

Client Biography

# Paul W. Gardner II, Esq.

...Entertainment and Corporate Attorney – The Gardner Law Group

About Attorney Paul W. Gardner II

**Paul Gardner, Managing Partner of The Gardner Law Group**, practices in the areas of entertainment law, venture capital, mergers and acquisitions, and international corporate law. He has served as counsel to award-winning producers, writers, and artists, as well as industry leading film production, finance, and distribution companies. Mr. Gardner represents major clients in negotiating record deals, publishing rights, movie deals, and sports contracts.

In the beginning of his legal career, Mr. Gardner was a clerk for Chief Judge Robert M. Bell of the Maryland Court of Appeals, and then joined DLA Piper Rudnick Gray Cary LLP, a national law firm where he focused on contract, venture capital, mergers & acquisitions and international corporate law for over four years. In addition to handling industry-specific matters, The Gardner Law Group often calls on attorneys of the firm's other practice sections, including the Intellectual Property Section, which assist with copyright, trademark, licensing, and other issues.

The Gardner Law Group currently or has been the legal advisor to many high-profile clients including Actor/Comedian *Tommy Davidson*; the Prince of Fashion *Travis Winkey*; *Dr. Benjamin Chavis*, former head of the NAACP as well as co-founder of the Hip-Hop Action Network; National recording group *OutKast*; *Michael "Blue" Williams*; Model/Actress/Rap Artist *Angel Lola Luv*, *Bizzy Bone of Bone Thugs-N-Harmony*, world-renowned recording artist *Mya*, Actor/Model *Ezra Masters* and many others. An example of The Gardner Law Group's representation includes:

*OutKast & Michael "Blue" Williams*: The Gardner Law Group successfully advised Mr. Williams during the Rosa Parks affair. The Firm advised this Grammy award winning group and assisted in all aspects of defending the alleged trademark and publicity violations.

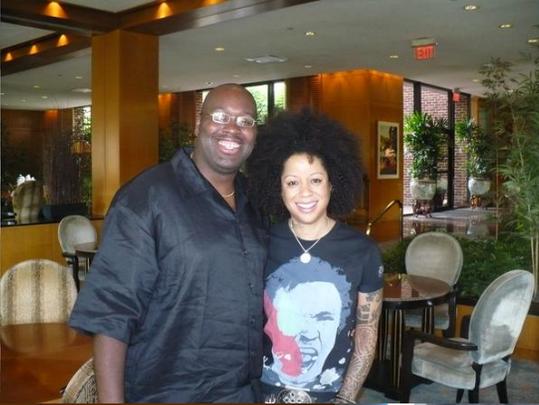
*Da Bloc Incorporated and LOS*: The Gardner Law Group has successfully represented and negotiated on behalf of this major independent label and talented hip hop recording artist, a major record distribution deal with Bad Boy Entertainment and Sean "Diddy" Combs.

*Belinda "BiBi" McGill*: The Gardner Law Group has successfully negotiated and assisted Ms. McGill in her intellectual property concerns along with her touring career as the lead guitarist for Beyoncé Knowles and the Grammy award winning band La Ley. Ms. McGill is signed to Music World Entertainment.



Clients, Colleagues, and Friends





# Paul W. Gardner II, Esq.

Entertainment and Corporate Attorney | Website: [www.thegardnerlawgroup.com](http://www.thegardnerlawgroup.com)

## TELEVISION:

<u>CNN'S Burden of Proof</u> , Washington, DC Sept. 1998/Jan. 1999	Televised Guest Appearances	Joined former defense attorney Greta Van Susteren and former prosecutor Roger Cossack to first discuss the legal relevance of President Bill Clinton's national apology in the Lewinsky matter, and then the effects of the Senate impeachment trial.
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## RADIO:

<u>Michael Eric Dyson Radio Show</u>	Guest Appearance	Joined show to discuss national state of Hip Hop. Engaged in live question and answer session
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## PANELS/CONFERENCES/FORUMS /EVENTS:

- *Uplifting Minds II Entertainment Conference* April 18, 2009: "Entertainment Law Tips" - Speaker Paul Gardner II, Esq.
- Engaged in several discussions pertaining to the state of black youth and leadership
- *Making the Right Moves Entertainment Conference 2007: Speaker Paul Gardner II, Esq.*
- The Gardner Law Group sponsored concert featuring Common, Fertile Ground & Los (Bad Boy/Da Bloc) January 2008

