

NAME

Address

Home: • Cell: • e-mail

SENIOR EXECUTIVE: Legal & Business Affairs

Skilled corporate legal executive with over 20 years of experience in contract, intellectual property, and employment law. Extensive history optimizing business affairs functions for major entertainment industry companies, including NBC, ABC, and Buena Vista Television. Possess JD degree and California State Bar membership.

Business & Legal Affairs • Employment Agreements • Executive Leadership • Cost Controls
Contract Negotiation • Mergers & Acquisitions (M&A) • Guild & Labor Union Relations
Labor & Employment Litigation • Regulatory Compliance
Financial Management • Policy & Process Development • Staff Training & Management

PROFESSIONAL EXPERIENCE

CONFIDENTIAL, Chapel Hill, North Carolina • 2005 to Present

President

Manage corporate startup, including federal, state, and local licensing / permits, for privately owned restaurant company. Negotiate existing business purchases and renegotiate commercial leases. Identify and resolve corporate and legal matters. Oversee revenue growth, marketing, and branding.

- Established strategic relationship with local Chamber of Commerce within 2 months of opening.
- Developed relations with local media, including radio station broadcasting show from restaurant.

PARADIGM, Beverly Hills, California • 2002 to 2005

Executive Vice President, Business Affairs & Administration

General counsel for corporate functions, business affairs, and legal administration of \$20 million per year firm with offices in multiple states. Advised company President on infrastructure requirements of mergers and acquisitions and on hiring outside counsel for M&A and labor / employment litigation. Negotiated office leases, vendor professional services contracts, employment contracts with talent, and contingent compensation contracts. Trained talent agents in streamlining agreements. Oversaw employee benefits and personnel / HR functions. Ensured government regulatory compliance.

- Successfully negotiated mergers and acquisitions of 3 companies, facilitating product and personnel integration into organizational structure.
- Standardized talent contracts with studios such as Warner Brothers, Sony, Disney, and Universal.
- Created systems / processes to track commissions and options on client representation contracts and talent agent employment agreements.

BUENA VISTA TELEVISION, Burbank, California • 2001 to 2002

Vice President, Business Affairs

Department head managing distribution agreements for all Disney, Touchstone, and Miramax films with networks, cable operators, and syndicators, including ABC, CBS, NBC, HBO, Showtime, Turner, 20th Television, and the Tribune Company. Prepared and deployed contracts in cooperation with sales agents and resolved financial / collection issues on contracts. Negotiated development / production agreements and coordinated production budgets for syndicated programming. Trained and led legal and administrative staff.

- Improved timeliness of payment receipt by enhancing receivables system.
- Recommended legal department restructuring to meet distribution and production area requirements.

NBC STUDIOS, Burbank, California • 1999 to 2001

Senior Vice President, Business Affairs

Directed business affairs department for production division with \$40 million annual development budget. Negotiated development, production, and licensing of original programming for all times of day across numerous networks. Developed co-production and distribution agreements with studios and independent production companies. Resolved profit participation claims and disputes with talent. Liaison to external and internal litigation attorneys on legal matters. Oversaw 14 attorneys, administrators, and support staff.

- Developed division policies and procedures, including new profit participation definitions and updating of standard actor contracts.
- Represented division on project for enterprise-wide automation of business tracking and reporting.

ABC TELEVISION, Los Angeles, California • 1998 to 1999

Vice President, Business Affairs

Managed all aspects of business affairs and production finance for company productions. Developed policies, procedures, standards, and agreements with external programming suppliers. Coordinated audits and settlements with vendors.

- Successfully acquired programming from Warner Brothers, Steven Bochco Productions, Dreamworks, and Columbia-TriStar.

COLUMBIA TRISTAR TELEVISION, Culver City, California • 1995 to 1998

Vice President, Business Affairs

Led 5 team members in all aspects of business affairs and department project management.

- Standardized employment contracts for staff producing creative content.

Additional Experience (details on request):

Senior Vice President, Business Affairs – Warner Brothers Television

- Divisional Chief Operating Officer (COO) in charge of \$20 million operating budget and \$12 million development budget. Modified company and industry standards for salary increases.

Contract Attorney, Robert Half International & Synergy Legal Consultants
Adjunct Professor, Wake Forest University Law School

FORMAL EDUCATION

Juris Doctor (JD)

Southwestern University of Law – Los Angeles, California

Bachelor of Arts, Liberal Studies

California State University – Los Angeles, California

AFFILIATIONS

California State Bar

Key Legislative Contact to North Carolina State Legislature for AARP
Chapel Hill / Carrboro Chamber of Commerce

FOREIGN LANGUAGE SKILLS

Spanish, French, & German