

SOUTHEAST SOUND: Music Law Conference



Presented by
University of Miami
Frost School of Music and Miami Law
Joint Degree Programs (JD/MM & JD/MA)



November 8, 2014 - UM School of Law, Room F109

9:30a – 10:00a	Check-in and Breakfast
10:00a – 11:00a	Security, Bathrooms and Beer: Advising the Music Festival Client
11:15a – 12:15p	Give Me A Beat: The Record Producer Re-Defined
12:15p – 1:00p	Lunch
1:00p – 2:00p	Does Multi-right Have to Mean Multi-fight?
2:15p – 3:15p	Debunking Internet Myths About Copyright
3:30p – 4:30p	<i>Keynote Session: Screaming About Streaming</i>
4:30p – 4:45p	Concluding statements

Supporting Organizations



Security, Bathrooms and Beer: Advising the Music Festival Client (*Chrissie Scelsi*)

Planning a music festival can involve a lot of legal issues, some of which are more obvious than others. From security and permitting to beer and bathrooms, this session will discuss the various legal issues that can come up when working with a music festival, as well as best practices for advising festival clients.

Give Me A Beat: The Record Producer Re-Defined (*Ivan Parron*)

The traditional definition of the record “producer” has evolved in modern times with the advent of music software tools and prevalent use of “beats” and samples in the Urban/Hip-Hop and EDM genres. This presentation will discuss the types of contractual and business arrangements that today’s music producer engages in, their modern industry role in an A&R capacity, and the multiple revenue streams available to them.

Does Multi-right Have to Mean Multi-fight? (*David Bercuson*)

For close to a decade, multi-rights “360” deals have been the predominant form of deal that artists have been presented with from record companies and managers. This presentation will take you through the typical deal terms and commonly negotiated compromises.

Debunking Internet Myths About Copyright (*Stephen Carlisle*)

The dawn of the internet age means that information is widely and quickly available. It also means that misinformation gets circulated with the same speed and ease. The result is that many statements presented as “facts” are incorrect and many “truths” are anything but. So if you’ve ever read that “copyrights aren’t really property” or “file sharing isn’t theft” or “internet piracy doesn’t really hurt copyright owners”, this presentation will help you get to the bottom of what is really true and what is a myth.

Keynote - Screaming About Streaming (*John Simson*)

Why Are Songwriters AND Artists Upset About Royalties From Spotify, Pandora and other services? Are their complaints valid or is this a new paradigm that isn’t quite understood in its proper context? This presentation explores the answers to these questions.

SOUTHEAST SOUND: Music Law Conference

Speaker Biographies



David Bercuson

David Bercuson, P.A.
www.bercusonlaw.com

David Bercuson is an attorney who has distinguished himself by devoting his practice to all aspects of the entertainment industry. Bercuson has extensive and diverse experience in the representation of recording artists, record labels, music and television producers, music publishers, composers, managers, and on-air television talent in the acquisition, negotiation and re-negotiation of significant industry agreements as well as the day to day business of its clients. He also handles the business and legal affairs for major and independent record companies.

A tenacious and successful advocate for his clients, Bercuson is also a specialist in domestic and foreign music licensing and obtaining deals for artists. In 1998, he was instrumental in bringing MIDEM, the world's most important music conference and market, to Miami for three consecutive years.

David Bercuson is perhaps the most highly recognized attorney practicing entertainment law in Florida. Bercuson has obtained the coveted status of AV Preeminent from Martindale-Hubbell. This achievement recognizes the highest possible peer review ratings in legal ability and ethical standards. He is the only entertainment lawyer named as a "Top Lawyer" for thirteen consecutive years in the South Florida Legal Guide and he has been annually selected as a "Florida Super Lawyer" in the entertainment law specialty, a distinction awarded to only five (5%) percent of Florida attorneys. Bercuson has also been named as a Top Attorney by the Wall Street Journal and he has been selected as a "Leading American Attorney."



Stephen Carlisle

Copyright Officer
Nova Southeastern University
copyright.nova.edu

STEPHEN CARLISLE, is the first Copyright Officer of Nova Southeastern University. He is responsible for the implementation and instruction of the University's Copyright Policy for students and faculty. Nova Southeastern University is the 9th largest private not-for profit university in the United States. Mr. Carlisle joined NSU after 27 years of private practice in the area of copyright and entertainment law. During the course of his practice he has represented film actors and directors, television and radio personalities as well as musicians, composers, and recording artists with more than 18 gold and 12 platinum albums to their credit. Mr. Carlisle is "AV" rated by Martindale-Hubbell, the highest rating possible, which represents "very high to pre-eminent legal ability" and the highest ethical standards.

During the course of his practice Mr. Carlisle was elected as Chairman of the Entertainment, Arts and Sports Law Section of the Florida Bar in 1992, and was elected to be Chairman a second time in 2010, the first attorney in the State of Florida to hold this position twice.

Mr. Carlisle is a published author on copyright law and has served as an adjunct Professor of Law at Florida International University where he taught Entertainment Law, and was an adjunct professor at the Florida Atlantic University School of Music, where he taught Copyright Law and Music Publishing.