## REPRESENTATION (partial listing of clients):

<u>OutKast:</u>	National recording rap group
<u>Grouchy Greg:</u>	Co-founder of Allhiphop.com
<u>Michael 'Blue' Williams:</u>	<i>Management of Outkast</i>
<u>Belinda 'BiBi' McGill:</u>	Lead guitarist for Beyonce Knowles
<u>Kevin "Young City Chopper" Barnes:</u>	Making of the Band/Badboy
<u>Angel Lola Luv:</u>	Model/actress/video vixen/rap artist
<u>Ezra "Buddah" Masters:</u>	Actor/model
<u>Dr. Benjamin Chavis:</u>	<i>Former head of the NAACP and co-founder of the Hip-Hop Action Network with Russell Simmons</i>
<u>Mya:</u>	Grammy award winner / national Recording Artist
<u>Darkroom Productions:</u>	Music Producers of <i>HBO shows "The Wire" and MTV's Rob &amp; Big</i>
<u>LOS:</u>	Bad Boy recording artist
<u>Bizzy Bone:</u>	National recording artist/member of ' <i>Bone Thugs-n-Harmony</i> '
<u>Rosa Acosta:</u>	Model/actress/video vixen
<u>K.D.:</u>	National recording artist/member of ' <i>Prophet Jones</i> '
<u>Bryant McGill:</u>	Nobel Peace Prize nominee, award-winning author

## EDUCATION:

Howard University School of Law – J.D. May 2000  
Washington, DC

University of Delaware– B.A. Criminal Justice Jan. 1997  
Newark, DE

## COMPANIES:

The Gardner Law Group - [www.thegardnerlawgroup.com](http://www.thegardnerlawgroup.com)  
Multiple Offices, US: Managing Partner

Gardner Consulting, LLC, US: Owner/Founder



**GARDNER**  
CORPORATE & ENTERTAINMENT LAW GROUP



## ADVICE

POSTED: MAY 4, 2009

### Nas and Kelis: The Legal Side of Their Divorce

Charreah Jackson



We were disappointed to learn that the rumors about Nas and Kelis calling it quits were true. In her filings, a seven-months-pregnant Kelis stated irreconcilable differences as the reason for the split and is seeking spousal and child support, joint custody of their unborn son, and for Nas to pay for court costs. The duo joins a long line of celeb couples gone kaput. Entertainment lawyer Paul Gardner, who has represented OutKast, Mya and more, weighs in on the latest Hollywood divorce drama.

#### **ESSENCE.COM: Attorney Gardner, if you were Nas's lawyer how would you advise him?**

**PAUL GARDNER:** Well, I've met Nas on a couple of occasions and I was very shocked about this, with the rumors going on for six or eight months now. If he doesn't have a pre-nup, I would tell him it's cheaper to keep her and settle the differences, much like Michael Jordan tried to do. He went back in the house and tried to straighten up after his lawyers showed him the numbers. I speculate Kelis came in with far less than Nas had. The fact is a judge is going to look at how she is accustomed to living now and how she was before marrying Nas. There will be alimony and child support for the next 18 years.

#### **ESSENCE.COM: And in this, how will child support and custody probably work out?**

**GARDNER:** For custody, both legal and physical will probably be awarded to her, especially with a newborn. For child support, they will look at what Nas makes and his living expenses, and generally take 20-30 percent of that gross amount—not the net. This is even before taxes. If I was Nas's lawyer, I would pull him in a room fast and I would run the numbers. He is not going to be the same financially for at least 10-12 years. He definitely will see a decline in his lifestyle, even if he tries not to show it.

#### **ESSENCE.COM: Do you advise your famous clients on the seriousness of marriage and prenups beforehand?**

**GARDNER:** I'm old school, and I am used to you going to see a minister to be cleared, then you see a lawyer. My advice is to get a prenuptial agreement, which protects both of them. I've had celebrity couples on my couch and they joke, laugh and kiss when I bring up a prenup. Then the guy will wink behind her back when she's not looking, because he didn't know how to bring it up. Invariably guys are weak when we are in love and women have a lot of power, so it's not always the women who don't want to do it.

