



March 30, 2017

NEWS ABOUT TOWN

We are fast approaching our spring member conference dates (May 5 ó 6, 2017) and if you have not already done so, I urge you to e-mail Marion a copy of your registration form as soon as possible.

I am happy to report that Business Counsel will be celebrating our 20th Anniversary next year and in that light, we will be returning to the venue of our very first member meeting. In September of 1998 our members gathered together at the Marriott Sawgrass Resort located in Ponte Vedra, Florida and in September of 2018 we will once again come together at the Marriott Sawgrass Resort to celebrate our 20th Anniversary. Stay tuned for more information and events regarding our celebration!

As follow-up to our request for referral information, reports indicate that many of our member firms have experienced referrals-in as well as sent referrals-out. We need to keep this effort going by continuing to encourage our members to take advantage of the experience, wisdom and esprit de corps that exists within the organization and to make our colleagues in our respective firms aware of who Business Counsel is and how it can be of assistance to clients in many locations.

News to Share

Many of our member firms reported several items of interest and we have noted them below for your information.

- **Casellas Alcover (Puerto Rico)** ó noted that Ricardo Casellas is a commercial arbitrator for the AAA and is trained in both the civil law and the common law. With Spanish as his native tongue, he is qualified to serve as an arbitrator in international disputes involving foreign states and corporations in Latin American and in the United States.

- **DibbsBarker (Australia)** ó has a strong international focus and regularly provides advice to overseas clients in several practice areas. The Intellectual Property team works with several US Biotech Companies to establish Australian subsidiaries. A full service is provided to US clients setting up in Australia and advises companies regarding on-going contractual and compliance matters working closely with Deloitte in relation to the R&D tax incentive. The Commercial team has assisted a number of multinationals to set up and do business in Australia. The Product Liability team advises international companies and their insurers in the management of their product liability risks, including compliance with legislative and reporting obligations of product liability claims.

Kelli Stallard will be sending members a copy of an alert regarding "Trends in Doing Business in Australia" which targets US companies who have operations in Australia.

- **Hill Ward Henderson (Florida)** ó Represented an NFL Franchise Team in a deal to renovate its Stadium for the 2016 NFL season and the 2017 NCAA Football National Championship game. The firm is currently representing the NFL Franchise Team in an additional renovation deal of its Stadium for the 2017 NFL season. The firm is also representing the owner of an NHL Franchise in a matter involving a \$2 Billion design and construction project for a local waterfront area.

Hill Ward Henderson also secured a judgment in favor of its client (a national developer of multifamily properties) compensating the client for lost profits resulting from the county's unlawful denial of a land use application.

- **Lind Jensen (Minnesota)** ó 2018 Super Bowl will be held in Minneapolis. While Rick Lind has indicated, he is not certain tickets can be obtained, he has offered to assist member firms and clients of member firms if you are visiting Minneapolis. In addition, please note that Lind Jensen can assist with matters in western Wisconsin, North and South Dakota and Iowa.
- **Montgomery Andrews (New Mexico)** ó Health care law practice area is rapidly expanding and the firm is adding lawyers as they can find them.
- **Oldham Li & Nie (Hong Kong)** ó is celebrating its 30th Anniversary this year. The firm will hold a series of anniversary events focused around an "Arts & Culture" theme kicking off with a private screening of Beauty & The Beast. The firm once again received high praise from Chambers and is reflected in the 2017 Asia Pacific guide. The firm is ranked as a Leading firm in the areas of Corporate/M&A, Employment and Family/Matrimonial law.

- **Perlman Vidigal (Brazil)** ó the firm was recognized as a leading firm by the most relevant publications specialized in the legal industry. The firm was noticeably active in Brazil's unprecedented tax amnesty program for offshore assets, by means of which the Brazilian government managed to collect over 50 Billion Brazilian Reais in taxes and fines (which amounts to over \$16 Billion US dollars). Our tax team assisted approximately 60 high-net worth individuals in their enrollments in the program.

Marcelo Perlman has been appointed as membership officer for South America of the Insolvency Section of the International Bar Association.

- **Potter Anderson (Delaware)** ó The overwhelming number of incorporations in Delaware, plus the frequent use of Delaware alternative entities, gives rise to jurisdiction not just for corporate matters but for all manner of litigation generally (patent, bankruptcy, contract, etc.), providing access to a court system consistently ranked among the best in the country. Our firm offers expertise in all of these areas and can assist any member firm's clients as needed.
- **Rousaud Costas (Spain)** ó Our firm has added two new partners, Carlos Hernandez and Jesus Martrat. Carlos is a state's attorney on leave of absence and joins our Regulated Markets area. Jesus is a Pharmaceutical expert joining our Pharma and Data Protection area. Our firm has recently been recognized as one of the most active firms in market transactions in 2016 by the industry's most important rankings, such as Transactional Track Record and Bloomberg. Specifically, it has been ranked as the most active advisor by volume of transactions in Venture Capital and one of the most prominent in M&A. El Referente's 2017 has named our firm as the best firm for Start-ups in Spain.
- **Solomon Ward (California)** ó Williams Mullen has graciously been providing Solomon Ward a "home base" for over a dozen depositions at the Tyson's Corner office for an arbitration matter in California between our client and former Virginia distributors.

Business Counsel will be sending emails on a regular basis to all our members to continue the effort of constant contact and dialogue between our members. We want to be sure to keep Business Counsel in the spotlight to make all members and their colleagues aware of who we are and what we can do to assist all member firms cross-market their practices and firms across our organization.

I look forward to seeing you all at our upcoming conference scheduled to take place on May 5 ó 6, 2017 at the Park Hyatt Resort located in Carlsbad, California.

Safe travels!

~**Ken**

J. Kenneth Carter, Chair
Business Counsel, Inc.