



The Journal of Business,  
Entrepreneurship,  
and the Law Presents:

# Business Law In Entertainment

**LOCATION:**

DGA Theater Complex,  
7920 Sunset Blvd.,  
Los Angeles, CA 90046,  
(310) 289-2000

**DATE:** March 23, 2017

**TIME:** 6:30 PM

**REGISTER ONLINE:**

<https://jbel2017.eventbrite.com>

MCLE Credits Available

The Journal of Business, Entrepreneurship, and the Law invites you to attend its annual symposium on March 23, 2017 at the Directors Guild of America (DGA) Theater Complex on Sunset Blvd. This year's event will feature esteemed industry practitioners and counsel, whose diverse viewpoints will inform discussions regarding recent trends in performing rights collections and film financing. All are welcome.

# AGENDA

**6:30 PM – 7:00 PM –**

**CHECK IN & NETWORKING:**

Catered hors d'oeuvres will be served

**7:00 PM – 8:00 PM – PANEL 1:**

**THE STATE OF U.S. PERFORMING RIGHTS ORGANIZATIONS**

Performance Rights Organizations (“PROs”) act as intermediaries for songwriters by collecting fees for the public performance of musical works. Due to the industry’s consolidated market, the two largest PROs, ASCAP and BMI, entered into consent decrees in 1941 to assuage monopoly concerns. Over the past decade, the music industry has scrutinized the efficacy of those consent decrees. Panelists will summarize contractual, copyright, and antitrust issues, and discuss the legal and business ramifications of legislative or judicial actions.

**PANELISTS:**

**RANDY GRIMMETT**

CEO

Global Music Rights (“GMR”)

**ADAM PARNES**

Head of Publisher Licensing & Relations  
Pandora

**STUART ROSEN**

SVP and General Counsel  
Broadcast Music, Inc. (“BMI”)

**MODERATOR:**

Babette Boliek

Associate Professor of Law  
Pepperdine School of Law

**8:00 PM – 8:20 PM –** Networking Break

**8:20 PM – 9:20 PM – PANEL 2:**

**RECENT TRENDS IN FILM FINANCE**

Film finance involves the raising of capital for motion picture production. It encompasses both independent and studio-level equity or debt financing, and may be raised to fund various stages of film production. Regardless of method, film finance is integral to the motion picture business. Panelists will briefly survey the industry, explain current trends in financing, and provide recommendations for practitioners in the field.

**PANELISTS:**

**ALEXIS VAROUXAKIS**

COO

1821 Media

**ANDREW ROBINSON**

COO

Aperture Media Partners

**SOPHIA YEN,**

Partner, Media & Entertainment  
Manatt, Phelps & Phillips, LLP

**JEANNINE TANG**

SVP, Business & Legal Affairs  
The Weinstein Company

**MODERATOR:**

Victoria Schwartz

Associate Professor of Law  
Pepperdine School of Law

**9:20 PM – 9:25 PM –** Closing Remarks

**9:25 PM –** Adjournment

This program is approved for 2 MCLE credit hours.



**MINIMUM CONTINUING LEGAL EDUCATION**

This symposium has been approved for Minimum Continuing Legal Education (MCLE) credit by the State Bar of California for 2 credit hours. Pepperdine University School of Law certifies that this activity conforms to the standard for approved education activities prescribed by the rules and regulations of the State Bar of California governing minimum continuing legal education.

# PANELISTS



## **RANDY GRIMMETT**

*CEO, Global Music Rights*

With over two decades of performing rights experience, Randy Grimmatt currently serves as CEO of Global Music Rights. Founded in 2013 with long-time industry veteran, Irving Azoff, the company is the first entrant into the Performing Rights marketplace in nearly 75 years. At this boutique company, Randy is able to take a hands-on approach in every facet of the business, from client acquisition and license negotiations to operations.

Prior to his current role, Randy led a team of over 100 employees as EVP of Membership at ASCAP. In his 18½ years at ASCAP, Randy was an integral part in expanding ASCAP's market share, increasing distributions, and developing the hugely successful ASCAP 'I Create Music' Expo. A state-native, Randy attended The University of Oklahoma, receiving a B.A. and a J.D.



## **ADAM PARNESS**

*Head of Publisher Licensing and Relations at Pandora*

In this role, Adam is responsible for leading Pandora's global relationships with songwriters and music publishers, including the development of broader product rights and internationalization in order to increase revenue, retention and customer engagement.

Adam Parness has over 15 years of experience as a digital media executive. Prior to joining Pandora, Adam was Principal Content Acquisition Manager at Amazon where he led the company's global music publishing initiatives and was instrumental in the launch of Prime Music. Prior, Adam served as of Vice President of Music Licensing at Rhapsody where he played a pivotal role in the acquisition of Napster and global expansion of the company.