#### **ESSENCE.COM: Interesting. So what can the average person learn from the collapse of these famous marriages?**

**GARDNER:** This teaches everyone that rich people have problems too. We are so used to putting them on pedestals, we forget. In this case a baby isn't enough to keep them together, when usually you will see people will try to work it out when that happens. But she's seven months pregnant and she still is filing. This is going to be very difficult for these individuals, like it would be for anyone else.



## MUSIC

ADD THIS EMAIL PRINT COMMENT

# A Day at the Making the Right Moves Entertainment Conference

By [Al Shipley](#) | Baltimore City Paper | Posted 8/6/2007

Whether or not you think of Baltimore as a music town, it's definitely not a music industry town. And if there's one thing the city's countless starving artists could use a little more of, it's business savvy and some perspective about their chances of success. With that thought in mind, Milestone Media organized the first Making the Right Moves entertainment conference last week, booking a few rooms at the Baltimore Convention Center for a weekend full of networking and panels offering advice on everything from promotional street teams to legal representation. I was asked to speak on two panels at the conference in my capacity as a *City Paper* contributor and a Baltimore music blogger, respectively on the subjects of the press and internet marketing. After attending Friday night's meet and greet and showcase at Taste International to pick up my VIP pass, I showed up at the Convention Center early on Saturday to watch some of the events before my panels started. Although Making the Right Moves was billed as an "entertainment conference," and those in attendance included a rock band manager and owners of a clothing line, the clear target audience was the countless young African-American entrepreneurs who consider themselves not just rappers but also label owners and future media moguls. **The second panel of the morning, "Get Your Business Started the Right Way," was one of the more informative, thanks mainly to entertainment attorney Paul Gardner, whose clients include Young City and Baltimore rapper Los. Gardner addressed the importance of incorporating your label as an LLC as early as possible, and trademarking all names, logos, and titles.**

AHH Stray News: Rappers Support Baltimore Lawyer's Benefit Event

Published Thursday, December 11, 2008 1:41 PM [[www.allhiphop.com](http://www.allhiphop.com)]

A number of notables from the Hip-Hop industry will head to Baltimore to attend a Christmas party aimed at benefiting the city's needy children. Attorney Paul Gardner and his Gardner Law Group, along with local label Unruly Records, will host the event at Gardner's Baltimore office. Celebrities like *Doug E. Fresh*, *Mya*, *Angel Lola Luv*, *Nikki Turner*, *Lil Vicious*, *Felecia 'Snoop' Pearson* and *Dr. Ben Chavis* are expected to attend the event, which takes place from 5:00 - 11:00 PM. *Gardner Law Group* represents *Mya*, *Dr. Ben Chavis* and *Felecia 'Snoop' Pearson*. The firm is also presiding over a multi-million dollar federal lawsuit against rappers *Lil Boosie* and *Webbie*, after the pair allegedly stiffed a local promoter on two separate occasions.

A promotional poster for 'ALLHIPHOP WEEK 07' held from Sept 15th-21st. The poster lists several sponsors: ALLHIPHOP.COM (THE WORLD'S MOST DANGEROUS SITE), myspace.com (a place for hip-hop), American Airlines, GARDNER CORPORATE &amp; ENTERTAINMENT LAW GROUP, iPod + iTunes, POLO GROUNDS POLO GROUNDS MUSIC, 60 ATLANTA, j records, REZE, and global Grind (Your Web. Your Power. Your Peace).

Welcome to "The Birth" AllHipHop Week 2007 - Sept. 15-21 Sign In | Join | [RSS](#) [Podcasts](#) [Bookmarks](#) [Contact Us](#) [Write a Friend](#)

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industry spotlight | breaking ground | de's & producers

**Latest Features**

- Deep Cut Conversations: Omega "The Saga" (Remix) 14
- Poison Pen: Bad Guy Parade 3
- Hip-Hop Rumors: Beyonce Nade? 50 Cent, Ja'Zel and Jim... 235
- Where Are They Now? - Da Ranks! 21
- AllHipHop week: The Fashion Show Hear & Now 7

