

This year's 7TH ANNUAL ENTERTAINMENT LAW INSTITUTE will be held on **Saturday, March 15, 1997** at **THE FOUR SEASONS HOTEL** in Austin. This date, as in previous years, coincides with the South by Southwest (SXSW) music festival. There will be a reception at The Four Seasons Hotel on Friday, March 14, from 6:00 to 7:15 p.m. for all speakers and registrants, as well as an optional luncheon (\$25) featuring Cameron Randle, Vice-President of ARISTA records, who will speak on: ***Dancing with the Devil: How to Relate to Major Record Labels.***

Please mail or fax a COPY of this registration form:

REGISTRATION FORM

The University of Texas School of Law • Office of Continuing Legal Education
Attn: ET97 • 727 East 26th Street • Austin TX 78705-3224

I would like to register for the conference as follows:

- ☐ **PRE-REGISTRATION FEE (DUE BY MARCH 14)** \$195.00
☐ Door Registration Fee \$220.00
☐ Less Special \$20 Discount for ACTIVE MEMBER of State Bar Entertainment and Sports Law Section. \$()
☐ Luncheon Presentation (with Speaker) tickets at \$25.00/each \$

I cannot attend the conference. Please forward the following:

- ☐ Audiocassettes and written materials at \$195.00 \$
☐ Written materials only at \$78.00 \$
☐ Computer diskette (WordPerfect 5.1 PC format) \$63.00 \$ (\$117.00 after March 15)

ET97 TOTAL ENCLOSED \$

NO REFUNDS after 5:00 p.m., March 11, 1997

Name _____

Firm _____

Address _____

City _____ State _____ Zip _____

Telephone _____ Bar Card# _____

☐ non-lawyer

Indicate below any special needs you have so we may arrange to accommodate you.

Paid by: ☐ Check ☐ VISA ☐ Mastercard

Make Checks Payable to: The University of Texas at Austin

Card # _____ Exp. Date _____

Authorized Signature _____

FAX (512) 475-6876 • Phone (512) 475-6700



ABOUT THE COVER

Armadillo World Headquarters
Poster, 1971, by Jim Franklin.

From the Texas Poster Art Collection of the Barker Center for American History, The University of Texas at Austin.

GENERAL INFORMATION

PRE-REGISTRATION

We strongly recommend that you pre-register for our conferences. The pre-registration deadline for this conference is March 14 at 5:00 p.m. Registration at the door is subject to an additional fee of \$25.00. Please note that for this conference, active members of the Entertainment and Sports Law Section of the State Bar of Texas may claim a \$20 discount from the normal registration fee of \$195.

REGISTRATION BY PHONE/FAX

You may register by calling our special registration line (512) 475-6700 between the hours of 8:00 a.m. and 5:00 p.m., or by FAX at (512) 475-6876 at any time using the registration form in this brochure.

CANCELLATIONS

If your plans change, we offer you several options. Simply call or write to us by March 11 at 5:00 p.m. in order to receive a refund, or to receive written materials with a partial refund, or to transfer the full fee to any of our other conferences. No phone call is necessary for a substitution by another person for all or part of a conference; however, please check in at the conference registration desk.

If no cancellation is made, the conference written materials will be sent automatically to paid no-shows; please allow 4-6 weeks for delivery. A \$35.00 administrative fee will be charged for cancellations or transfers requested less than one week prior to the start of the conference.

OPTIONAL LUNCH

Lunch is optional; the cost of lunch is NOT INCLUDED in the standard \$195 registration fee. Lunch tickets (\$25.00) to hear Cameron Randle, of ARISTA Records, must be purchased IN ADVANCE. See registration form at left.