Adam graduated from New York University with a Bachelor of Music and remains an active musician.

## **STUART ROSEN**

*Senior Vice President and General Counsel, BMI*

Stuart Rosen is the Senior Vice President and General Counsel of BMI, overseeing global operations of the Legal Department, directing the organization's legal affairs, as well as all attorneys working within the company.

Rosen joined BMI in 1996 as an Associate Attorney. He was promoted to Senior Attorney in 1999, Assistant Vice President of Legal Affairs in 2002, and Vice President of Legal in 2007. From 2004 through 2011, he also served the Board of Directors and the company in the capacity of corporate secretary.

Prior to BMI, Rosen was in private practice at Sills Cummis Epstein & Gross and Thelen Reid Brown Raysman & Steiner LLP. He earned his JD from the University of Pennsylvania Law School.

## ALEXIS VAROUXAKIS

COO, 1821 Media Group

Alexis Varouxakis is a producer and film executive that started his career in London. He has produced a number of award winning feature films including *'Run The Tide'* starring Taylor Lautner, *'Dark Hearts'* ('Best International Feature' nomination - Raindance Film Festival), *'Opa'* starring Mathew Modine and Richard Griffiths and recently *'Pimp'* by Christine Crokos.

Taking a hiatus from the film industry, Alexis helped to launch and establish FreeSeas, Inc., a NASDAQ listed shipping company, successfully leading it to reach a market capitalization of \$150 million.

Alexis has since returned to the entertainment industry and is currently the COO at 1821 Media Group, a prolific film financing and film production company. 1821 Media has made numerous films including the Tom Cruise/Doug Liman film *'Mena'*, the Natalie Portman led *'Jane Got a Gun'*, *'Paul Weitz' 'Grandma'* (Sundance Film Festival 2015) and *'Swing Vote'* starring Kevin Costner. 1821 Media has a number of films in development at Warner Bros., Walt Disney and Lionsgate. The Company has TV and Graphic Novel divisions, having notably published the New York Times Best Selling graphic novel *'Romeo and Juliet: The War'*. 1821 Media is the umbrella company of *'Stan Lee's Kids Universe'*, a children's entertainment company which it runs in partnership with Stan Lee and his POW! Entertainment.

Alexis holds a Master's Degree (MA) in Arts Management and a Bachelor (BSc) in Economics from London's City University.



## ANDREW ROBINSON

COO, Aperture Media Partners

Mr. Robinson is the Chief Operating Officer for Aperture Media Partners. Mr. Robinson has been credited as executive producer on films including *John Wick* (Keanu Reeves), *Masterminds* (Zack Galifianakis), and *A Walk in The Woods* (Robert Redford), and provided production financing for films including *End of Watch*, *The Expendables*, *The Hunger Games*, *The Ides of March*, *Rush*, *The Woman In Black*, and *2 Guns*, to name a few.

Prior to Aperture, Mr. Robinson was a VP at Comerica Entertainment Group for 5 years, where he managed some of the Group's largest relationships, and closed in excess of \$1.1 billion in direct commitments and over \$2.2 billion in overall commitments inclusive of syndicated transactions. Prior to Comerica, Mr. Robinson was a commercial real estate lender in Chicago.

Mr. Robinson earned a JD/MBA From Pepperdine University and a B.A. in English from the University of Michigan.

## SOPHIA K. YEN

Partner, Manatt, Phelps & Phillips, LLP  
Entertainment and Media Group

Sophia K. Yen is a partner in the Entertainment and Media group at Manatt, Phelps & Phillips, LLP and a member of Manatt Digital. She has worked on a wide variety of deals related to the production, distribution, and financing of both studio and independent film and television projects, such as the Oscar nominated film *Hacksaw Ridge*, the upcoming film *Submergence*, starring Alicia Vikander and James McAvoy, Don Cheadle's passion project and directorial debut, *Miles Ahead*, and various tentpole slate financing deals, including representing Huayi Brothers, China's largest privately-held film company in an 18-film three year co-finance and distribution agreement with STX Entertainment. Currently, she is representing China's Perfect World Pictures in its ultimate debt financing facility related to its \$500 million, 50-film co-finance deal with Universal Pictures.

She is well versed in the emerging fields of the entertainment industry, with a specialty in recognizing for clients the strategic value of the digital media and China entertainment sectors. In 2012, *Variety* profiled her as one of "Hollywood's New Leaders" and for the last four years, she has been selected as a "Rising Star" for Southern California by Super Lawyers in Entertainment & Media and was included in their 2015 list of the Top 50 Up-and-Coming Women Attorneys in Southern California and Top 100 Up-and-Coming Attorneys in Southern California.