**AHH TODAY**

- Turner A Christmas Holiday Revisited 8
- Hip-Hop Rumors: Jay-Z's New Album? 1
- Deep Cut Conversations: Omega "The Saga" (Remix) 30
- Da Ranks! 21

**RUMORS**

- Hip-Hop Rumors: Joe Budden's Bro Shot, Kanye West, Cam... 1
- Hip-Hop Rumors: Why The "I Got Money" Remix JUST Came... 1
- Hip-Hop Rumors: Jay-Z's Coming Back? Mary 19

**COMMUNITY**

- Jackson on Obama - "He's acting shite"
- Where JACKED UP!!!?
- Shocking revelations of past SchoolMates

**REVIEWS**

- Chambliss: Ultimate Victory
- N.O.R.E.: Nerenity
- Spider Loc: West Coast Secret - The Project

**ALTERNATIVES**

- Jak Curi: Born Again
- Babyface: Timeless Classic
- The Last Word: -Mud On Sex and the City, The On Radio...

**FEATURES**

**Deep Cut Conversations: Omega "The Saga" (Remix)**  
posted Wednesday, September 19, 2007 12:42 AM | 14 Comments

By Jake Paine



Comega never brags how real he keeps it, and that might be the secret. The Queensbridge MC has penned and spit raps that evoke soul with the struggles of street life for almost 15 years. As an independent artist, "Mega" found early success in his *The Realness* release. Among 13 other joints, "The Saga" demonstrated Cory McKay's unique telling of hustler life with compassion.

Appearing later as a download and bonus track, "The Saga," a testimony of struggle and pain, good and evil would meet the icy piano chords of producer Stanley O in a truly groundbreaking remix. Next month "Mega's" Legal Hustle Records will release *Got Beats?* reaffirming the MC's respect for production, as he crafts his "perhaps" self-titled fourth album featuring beats from DJ Premier, Large Professor, Nottz and Pete Rock. Deep Cut Conversations unravels the remix of "The Saga." Take the time.

**WITH CELEBRITY GUESTS**  
**TALIB**  
**DJ GOLDFINGER**

AllHipHop.com: The remix of "The Saga" is so striking to me, with the piano and the drums, it's groundbreaking to Hip-Hop. Tell me first about the writing of that song, which seems so personal, what kind of mind-state where you in?

Comega: I was just trying to touch people; I wanted people to feel the emotions that I feel about the ghetto. I was trying to be realistic with it. Before *The Realness* came out, especially in my hood, we had done classic Hip-Hop, but it was exaggerated rap - shoot, shoot, bang, bang, all that s\*\*\*. I wanted to let n\*\*\*as know about the pain.

I'll never forget writing "The Saga"; I was in Brooklyn, at my sister's house, with no heat in the house. I went to sleep with a f\*\*\*in' winter coat on. I was feeling that pain, that struggle. Damn. We had to heat up the house with a stove; this is how it is for n\*\*\*as that's poor. There's people that live like that everyday. It's probably March. My man Kl from Screwball was there too, writing. We're sitting there frozen. So I said, "The saga begins, I'm a reflection of the drama within, in the ghetto I live in," so I started just writing about the s\*\*\*t I see.

I know how it feels to see your man, who you've got love for, to see his mom come and want to buy crack off you. Or to see one of your friend's brothers or sisters want to buy crack off of you. One part of me was like, "Get the money," the other half is like, "Damn, that's f\*\*\*ed up. I can't do this." These are quotes I heard when I was hustlin'. There was a time when I served a pregnant lady, and I regretted it after that. I never did it again. My man's sister could never buy crack off of me. Even though I was doing wrong, I had a right way about doing it.

... had morals and integrity than it'll rub off on 'em. If they see that we're heartless, that might rub off on them also. When I was younger, you'd see the guys going to school or work with their suits on, and you'd tease them. You think you're living the life. Then fast forward the clock. I saw one of my mans recently who we teased a little bit, now this man's an engineer who designed one of the buildings in Harlem. At the end of the day, who gets the last laugh?

I knew a kid who played basketball excellently, and I thought he had a future. When he tried to sell drugs on the block, I told him, "You can't sell drugs over here." I didn't dead him 'cause I was being greedy. I did it because I was respecting his future.

AllHipHop.com: The song is almost a poem. Was it written to silence or a beat?