SPECIAL ACCOMMODATIONS

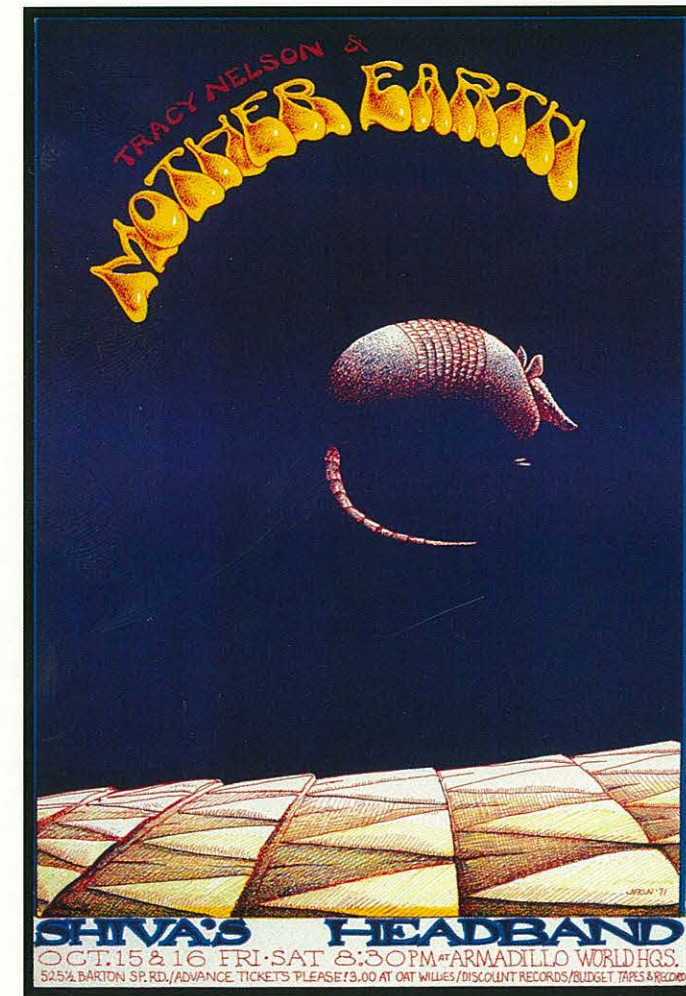
Individuals with special needs should contact the CLE registrar as far in advance as possible in order that their needs may be addressed.



The University of Texas School of Law

7TH ANNUAL ENTERTAINMENT LAW INSTITUTE

LEGAL ASPECTS OF THE ENTERTAINMENT INDUSTRY



LEGAL ASPECTS OF THE ENTERTAINMENT INDUSTRY

MARCH 15, 1997 • THE FOUR SEASONS HOTEL • AUSTIN, TX

THE UNIVERSITY OF TEXAS SCHOOL OF LAW
727 East 26th Street • Austin TX 78705-3224

NONPROFIT ORG
U.S. Postage
PAID
The University of Texas
School of Law

This program is not printed or mailed at state expense.

MARCH 15, 1997
THE FOUR SEASONS HOTEL
AUSTIN, TEXAS

SPONSORED BY THE UNIVERSITY OF TEXAS SCHOOL OF LAW AND
THE ENTERTAINMENT AND SPORTS LAW SECTION OF THE STATE BAR OF TEXAS

LEGAL ASPECTS OF THE ENTERTAINMENT INDUSTRY

March 15, 1997 • The Four Seasons Hotel • Austin, Texas

An application for accreditation for this activity has been submitted to the MCLE Committee of the State Bar of Texas and is pending. It is expected that this program will be accredited by the State Bar of Texas for up to 6.50 hours (including the optional luncheon presentation) of Continuing Legal Education credit of which 0.50 hour will apply to the legal ethics/professional responsibility requirement. Credit in other states also is available. CPAs may obtain 7.00 hours of CPE credit toward licensing with the Texas State Board of Public Accountancy. Sponsor #250.

TWO TRACK FORMAT FOR MOST SESSIONS

The 1997 Conference has been designed with a two track format that makes extensive use of concurrent sessions. One track will focus on the basic structure of the music industry, copyright basics, and fundamentals of "the band business," including the formation and management of new bands, and record deals for emerging artists with Indie labels.

The second track will focus on a diverse set of advanced issues, such as multimedia/internet deals, advanced copyright and intellectual property questions, litigation issues, and music in film and TV. Concurrent sessions have been scheduled to allow registrants to pick and choose between each track on a session-by-session basis

FRIDAY, MARCH 14, 1997

6:00 p.m. LATE REGISTRATION AND RECEPTION

You may register and/or pick up conference materials until 7:15 p.m. You are also invited to join us for an informal pre-conference reception for all registrants and speakers in the San Jacinto Room of The Four Seasons Hotel.

SATURDAY, MARCH 15, 1997

PRESIDING OFFICER: Mike Tolleson, Austin

8:00 a.m. LATE REGISTRATION

Ballroom Foyer, The Four Seasons Hotel, Austin. Telephone: (512) 478-4500. Continental breakfast to be provided.

