner since 1991.

Publications: Frequent speaker on music industry, talent development and new technologies.

Personal: Rutgers University Law School (JD, Research Editor, Rutgers Computer & Technology Law Journal); Rutgers University (BA in Music, cum laude, 1979).

ARAR, Roger M

Loeb & Loeb LLP, New York
212 407 4906
rarar@loeb.com

Recommended in Media & Entertainment

Practice Areas: Concentrates on motion picture and television finance, production, distribution and talent. Principal clients include television networks, motion picture and television production and distribution companies and producers, actors, writers, directors and investors.

Prof. Memberships: New York Media/Entertainment Roundtable; UCLA Entertainment Symposium Advisory Committee (also former Co-Chair); ABA – Entertainment ADR Committee.

Career: Partner since 1990.

Publications: Author, 'A Rational Approach to Trademark Parody' (Unpublished).

Personal: Columbia University Law School (JD, 1982, Harlan Fiske Stone Scholar, Articles Editor – Columbia Law Review); Yale University (BA, magna cum laude, 1977).

CHAMLIN, Marc

Loeb & Loeb LLP, New York
212 407 4855
mchamlin@loeb.com

Recommended in Media & Entertainment

Practice Areas: Represents cable networks, production companies, branded content companies, producers, actors, directors, television series/screenplay writers, book authors, newscasters and advertising/promotion/public relations agencies. Transactional work includes reality and scripted television series development, production and distribution; advertiser-financed television series and television motion picture production; animation and live action television production and distribution; documentary film production; merchandising and licensing; book publishing and co-author agreements; television commercials production; product endorsements; sports tour, event sponsorship and athlete service contracts; infomercials; executive employment contracts.

Career: Partner since 1988.

Personal: NYU Law School (JD, 1980); Princeton University (AB, 1977, magna cum laude).

CUFF, Terence

Loeb & Loeb LLP, Los Angeles
310 282 2181
tcuff@loeb.com

Recommended in Tax

Practice Areas: Partnership taxation and real estate taxation.

EMANUEL, Craig A

Loeb & Loeb LLP, Los Angeles
310 282 2262
cemanuel@loeb.com

Recommended in Media & Entertainment

Practice Areas: Counsels advertisers and media clients on issues ranging from sponsorship agreements, celebrity placement agreements, matters related to branded entertainment. Represents high level writers, directors, actors and pro-

ducers in all aspects of motion picture and television transactions, both at studio and independent levels. Counsels on negotiation of strategic distribution relationships with studios including licensing of digital media content.

Prof. Memberships: LA Film Festival Advisory Committee.

Career: Partner since 1989. LA Entertainment Department Chair; Talent Practice Group Chair.

Personal: Monash University, Melbourne, Australia (LLB, 1981); Monash University (BA Law, 1979).

FRANKENHEIMER, John T

Loeb & Loeb LLP, Los Angeles
310 282 2135
jfrankenheimer@loeb.com

Recommended in Media & Entertainment

Practice Areas: Advises on acquisition and sale, financing and restructuring of companies, including valuation, securitization and due diligence. Represents record companies and distributors, music publishing companies as well as artists and executives in music industry in connection with talent contracts, licensing, technology, publishing, touring and production. Represents technology and new media companies in intellectual property and content acquisition and licensing agreements. Represents writers, producers and directors in film and television.

Prof. Memberships: Founding Member/Advisory Board/Past Chair (National Academy of Recording Arts and Sciences) and currently serve on the Executive Committees of the Entertainment Law Initiative (National Academy of Recording Arts and Sciences); Advisory Board/Past Chair Entertainment Law Symposium (UCLA Law School); Executive Board/Past Chair Music and Entertainment Chapter and Member of the National Board of Trustees (City of Hope); Board of Trustees, The Fulfillment Fund.

Career: Partner since 1978. Co-Chairman of the firm 1998 to present.

Publications: Frequent speaker on entertainment law-related topics at law schools, California Copyright Society, NYU State CPA/Entertainment Forum and industry seminars such as the Billboard Music & Money Symposium and Digital Music Forum.