Comega: I didn't have no beat. The pain was my beat. I didn't get the beat till months after that. One of the parts of that song that people...

**Post Calendar**

September 2007						
Su	Mo	Tu	We	Th	Fr	Sa
26	27	28	29	30	31	1
2	3	4	5	6	7	8
9	10	11	12	13	14	15
16	17	18	19	20	21	22
23	24	25	26	27	28	29
30	1	2	3	4	5	6

## Baltimore's DJ Class, Unruly Productions Ink Deal With Universal Republic: Published Thursday, February 05, 2009 1:35 PM [www.allhiphop.com]

Famed Baltimore club music pioneer DJ Class is taking steps to further expand the reach of his hometown's sound by aligning with Universal Republic. The signing, which was announced by Unruly Productions and Universal Republic, marks yet another accomplishment for Class, who is currently enjoying the success of his latest single, "I'm the Ish." The song, which spawned a remix featuring Crunk music legend Lil Jon, is taken from the producer's forthcoming album *Alameda & ColdSpring*.

For Unruly co-owner Shawn Caesar, the Universal Republic alliance is nothing short of an asset that can only enhance the status of Unruly Productions and Class. "We are very excited to have Universal Republic get on board with us and share the same vision as we do," Caesar told AllHipHop.com in a statement. "DJ Class has been part of the Unruly family since our very beginning, and together we have created a huge buzz with "I'm The Ish." A fixture on the Baltimore music scene, DJ Class is regarded as one of the founding members of the Baltimore break beat and drum & bass sound. He is best known for producing club anthems such as "Tear the Club Up", "Stop Snitching" and "What's up Baby" as well as co-producing the "It takes two" remix by DJ Kool/Fat Man Scoop.

According to Class, the release of his album *Alameda & ColdSpring* represents the next wave in music, as well as the beginning of a worthwhile alliance with his new recording home. "The opportunity for Unruly and myself to be a part of Universal Republic is amazing," DJ Class stated. "I see this as long overdue for myself as an artist and club music as a genre. This union will make history."\*

Unruly's other owner Scottie B. acknowledged the creative freedom and opportunity that Universal Republic has extended to his label. "Both Avery and Monte Lipman at Universal Republic have allowed us to expand that vision to a wider audience while allowing Class to keep his creative integrity," Scottie B. said. "We couldn't be happier and with this situation, and also are looking forward to working with the UMGD team. This is just the beginning." DJ Class' *Alameda & ColdSpring* is slated to hit stores this year.

MONDAY, AUGUST 13, 2007

THE DAILY RECORD

# Maryland Lawyer

News and analysis of legal matters in Maryland

Cover story

## Virtually on the scene

*Entertainment lawyer builds his practice on his own turf*

BY CARYN TAMBER

caryn.tamber@mdailyrecord.com

**P**aul W. Gardner II wants to become a big name in the music business, a go-to guy for stars and up-and-comers.

He goes to lots of parties to get his name out there, slipping Jay-Z and Mariah Carey his business card at Kanye West's birthday party, hoping he'll be remembered.

He runs his own practice with one other lawyer, who's of counsel, but he aspires to add two more attorneys in the coming year.

And for the office that he hopes to turn into a one-stop legal shop for the rich and famous, Gardner has chosen... New York? Los Angeles? Nashville, the country music capital?

Try Baltimore.

Gardner is trying to build a top-notch entertainment law practice away from the classic entertainment hotspots, betting on technology and low rates to help him compete.

Gardner, 34, grew up in Augusta, Ga. From an early age, he knew he wanted to do something big with his life.

He narrowed it down to being a preacher, like his father, or following in the footsteps of another man in the congregation whom worshippers treated with great respect.

"I always said if God did not call me to the ministry, then I would be the next best thing, and the next best thing in our con-



ERIC STOCKELIN

Paul W. Gardner II is betting on technology and the lower cost of living in Maryland to help him build a powerhouse practice in entertainment law.

gregation was a guy by the name of Judge Brown," he said. (That was Carl C. Brown Jr., then an Augusta municipal judge and now a Georgia Superior Court judge.)

"God didn't call me to the ministry, so I went to law school," Gardner said.