8:50 a.m. WELCOMING REMARKS

9:00 a.m. CONCURRENT SESSIONS—(1.00 hour)—CHOOSE ONE

MUSIC BIZ 101: AN OVERVIEW OF THE INDUSTRY

Brief history of the commercial music industry. Overview of songwriting, music publishing, performing rights societies, and licensing organizations.

Ernie Gammage, Austin

MULTIMEDIA/INTERNET: EMERGING ISSUES FOR THE ENTERTAINMENT INDUSTRY

Current business conditions and trends in the multimedia industry. On-line and retail entertainment software development and distribution: an overview of current deal trends including sample contracts and deal documents.

Timothy J. Cahill, Santa Monica, California
Lois J. Scali, Los Angeles, California

10:00 a.m. CONCURRENT SESSIONS—(1.00 hour)—CHOOSE ONE

COPYRIGHT BASICS

An overview of the federal copyright laws as they apply to the entertainment industry, including the basics of fair use, parody and the role of performing rights societies.

David Simon Sokolow, Austin

MULTIMEDIA/INTERNET: BANDS AND MUSIC ON THE NET

Web site construction agreements for bands: what to ask for, what to avoid. The delivery and use of music and music videos on the Internet, including licensing procedures and rights of copyright owners, as compared to TV, film and radio.

Timothy J. Cahill, Santa Monica, CA
Lois J. Scali, Los Angeles, CA

11:00 a.m. BREAK

11:15 a.m. CONCURRENT SESSIONS—(1.00 hour)—CHOOSE ONE

MUSIC BIZ 101: AN OVERVIEW OF THE INDUSTRY: PART 2

Overview of record producers, record companies, and distributors; artists' management and touring.

Ernie Gammage, Austin

COPYRIGHT / INTELLECTUAL PROPERTY: ADVANCED AND EMERGING ISSUES

Recent developments in copyright, trademark, and right of publicity law relevant to the entertainment industry.

Jeff A. McDaniel, Austin
Andrew Jonas Sanders, New York, NY
Shannon T. Vale, Austin

12:15 p.m. LUNCHEON—(0.50 hour)—OPTIONAL

Tickets may be purchased in advance only for \$25.00.

Speaker: Cameron Randle, Vice-President, ARISTA Records
Topic: **DANCING WITH THE DEVIL: HOW TO RELATE TO MAJOR RECORD LABELS**

1:30 p.m. CONCURRENT SESSIONS—(1.00 hour)—CHOOSE ONE

THE BAND BUSINESS (PART 1)—(1.00 hour, including 0.50 hour ethics/PR credit)

Rights of band members, with and without a partnership agreement, protecting band names, ethics issues for attorneys involved in band representation, working with minors, shopping records and dealing with investors, working with managers and booking agents.

Edward Z. Fair, Houston
Jonathan D. Haft, Los Angeles, CA

LITIGATION ISSUES—(1.00 hour)

Litigating management, publishing and recording contracts.

Steven M. Zager, Houston

2:30 p.m. CONCURRENT SESSIONS—(1.00 hour)—CHOOSE ONE

THE BAND BUSINESS (PART II)

An overview of basic recording and music publishing deal terms—focus on improvements between standard terms and what can be obtained as the artist achieves success.

Elliot J. Groffman, New York, NY
Adam E. Ritholz, New York, NY

MUSIC ISSUES IN TELEVISION AND FILM

An overview of issues, recent developments and industry trends impacting the use of music in television and motion pictures as they relate to music publishers, record companies, production companies, composers, and songwriters.

Steven Winogradsky, Los Angeles, CA

3:30 p.m. BREAK

3:45 p.m. LICENSING MUSIC, RECORDS AND MERCHANDISE: COLLECTING YOUR MONEY FROM AROUND THE WORLD—(1.00 hour)

Master License Agreement versus Recording Agreement, dealing with the foreign record company and publisher, collection of foreign royalties (performance, mechanical and record royalties), self-publishing arrangements, merchandising.

Richard W. Perna, Austin
Al Staehely, Jr., Houston

4:45 p.m. ADJOURN

CONFERENCE FACULTY

CAMERON RANDLE is Vice-President and General Manager of the ARISTA/Latin and ARISTA/Austin record labels. He was the founding president of the Texas branch of the National Academy of Recording Arts and Sciences (the Grammy organization). He holds a J.D. from the University of Tulsa College of Law.

