

Scott Keniley
Attorney at Law

kenileylaw@aol.com

Biography

Scott Keniley practices in the areas of Entertainment, Internet and Intellectual Property Law. Scott formerly served as Vice President of Business & Legal Affairs for *Compendia Music Group* (*compendiamusic.com*) in Nashville and Vice President & General Counsel for *Platinum Entertainment, Inc.* (*Nasdaq* PTET) in Atlanta. Prior to his employment as the head of the legal & Business divisions at the record labels, Scott was the principle for the Keniley Law Firm in Atlanta, Georgia where he primarily focused his representation on the legal interests for musicians, producers and independent record companies. General Counsel to *Paramarx Production* and its host of music showcases, including the 200 band *Mom's Music Festival* held in conjunction with *Six Flags* and *Clearview Music Group, LLC*. Consultant to *Cutting Edge Music Conference*, New Orleans.

In addition to his legal experience, Scott has been Chairman for the 1998, 1999, 2000, 2000, 2002 and the coming 2003 *Southern Entertainment & Sports Law Conference(s)* held in Acapulco, Curacao, Costa Rica and Puerto Vallarta respectively, and sponsored by the *Florida, Georgia* and *Tennessee Bar Associations*, as well as, this year's November 13-17, 2003 conference to be held at the *Ritz Carlton*, Montego Bay, Jamaica. Scott also has been an annual or guest lecturer at *University of Miami Law School*, *Athfest* in Athens, Georgia, *Cutting Edge Music Conference*, New Orleans, *Atlantis* in Atlanta, *Mom's Music Festival*, Louisville, *Music Therapy 101* at *Morehouse University*, *Spellman College* and *Clark Atlanta University* and *The Black Music Radio Coalition Annual Conference*. Beginning in 2003, Scott, in corroboration with the *Louisville Music Industry Alliance* ("LMIA") and *Blue Sky Kentucky*, developed the MAP Series (Musician's Action Plan) monthly music business education course for Louisville artists. Scott is a member of the *Georgia Bar Association's Entertainment & Sports Law, Intellectual Property* and *Corporate Counsel Sections*. Scott has also been published in the music magazine *Indie* for articles he wrote entitled "Independent Artists" and "Are

You Ready To Be Judged?" He has served on the Board of Directors for the Southern Entertainment & Art Law Center and the Georgia Lawyers for the Arts.

Scott attended the *University of London*, England and the *University of Oklahoma* where he attained his Bachelors of Arts degree and thereafter remained in Oklahoma for his Juris Doctorate.³

Areas Of Expertise

- ❖ Business Consulting
- ❖ Entertainment Transactional Matters
- ❖ Artist, Producer, Writer business Development and Representation
- ❖ Independent Record Label Development
- ❖ Copyright & Trademark Counseling and Filing
- ❖ Intellectual property licensing

Significant Representations

- ❖ Negotiated *Coca Cola* trademark license for musical CD series
- ❖ Negotiated *House of Blues* trademark issues for musical CD series
- ❖ Negotiated *National Geographic* trademark license for musical CD series
- ❖ Negotiated copyright licenses for soundtrack to *Oscar* award winning film *Monster's Ball*
- ❖ Negotiated executive producer deal with Sir George Martin (Producer for the Beatles).
- ❖ Negotiated on behalf of a former heavy champion boxer a charity performance agreement with Stevie Wonder
- ❖ Senior team member in the successful steering of *Platinum Entertainment, Inc.* (NASDAQ PTET) through Chapter 11 Bankruptcy and developed the company platform and business plan for the resulting private company, *Compendia Media Group* (compendiamedia.com)
- ❖ Senior team member in the successful multi-million dollar settlement and advance negotiations with *Harry Fox Agency*
- ❖ Negotiated several catalog and individual copyright licenses with predominant Internet music digital delivery services
- ❖ Drafted and negotiated various entertainment agreements including, but not limited to, recording, publishing, management, copyright licenses, catalog, merchandising, joint venture and shopping deals
- ❖ Drafted and/or negotiated various agreements with independent and internationally recognized recording stars
- ❖ Successfully represented artists in royalty collection actions against record companies
- ❖ Represented music industry non-profit organizations in corporate structuring and intellectual property matters
- ❖ Represented 200 artist music festival in corporate structuring and intellectual property matters