Gardner graduated from the **Howard University School of Law** and went on to clerk for **Court of Appeals** Chief Judge Robert M. Bell. He then landed at Piper, Marbury, Rudnick & Wolfe — now **DLA Piper US LLP** — where he practiced in the Venture Capital and Corporate Law departments. He didn't have a thought of becoming an entertainment lawyer.

"This was the furthest thing from my mind even when I graduated law school," Gardner said. "Seriously, I didn't even take music law in law school... I wanted to go to Piper. I wanted to go to a big law firm and be a transactional attorney."

Then, he got assigned to do some legal work for the comedian and actor Tommy Davidson. He enjoyed the job so much that he started to think about how he could work with entertainers all the time.

In early 2004, he left Piper to start his own firm.

Gardner said he doesn't worry much about being located in Baltimore, rather than in one of the big music cities. These

days, it doesn't matter where you are relative to the client, because e-mail, BlackBerry, fax machines and scanners erase the distance, he said.

"You can service these clients at a high level without having to really be there," he said.

Jean S. Fugett Jr., who is of counsel in Gardner's office, pointed out that the top executives in the music industry are rarely in their offices.

"If you look at their calendars, they move around all the time," Fugett said.

Even a lawyer based in the same city as a recording mogul will have to use technology to reach clients and others, so it hardly matters that Gardner is in Baltimore, he said.

## Signing them up

Being in Baltimore can actually be an advantage, Gardner said. Everything costs less than in New York and L.A., from office employees to gas, he pointed out. He said the big lawyers there charge anywhere from \$400 to in the \$700s per hour, while he can charge in the \$200s or less.

Gardner has wooed a few well-known artists so far. He is proud of those clients — so proud, in fact, that he lists their names on the back of his business card and anywhere he has a Web presence.

There's Michael "Blue" Williams, manager for OutKast, whom Gardner said he advised during a dispute with the late Rosa Parks over OutKast's use of her name as a song title. There's former Dru Hill member Scola.

There's also Baltimore rapper LOS, whom Gardner helped sign to P. Diddy's Bad Boy label.

LOS — short for Carlos — is an exception, though; Gardner rarely takes on unsigned Baltimore acts. That's not because the talent isn't there, he said.

"If I had the power to sign them, I would, oh my gosh, but unfortunately, even if I said \$150 an hour, they still couldn't even afford that, unfortunately," Gardner said. "Our vision for the firm is to help local artists, but our vision for the firm is also to remain economically viable and profitable."

He has taken on "two or three" acts that have yet to sign recording contracts, with the understanding that although they can't pay now, when they make it in the business, Gardner will get his money.

Gardner markets himself mainly by

# Making MySpace your space

Legal marketing experts say Paul Gardner made a good business decision when he chose to market his practice on social networking sites.

But, they caution, MySpace is not for everyone.

"I think it can be used very well by lawyers, one, who understand how to use it, and two, for the appropriate type of lawyer," said marketer Kevin O'Keefe, president of LexBlog, a company that helps lawyers set up blogs.

Gardner is the appropriate type of lawyer, agreed O'Keefe and Larry Bodine, an Illinois-based marketer.

"His potential clients are kids, so that's the sort of thing, if you're looking to represent BMX racers and skateboard champions and people who want to be actors and musicians, then that's the perfect place," Bodine said. "When you put it in that perspective, it's excellent marketing. He's going where the customers are."

Anyone looking for young clients needs to follow Gardner's lead and focus on the Internet, Bodine said.

"The way that you get to young people these days is online," Bodine said.

"You reach young people by text messaging them, you reach them on blogs, you reach them on YouTube. If the guy is smart, he'll cut a video of himself and put it online."

While MySpace may be appropriate for lawyers seeking to attract young clients, it won't help corporate lawyers get clients, Bodine said. For that, attorneys might want to try a professional networking site such as LinkedIn, he said.

O'Keefe said lawyers who want to market themselves online should browse on social networking sites for a while to get an idea of the language and social conventions. The hard sell may not be the best way to attract clients, he said.

"You don't [want to] be the person that walks into the networking function with a bullhorn and starts shouting how great you are," he said.

Older lawyers shouldn't balk at meeting clients online, O'Keefe said; they should think of it as the equivalent of meeting clients at a golf outing.