ADAM E. RITHOLZ has spent over 15 years in the music business and is a founding partner of the law firm of Leibowitz Roberts & Ritholz LLP in New York City, representing major and independent recording companies, music publishers, company executives, artists, managers and developing technology companies. From June 1992 through September 1995, Ritholz operated a solo private law practice. Prior to that, Ritholz was Executive Vice-President of the Chrysalis Records and Music Group and Senior Vice President of Business Affairs/A&R Administration for EMI Records Group. Commencing in 1980 Ritholz was also previously with CBS Records, ARISTA Records and the law firm of Grubman Indursky & Schindler.

ANDREW JONAS SANDERS is International Counsel and an attorney in the Legal Affairs Department for the American Society of Composers, Authors and Publishers (ASCAP) in New York City. Mr. Sanders has lectured in intellectual property law at the Cooper Union, NYC; New York University, NYC, and Parsons School of Design, NYC. He also has lectured at various music industry and visual arts industry functions in the United States and internationally.

LOIS J. SCALI is head of the entertainment group at the Los Angeles law firm Irell & Manella LLP. Ms. Scali represents a variety of domestic and international clients in the firm's core television, film, publishing and music entertainment practice. As co-founder of Irell & Manella's nationally recognized multimedia practice, Ms. Scali's work focuses on the convergence of entertainment media and technology. She has handled project financing, domestic and international licensing and distribution agreements, and sales, acquisition and joint venture negotiations in traditional forms and in multimedia.

DAVID SIMON SOKOLOW has taught Entertainment Law, Contracts, and Business Associations at The University of Texas School of Law for 16 years. Prior to that, he practiced Entertainment Law at Paul, Weiss, Rifkind, Wharton & Garrison in New York. He received his B.A., M.A., and J.D. from Columbia University, and his M.B.A. from The University of Texas. Professor Sokolow has authored numerous articles, and has twice won the Texas Teaching Excellence Award.

AL STAEHEL, JR. has practiced law in Houston, Texas since 1979 and specializes in entertainment law concentrating mainly in the music business. He has represented clients in negotiations with most major record companies and publishing companies, as well as overseas companies with regard to record, publishing, sub-publishing, and licensing deals. Mr. Staehely is a member of The National Academy of Recording Arts and Sciences, the International Entertainment Lawyers Associations, the Entertainment and Sports Law section of the Texas Bar, and he attends the international music industry convention, MIDEM each year in Cannes, France.

SHANNON T. VALE is a partner in the Austin office of Arnold, White & Durkee, where he specializes in intellectual property law. Prior to joining that firm, Mr. Vale spent six years as president of a company that managed the careers of a variety of major label recording artists based in the U.S. and the U.K.

STEVEN WINOGRADSKY, President, The Winogradsky Company, North Hollywood, California. Providing music business affairs and legal support for composers, songwriters, music publishers, recording artists and television, film, video, and multimedia producers.

STEVEN M. ZAGER is a partner in the Houston office of Weil, Gotshal & Manges. He is the Secretary of the Houston Bar Association and a frequent author and lecturer.

HOTEL ACCOMMODATIONS & PARKING

This conference takes place at **THE FOUR SEASONS HOTEL** • 98 San Jacinto • Austin, TX 78701 • (512) 478-4500. **THE FOUR SEASONS HOTEL** offers limited complimentary day parking with conference attendance validation. Overnight parking is \$7.00 and valet parking is \$12.00. **NO SLEEPING ROOMS** are available at The Four Seasons Hotel.

Sleeping rooms are available just two blocks from The Four Seasons Hotel at the **RADISSON HOTEL ON TOWN LAKE** • 111 Cesar Chavez St., Austin TX 78701 • phone (512) 478-9611. A special block of rooms has been reserved at the rate of \$115.00 for single or double occupancy. The hotel will release all unused rooms on the **CUTOFF DATE OF FEBRUARY 14, 1997**. You must make your reservation before **FEBRUARY 14** in order to get the special rate. The hotel offers complimentary covered parking in an attached garage, as well as shuttle service to and from Austin's airport. Parking and shuttle based on availability.

When contacting the **RADISSON HOTEL** for sleeping rooms please identify yourself as a participant with the **UT-CLE Entertainment Law** conference in order to obtain a room from the reserved block. **NOTE: Your room reservation will be confirmed by the hotel. Please do not send any payment for accommodations to the School of Law.**