- ❖ Consulted with clients/artists regarding Internet strategies and associated Intellectual Property needs or uses

Professional, Civic & Personal Associations

- ❖ Chairman for the Southern Regional Entertainment & Sports Law Conference Continuing Legal Education, 1998-2004.
- ❖ Member of the Georgia State Bar Entertainment & Sports Law Section, 1997-2004.
- ❖ General Counsel to the Louisville Music Industry Alliance, 2003-2004.
- ❖ Co-Chairman for the Cutting Edge Music Conference Continuing Legal Education, New Orleans, 1999-2004.
- ❖ Board Member for the *Georgia Lawyers for the Arts*, 2001-2002.
- ❖ Board Member for the *Southern Entertainment & Art Law Center*, 1999-2001.

Lectures & Publications

- ❖ **Guest Speaker**, "The In's and Out's of Production Deals," *Emory University Law School*, 2004
- ❖ **Chairman**, 15th *Annual Southern Regional Entertainment & Sports Law Seminar*, Montego Bay, Jamaica, 2003
- ❖ **Moderator/Panelist**, Modern Recording Deal Deductions Explained, 15th *Annual Southern Regional Entertainment & Sports Law Seminar*, Montego Bay, Jamaica, 2003
- ❖ **Lecturer**, Recording Agreement Economics, *M.A.P. Series*, Louisville, KY, 2003
- ❖ **Host/Co-Founder**, *M.A.P. Series* (Musician's Action Plan), Louisville, KY, 2003
- ❖ **Panelist**, "Internet Distribution-Dollars & Sense. Good for the Artist or Not?" *Cutting Edge Music Conference*, New Orleans, 2003
- ❖ **Panelist**, "CD Dollars: From Consumers to ? A Close Up View of Record Company Economics," *Cutting Edge Music Conference*, New Orleans, 2003
- ❖ **Panelist**, "Developing an Entertainment Practice in Today's Economy," *Cutting Edge Music Conference*, New Orleans, 2003
- ❖ **Host**, Mom's Music Festival Party, Caesar's Palace, Louisville, KY, 2003
- ❖ **Panelist**, "Independent Artists: Career or Farm Team for the Majors," Mom's Music Festival, Louisville, KY, 2003
- ❖ **Panelist**, "The Label Deal- Major, Independent & Production Deals Explained." Mom's Music Festival, Louisville, KY, 2003
- ❖ **Guest Speaker**, "New Media and its Effect on the Entertainment Industry: The Real Deal," University of Miami, Florida, College of Law, 2003
- ❖ **Published**: *Indie Magazine*, "Independent Artists" April, 2003
- ❖ **Published**: *Indie Magazine*, "Are You Ready to Be Judged?" February, 2003
- ❖ **Panelist**, Emerging Issues in The Music Industry, *Hot for Fire Thursday Urban Music Showcase*, Atlanta, 2002
- ❖ **Guest Speaker**, *Music Therapy 101*, Atlanta, 2002
- ❖ **Chairman**, 14th *Annual Southern Regional Entertainment & Sports Law Seminar*, Puerto Vallarta, 2002
- ❖ **Panelist**, "Music Deals: Thinking Outside the Box," 14th *Annual Southern Regional Entertainment & Sports Law Seminar*, Puerto Vallarta, 2002
- ❖ **Panelist**, "Artists Assets, Lost Royalties and Masters," *Cutting Edge Music Conference*, New Orleans, 2002