*By Caryn Tamber*

word-of-mouth. He also goes to music industry parties, pushing his business card into the hands of the powerful, hoping they'll remember him next time they need a lawyer.

"I'm not the most forward person in the world, so I've got to get up and use those opportunities and say to folks, 'Hey, here I am, I'm here in Baltimore. If you ever run into any problems in Baltimore, Maryland, make sure you call on me,'" Gardner said.

## 'Good vibe'

There are also Gardner's efforts on the social networking site MySpace, which is how he met one of his favorite clients, Bibi McGill, lead guitarist for Beyoncé Knowles' band.

Gardner said he set up MySpace and Facebook pages at his sister's suggestion when she pointed out that the services were free and that it couldn't hurt. One night, he decided to build up his list of "friends" and messaged 20 or 30 music-industry types. (See related story below.)

One of those people was McGill, already an accomplished guitarist who just that day had auditioned to play for Knowles.

"I was feeling like I was going to get the gig and I knew I'd need a lawyer," McGill said. "I read his profile and he just seemed so down to earth."

McGill said she is not in the habit of meeting people on MySpace. She usually would not even go to lunch with someone from the Internet, "let alone hire a lawyer to represent me for Beyoncé." But Gardner gave her a "good vibe," so she retained him.

He now does her contract reviews and helped her set up a limited liability corporation.

Gardner said he loves what he does. He says entertainment law is "cooler, slicker, funner" than venture capital.

"My feet hit the ground every morning ready to get to work," he said.

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## Baltimore-based entertainment lawyer has guided OutKast and other stars

By: Exhibit A

June 30, 2008

PAUL W. GARDNER

*Profession:* Attorney and managing partner, Gardner Law Group, Baltimore

*Achievements:* Represents national and local talent including Grouchy Greg (co-founder of [Allhiphop.com](http://Allhiphop.com)); Mya; Dawn Robinson (En Vogue); Bizzy Bone (Bone Thugs-n-Harmony); K.D. (Prophet Jones); DJ P-Cutta; Ryan Banks; Los of Bad Boy Records; Bibi McGill (lead guitarist for Beyonce Knowles); Darkroom Productions (of the HBO shows "The Wire" and "Rob & Big") and Bryant McGill. One of the first attorneys to build a MySpace page for networking.

**Q.** What can an attorney who specializes in entertainment law do for a musician or writer who's starting out?

**A.** Look at it this way. If you are advanced \$100,000 from your label, you will likely have to sell more than 200,000 CDs before you ever get a single penny from your work. At 200,000 CDs sold, about \$3 million has moved through the system. Retail and distribution companies have made about \$2 million, and your label has made up to \$1 million. However, in artist royalties, you have not made one dime. Thus, attorneys in the entertainment industry provide general legal advice and negotiation skills – but this is only a small part of what we do.

An experienced and "connected" music attorney can be a valuable member of your team, getting your demo in front of the right pair of ears. A good entertainment attorney should also have in their repertoire the ability to be your business advisor and your personal "rainmaker." In addition to bringing people together for creating deals, your attorney may also administer copyrights and help collect funds on your behalf. Of course, if things go wrong regarding any deal transaction, then your attorney can coordinate the ensuing litigation.

**Q.** What does an attorney do for an established entertainer after the contracts are signed?

**A.** After the initial recording contract is signed, an entertainment attorney has numerous contracts to review and negotiate during the artist's career. Additionally, we accompany artists backstage at events to ensure that agreements are going as they were agreed upon.

**Q.** How have changes in the music industry changed your work?

**A.** Entertainment law attorneys now have to be more media-oriented, whereas in the past our main work was on record label contracts. We have to keep up with issues like digital rights management (DRM) and marketing on YouTube and MySpace, and need to be aware of changes in these companies. The universe of material that we need readily available has expanded.

**Q.** Do you work directly with entertainers, or through agents or other representatives?

**A.** We work closely with our clients, but we also work through agents and other representatives. It is a prerequisite that we work directly with a client. We don't want to represent clients where we only go through a middleman, because then we aren't really representing them. We work directly on the phone and through e-mail with high-profile clients like Mya, Bibi McGill, Dawn Robinson, and Los.