## JEANNINE TANG

*SVP Business and Legal Affairs,  
The Weinstein Company*

Jeannine Tang serves as Senior Vice President Business and Legal Affairs and Associate General Counsel at The Weinstein Company, where she advises on the company's major strategic transactions, including financings, co-financings, and other strategic partnerships with partners such as Wanda, Amazon and Netflix. She also advises on all aspects of the film and television business, including acquisitions, licensing arrangements, and production matters.. Recent releases from The Weinstein Company include Oscar-nominated Lion, starring Nicole Kidman and Dev Patel, Founder, starring Michael Keaton and Quentin Tarantino's The Hateful Eight.

Prior to The Weinstein Company, Jeannine was in private practice at O'Melveny and Myers LLP where she represented investors, production companies, producers and motion picture studios in all areas of entertainment matters, with an emphasis on complex copyright matters and film financing matters. A few illustrative matters include representing Warner Brothers in its acquisition of Alloy Entertainment and representing LionsGate in its acquisition of Summit Entertainment.

Jeannine earned her J.D. from the University of California, Berkeley, School of Law.

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## **PALMER CENTER FOR ENTREPRENEURSHIP AND THE LAW**

The Palmer Center for Entrepreneurship and the Law offers an innovative, multidisciplinary fellowship program. The Palmer Center prepares students to fulfill the overlapping roles of lawyer and entrepreneur through a challenging, exciting, and unique supplement to the traditional law school curriculum. Students who complete the 12-unit program are awarded a Palmer Center Certificate in Law and Entrepreneurship upon graduation from the law school.

The Palmer Center provides its student Fellows an integrated education in business and law. In today's world, lawyers who have business skills have an advantage over their peers, as lawyers are increasingly called upon to render counsel on issues requiring knowledge beyond the scope of a traditional legal education. Entrepreneurial ventures are the driving force behind modern innovation and wealth creation, and the Palmer Center equips its students with the educational and experiential tools to form and grow such ventures.

## **SPORTS AND ENTERTAINMENT LAW SOCIETY (SELS)**

The Pepperdine Sports and Entertainment Law Society is a student-run organization dedicated to providing information, career support, and networking opportunities for students interested in entertainment and sports industry careers. It's pri-

mary objective is to provide a forum in which students can meet, exchange ideas, and interact with prominent attorneys, agents, executives, professors, managers, and artists in the fields of sports and entertainment law.

## **INTELLECTUAL PROPERTY STUDENT ASSOCIATION**

The Intellectual Property Student Association (IPSA) is a new organization on Pepperdine University School of Law's campus. It connects lawyers and students who are passionate about the practice of intellectual property law. Principal among IPSA's missions is the exchange of ideas regarding emerging issues in intellectual property. IPSA regularly hosts discussions, mixers, and other networking events, and fosters mentorships in furtherance of this purpose. For information on how to get involved, please email: [Vincent.Escoto@pepperdine.edu](mailto:Vincent.Escoto@pepperdine.edu).

## **CALIFORNIA LAWYERS FOR THE ARTS**



California Lawyers for the Arts is a statewide, non-profit organization founded in 1974 to provide legal services to artists and members of the creative arts community. Our mission is to empower the creative community by providing education, representation, and dispute resolution services

through our Education Program, our Lawyer Referral & Information Service (LRIS), and our Arts Arbitration & Mediation Services program (AAMS). Our vision is that artists and arts organizations serve as agents of democratic involvement, innovation, and positive social change, and that the growth of an empowered arts sector is essential to healthy communities. CLA's leadership and services strengthen the arts for the benefit of communities throughout California.

## **REFRESHMENTS AND HORS D'OEUVRES**

Catering will be provided by Bites & Bashes

## **DIETARY RESTRICTIONS:**

Vegan options available.

## **INQUIRIES:**

Journal of Business, Entrepreneurship and the Law  
24255 Pacific Coast Hwy.  
Malibu, CA 90263  
[jbelsubmissions@gmail.com](mailto:jbelsubmissions@gmail.com)  
(310) 506-6221

All cancellations are non-refundable.

# MISCELLANEOUS

## **TRANSCRIPTS:**

Copies of the event's transcript will be available in print and online in JBEL's forthcoming Volume X, Issue 2 and at <http://digitalcommons.pepperdine.edu/jbel/>

## **LOCATION AND PARKING:**

Directors Guild of America (DGA)  
Theater Complex  
7920 Sunset Blvd.,  
Los Angeles, CA 90046  
(310) 289-2000  
Parking will be free to all registered guests.