Personal: UCLA School of Law (JD, 1973); Claremont McKenna (BS, 1968).

GELBLUM, Seth D

Loeb & Loeb LLP, New York
212 407 4931
sgelblum@loeb.com

Recommended in Media & Entertainment

Practice Areas: Theater and film clients include producers, theatre owners, motion picture studios, directors, playwrights, composers, performers, music publishers, designers, investors, not-for-profit theaters and licensing agencies for Broadway, Off-Broadway, touring and foreign live stage productions, as well as directors, writers and producers in feature film, documentary film and television projects.

Prof. Memberships: Chairman of the Board - New Dramatists; Board - Lawyers for Children.

Career: Partner at Loeb & Loeb since 1998.

Publications: Lecturer at Columbia Law School, Yale University School of Drama, Commercial Theater Institute.

Personal: Georgetown University Law Center (JD, 1982); Wesleyan University (BA, 1975).

GOODKIND, Jim

Loeb & Loeb LLP, Los Angeles
310 282 2138
jgoodkind@loeb.com

Recommended in Media & Entertainment

Practice Areas: Partner in entertainment practice. Examples of recent matters include advising performing artists, promoters, producers and sponsors in connection with major live events and concerts; counseling casino/hotel companies in entertainment matters; representing and advising recording artists, producers, personal managers and executives in music and multimedia industries; representing music industry biographical properties for both dramatic and documentary motion picture projects; and working with live concert-based internet/recording/marketing ventures.

Career: Partner since 1997.

Personal: University of California, Hastings Law (JD, 1986); Northwestern University (BSS, 1978).

KRAUS, Kenneth L

Loeb & Loeb LLP, Nashville
615 749 8300
kkraus@loeb.com

Recommended in Media & Entertainment

Practice Areas: Focuses on entertainment, copyright, trademark, intellectual property law; primarily on music, but extensive experience in film/television. Has represented major recording artists, songwriters, record companies, music publishers, authors, managers, music

executives and others in entertainment industry. Has been involved in numerous start-up, representing both companies and investors.

Prof. Memberships: TN Bar Association; Nashville Bar Association; CA Bar Association; LA County Bar Association.

Career: Partner since 2000.

Publications: Regularly lectures at the Nashville Bar Association and other professional organizations.

Personal: UCLA School of Law (JD, 1971, Order of the Coif, UCLA/Alaska Law Review); Occidental College (BA, cum laude, 1967).

MAYERSON, Michael A

Loeb & Loeb LLP, Los Angeles
310 282 2165

mmayerson@loeb.com

Recommended in Media & Entertainment

Practice Areas: Concentrates on film finance including project financing, lines-of-credit, securitizations, co-financings, co-productions and tax-advantaged financings. Represents commercial banks, hedge funds, high net worth investors and financial institutions.

Advises distributors (domestic and non-US-based) in all forms of licensing/distribution transactions with content owners.

Career: Partner since 1989. LA Office Managing Partner from 1998 to present. Co-Chair, Corporate Media and Entertainment Practice Group.

Publications: Speaker at Savannah Film Festival, Paul Kagan's Motion Production and Finance Seminar, UCLA Entertainment Symposium.

Personal: Columbia University Law School (JD, 1981, Harlan Fiske Stone Scholar); Wharton School of the University of Pennsylvania (BS in Finance, magna cum laude, 1978).

SANSEVERINO, Raymond

Loeb & Loeb LLP, New York
212 407 4008

rsanseverino@loeb.com

Recommended in Real Estate

Practice Areas: Concentrates on commercial real estate with emphasis on leasing and brokerage. Represents land-

lords and tenants in leasing of all types of commercial real estate. Represents principals and brokers in connection with brokerage commission, leasing and management agency agreements and commission claims. Currently, landlord's counsel at 16 buildings in New York and New Jersey.

Career: Became Partner at Corbin & Gordon in 1978. Joined Loeb as Partner in 2006. New York Real Estate Department Chair; National Commercial Real Estate Leasing Practice Group Chair.