- ❖ **Moderator**, "Entertainment Contracts: real World Music Biz-Contracts You Will See," *Cutting Edge Music Conference*, New Orleans 2002
- ❖ **Moderator**, "Let's Make a Deal: A Review of Today's Music Industry Options," *Athfest Music Festival*, Athens, GA, 2002
- ❖ **Chairman**, *13th Annual Southern Regional Entertainment & Sports Law Seminar*, Puerto Vallarta, 2001
- ❖ **Panelist**, "Licensing Intellectual Trademarks to the Entertainment Industry," *13th Annual Southern Regional Entertainment & Sports Law Seminar*, Puerto Vallarta, 2001
- ❖ **Moderator**, "Basics of Music Licensing," *State Bar of Georgia & Georgia Lawyers for the Arts*, Basics Boot Camp, Atlanta, 2001
- ❖ **Panelist**, "Do I Need a Manager and What Can They Do For Me?" *Cutting Edge Music Conference*, New Orleans, 2001
- ❖ **Panelist**, "Recording Contracts: A Comparative Review of Traditional and Digital Agreements," *Cutting Edge Music Conference*, New Orleans, 2001
- ❖ **Moderator**, "Artist, Manager, Producer and Booking Agreements," *Cutting Edge Music Conference*, New Orleans, 2001
- ❖ **Speaker**, *Georgia Music Hall of Fame*, Macon, Georgia, 2001
- ❖ **Panelist**, *Atlantis Music Festival*, 2001
- ❖ **Panelist**, "Anatomy of a Press Kit," *Athfest Music Festival*, Athens, GA, 2001
- ❖ **Panelist**, "Recording Contracts Explained," *Georgia Lawyers for the Arts*, Atlanta, 2001
- ❖ **Chairman**, *12th Annual Southern Regional Entertainment & Sports Law Seminar*, Costa Rica, 2000
- ❖ **Panelist**, "City Beat: Urban Music and its Representation," *12th Annual Southern Regional Entertainment & Sports Law Seminar*, Costa Rica, 2000
- ❖ **Panelist**, "Annual State of Music Industry," *12th Annual Southern Regional Entertainment & Sports Law Seminar*, Costa Rica, 2000
- ❖ **Guest Speaker**, *Music Therapy 101*, held at *Spellman University*, 2000
- ❖ **Panelist**, "Band Membership, Management & Booking Agreements," *Cutting Edge Music Conference*, New Orleans 2000
- ❖ **Panelist**, "Evaluating Distribution Agreements-Traditional and Digital. And What About Napster," *Cutting Edge Music Conference*, New Orleans, 2000
- ❖ **Panelist**, "The Internet-The Future of Music," *Athfest Music Festival*, Athens, GA, 2000
- ❖ **Guest Speaker**, *Georgia Lawyers for the Arts*, 2000
- ❖ **Chairman**, *11th Annual Southern Regional Entertainment & Sports Law Seminar*, Curacao, 1999
- ❖ **Moderator**, "Back to the Basics-Entertainment Agreements for the Novice," *11th Annual Southern Regional Entertainment & Sports Law Seminar*, Curacao, 1999
- ❖ **Panelist**, "Ethics in Artist Representation," *11th Annual Southern Regional Entertainment & Sports Law Seminar*, Curacao, 1999
- ❖ **Guest Speaker**, *Georgia Lawyers for the Arts*, 1999
- ❖ **Guest Speaker**, *Music Therapy 101*, held at *Morehouse University*, 1999
- ❖ **Panelist**, "Innovative Deals," *Cutting Edge Music Conference*, New Orleans, 1999
- ❖ **Speaker**, *Black Radio Music Coalition Annual Conference*, *Fort Valley State University*, Georgia, 1999
- ❖ **Chairman**, *10th Annual Southern Regional Entertainment & Sports Law Seminar*, *Acapulco*, 1998
- ❖ **Guest Speaker**, *Georgia Lawyers for the Arts*, 1998
- ❖ **Guest Speaker**, *Music Therapy 101*, held at *Clark Atlanta University*, 1998