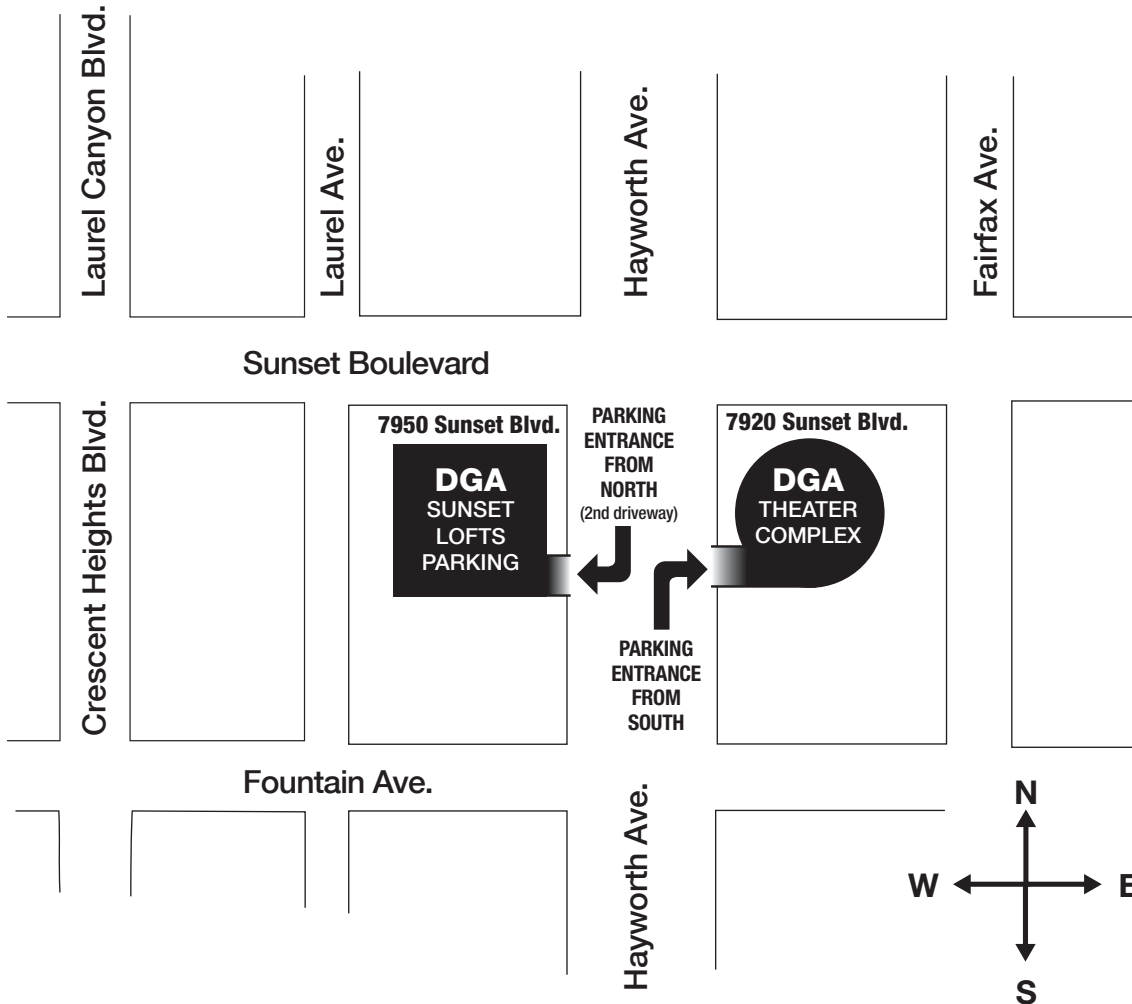
## **CHECK-IN AND REGISTRATION:**

6:30-8:20 PM  
Those requesting MCLE credit may register for credit upon check-in



## DIRECTORS GUILD OF AMERICA THEATER COMPLEX PARKING MAP

7920 Sunset Boulevard, Los Angeles, CA 90046  
For any questions please call: (310) 289-2021



Dear Theater Patrons,

- We respectfully request that you obey all traffic signage and parking personnel directions when entering and exiting the DGA parking structures. We also ask that you not park in the surrounding residential areas.
- When exiting the 7950 Sunset Lofts Parking structure, guests must adhere to the posted “No Right Turn” directional signage and exit towards Sunset Blvd.
- All theater patrons must exit DGA parking facilities at the conclusion of the screening or event. Any vehicles remaining in DGA parking facilities after the conclusion of the screening or event will be towed at the vehicle owner’s expense.
- Should you have any questions or concerns please contact the DGA Operations Department at (310) 289-2021.

Thank you for your attention and anticipated cooperation.

The DGA