Personal: Fordham University School of Law (JD, cum laude, 1972); Franklin & Marshall College (AB, 1968).

SULLIVAN, Robert L

Loeb & Loeb LLP, Nashville
615 749 8312

rsullivan@loeb.com

Recommended in Media & Entertainment

Practice Areas: Focuses on entertainment primarily in music; also litigation and mediation in entertainment and IP. Represents major recording artists, songwriters, publishing and record companies.

Prof. Memberships: Certified Mediator Tennessee Supreme Court; ABA; Tennessee Bar Association; Board of Directors Copyright Society of the South; Leadership Music.

Career: Partner since 2000.

Publications: Adjunct Faculty at Belmont College; Instructor on entertainment law at Nashville Law School.

Personal: Vanderbilt University Law School (JD, 1977) Vanderbilt (BA, magna cum laude, 1974).

SCZUDLO, Paul

Loeb & Loeb LLP, Los Angeles
310 282 2290

psczudlo@loeb.com

Recommended in Tax

Practice Areas: Focuses on tax planning and structuring for international businesses. Advises on cross-border and entertainment planning, estate administration, gift tax planning, partnership and limited liability companies, corporate and planning for high net worth individuals, inter-

national wealth transfer planning and taxation of litigation settlements.

Prof. Memberships: ABA (Co-Chair, International Private Client Committee); LA Country Bar Association; International Bar Association; International Fiscal Association.

Career: Partner since 1991.

Publications: Writes and lectures on international and entertainment tax topics for businesses and high net worth individuals.

Personal: University of California, Berkeley, Boalt Law (JD 1980); Harvard Law School; Yale University (BA, 1977).

TAYLOR, James D

Loeb & Loeb LLP, New York
212 407 4895

jtaylor@loeb.com

Recommended in Media & Entertainment

Practice Areas: Provides transactional and regulatory Counsel to advertisers, advertising and promotion agencies, entertainment and media companies. Expertise includes strategic partnerships; sponsorships/branded content agreements; agency and outsourcing contracts; talent and music agreements; guild disputes; content, software and technology licensing; copyright and trademark protection; publicity/privacy; data collection; sweepstakes, contests and other promotions.

Prof. Memberships: Government and Legal Affairs Committee, Promotion Marketing Association.

Career: Partner since 1995.

Publications: Frequent speaker on advertising and promotions, branded entertainment, intellectual property and media topics.

Personal: Brooklyn Law School (JD, 1987); University of Illinois, Urbana-Champaign (BS, 1979).

TOBISMAN, Stuart P

Loeb & Loeb LLP, Los Angeles
310 282 2323

stobisman@loeb.com

Recommended in Tax

Practice Areas: Focuses on estate and tax planning for individuals and in

administration of estates and trusts.

Clients include prominent individuals in commerce, entertainment industry, banks and trust companies acting as fiduciaries. Also advises owners of closely held businesses on their estate and tax planning.

Career: Became Partner at O'Melveny & Myers in 1977. Joined Loeb as Partner in 2006. LA Trusts and Estates Department Chair.

Publications: Lectures at the USC Institute on Federal Taxation, UCLA/CEB Estate Planning Institute and the Practising Law Institute.

Personal: UC Berkeley, Boalt Hall School of Law, (JD, 1969); UCLA (AB, 1966).

ZAVIN, Jonathan

Loeb & Loeb LLP, New York
212 407 4161

jzavin@loeb.com

Recommended in Media & Entertainment

Practice Areas: Concentrates on copyright and trademark litigation and other entertainment and commercial litigation. Advises major motion picture studios, recording and publishing companies as well as producers in entertainment and new media industries.

Prof. Memberships: Copyright Society of the USA; American Intellectual Property Law Association.

Career: Partner since 2001.

Publications: Has lectured on copyright law at the Copyright Society of the USA, the American Bar Association and at Columbia University Law School, University of Chicago Law School and Cornell Law School.

Personal: Columbia University School of Law (JD, 1973); St. John's College (BA, 1968).