SOUTHEAST SOUND: Music Law Conference

Speaker Biographies



Ivan Parron

Parron Law

www.parronlaw.com

Mr. Parron has 20+ years of legal, talent agent and executive experience in the television, music and motion picture industries. In 2014 he was voted Top 50 Music Industry Attorney by Billboard Magazine and has again been voted by his peers a "Super Lawyers Rising Star" in the area of entertainment law. He is a 2-term elected Grammy Governor of The Recording Academy, immediate past-Chair of the Florida Bar's Entertainment, Arts and Sports Law section, a board member of Film Florida and an appointed member of the Miami-Dade County Film & Entertainment Advisory Board.

Prior to PARRON LAW and his tenure at Universal Music Group as in-house attorney, Mr. Parron served as CEO & founder of Ritmoteca.com, the world's first legal source for downloadable Latin music via the Internet. Mr. Parron is often referred to as the, "inventor of the online music store" (see Wikipedia) since his company was an early predecessor to the Apple iTunes business model. He helped pioneer the deal structure for digital distribution of music and media, signing agreements with over 60 independent record labels and aggregating exclusive rights to over 600,000 music tracks and videos including exclusive digital distribution rights to artists like Tito Puente, Marc Anthony and Celia Cruz. His vision and business savvy also led him to become the first Latin music venture to sign digital distribution deals with the major record labels including Sony Music, BMG Music, Warner Music Group and Universal Music Group, securing his position as a dealmaker. Under his leadership, Ritmoteca forged strategic alliances with companies including Microsoft, AOL, Real Networks, Nokia, Motorola, MusicNet and Napster. Parron built the company up to 200 employees with satellite offices in Europe backed by private and institutional investors including Bain Capital.

Prior to Ritmoteca, Mr. Parron founded Internet Marketing Consultants in 1994 which consulted media brands including MTV, Nickelodeon & Discovery.



Chrissie Scelsi

Scelsi Entertainment and New Media Law

www.scelsilaw.com

Chrissie Scelsi is the principal of Scelsi Entertainment and New Media Law with offices in Orlando and Port Charlotte, Florida, where she focuses her practice on entertainment, intellectual property, internet, technology, and business law. Ms. Scelsi has represented a variety of entertainment clients, including independent filmmakers, screenwriters, web designers, software companies, and reality show participants. In addition, she has also represented the punk music festival the Fest for several years. Ms. Scelsi has served as in house counsel for an international game based-simulations company, where she was responsible for advising on software licensing matters, trademarks, copyright, and corporate issues. She served as an editor of the book Computer Games and Virtual Worlds: A New Frontier in Intellectual Property Law, which was published by the ABA Section of Intellectual Property Law, and is a chapter contributor to The American Bar Association's Legal Guide to Video Game Development. Ms. Scelsi has written and spoken extensively about matters at the intersection of law and new technology, and is the author of the PunkLawyer blog. Ms. Scelsi received her B.B.A. in marketing from Loyola University New Orleans, a J.D. from Saint Louis University School of Law, and a LL.M. in entertainment and media law from Southwestern School of Law.

SOUTHEAST SOUND: Music Law Conference

Speaker Biographies



John Simson

Executive-in-Residence and Program Director, Business and Entertainment
Kogod School of Business
American University
Former Executive Director of SoundExchange
www.american.edu/kogod/faculty/simson.cfm

John L. Simson has been involved in the music industry since his 1971 signing as a recording artist. His career has included stints as a manager: managing Grammy-winning artists; an entertainment lawyer: currently of-counsel to the firm, Lommen Abdo; an executive: assisting in the creation, branding and launch of SoundExchange, which he ran from 2001-2010 and as a special consultant for artist and business development for Kobalt Music (2012-2013); a creative: Simson received an Emmy nomination in 2001 for his music supervision of “American Roots Music” and executive produced a number of audio-visual programs; an advocate: Simson testified before Congress and prepared testimony for other artists who testified before Congress on artist’s rights issues. Simson is currently Executive-in-Residence and Program Director of the new Business and Entertainment major at the Kogod School of Business at American University. He has participated in projects which have secured 15 Grammy nominations and won 5 Grammys and represented a Grammy Lifetime Achievement recipient. In 2013, Simson received the inaugural Future of Music Coalition “Voices of Advocacy” award for his work on artist’s rights. Simson is a past President of the Washington, D.C. Recording Academy chapter, is the Chairman of the Board of the National Recording Preservation Foundation, Chairman of the D.C. Bar Association’s Art, Entertainment, Media & Sports Law Steering Committee and serves on the National Recording Preservation Board of the Library of Congress. He also serves on the boards of CINE, Video Culture, the Musicianship, and the Music Managers Forum US and the Advisory Boards of the New Music Seminar and Musician’s On Call. Simson was named the Outstanding Volunteer Attorney by Washington Area Lawyers for the Arts on their 10th Anniversary celebration and is a graduate of Leadership Music (94).

Simson has been featured on CNN, NBC, PBS, BBC, the New York Times, WSJ, LA Times and other news outlets on issues affecting artist’s rights and compensation. He is a frequent lecturer at music industry programs around the World.