**Q.** Your firm has major stars from around the country as clients. How does a Baltimore-based firm do that?

**A.** I largely accomplished this the old-fashioned way: through word of mouth and by speaking on entertainment law panels. Breaking into the entertainment industry isn't something you can wake up and do, because it's like trying to get into an exclusive party. There are two main ways to get in: either 1) you get a formal invitation in the mail, or 2) someone from inside the party has to physically come from inside and bring you in. We got in largely through my first two clients, Tommy Davidson and OutKast. We also advertised heavily on MySpace, and I spoke at panels around the country.

**Q.** How can an entertainer find the right attorney?

**A.** The best way to find an entertainment attorney is through word of mouth. Ask other artists and industry professionals for recommendations. In addition, entertainment attorneys can often be found at entertainment industry conferences. Attorneys often participate at these events as panelists and usually stick around after the event in order to network and answer questions. However, if you prefer an approach that is less public in nature, then you can contact lawyer referral services.

# GOODWILL TREATY FOR WORLD PEACE

Featured Treaty Signers - April 2008 [www.goodwilltreaty.org/featured]

1. Annie Duke, Poker and Charity Star, Signs Goodwill Treaty
2. Ben Affleck, Actor and Philanthropist, Signs Goodwill Treaty
3. **Bibi McGill, Beyonce's Lead Guitarist, Signs Treaty and Becomes Goodwill Ambassador**
4. Charles Barkley, Former NBA All-Star, Signs Goodwill Treaty for World Peace
5. Don Cheadle, Actor, Humanitarian and Darfur Activist, Signs Goodwill Treaty
6. Dr. Gregory W. Cotter, One of the World's Preeminent Cancer Researchers, Signs Treaty
7. George Noory, Emmy Award-Winning Broadcaster of Coast-to-Coast, Signs Goodwill Treaty for World Peace
8. Grammy Award-Winning Rock Band, Los Lonely Boys Sign Treaty
9. Jason Alexander, TV and Film Actor, Signs Goodwill Treaty
10. Jermaine Jackson's Wife, Halima Rashid of EarthCare International Signs Goodwill Treaty for World Peace
11. Jim Karol, Celebrity Entertainer, Signs Treaty and becomes Goodwill Ambassador
12. Katerina Graham, Actress, Model and Singer, Signs Goodwill Treaty
13. Kathleen Procter-Moore, Australia's Great Operatic Treasure, Signs Treaty and Becomes Goodwill Ambassador
14. Matt Damon, Actor and Philanthropist, Signs Goodwill Treaty
15. Miss Chantelle Paige, Signed Lead Singer of Flypside, Signs Treaty
16. Montel Williams, Television Talk Show Host, Signs Goodwill Treaty for World Peace
17. **Paul Gardner, Esquire, of the prestigious Gardner Law Group Signs Treaty**
18. Raymond "Ray" Romano, TV and Film Star, Signs Goodwill Treaty
19. Rock and Roll Hall of Famer and Iconic Musician, Dave Mason Signs Treaty
20. Stepmother of Al Pacino, Katherine Kavin Pacino, Signs Goodwill Treaty
21. Susaye Greene, Former Supreme, Signs Treaty and becomes Goodwill Ambassador

The screenshot shows the website's interface with a dark background and a white dove in flight. The main header reads "Good Will TREATY FOR WORLD PEACE" with the tagline "BEING THE POWERFUL CHANGE THE WORLD NEEDS TO BE HEALED". Navigation links include Home, Treaty, About, and Contact. A sidebar on the left lists "Return to Home" options like "SIGN THE TREATY" and "Goodwill Ambassadors". The main content area features a "FEATURED TREATY SIGNERS" section with buttons for "CONTENTS", "COVER", "CREDITS", and "COMPLETE". Below this is a "Table of Contents" listing Paul Gardner and Susaye Greene. A featured article for Paul Gardner, Esquire, is displayed, including a photo of him and a quote from Bibi McGill. To the right, a "CLICK TO SIGN THE TREATY FOR WORLD PEACE" section shows a total of 8437 signatures and a bar chart of signatures by country, with the USA having the highest count at 1,874.

**FEATURED TREATY SIGNERS (NEW SECTION, MORE COMING SOON)**

CONTENTS COVER CREDITS COMPLETE

**Table of Contents**

1. Paul Gardner, Esquire, of the prestigious Gardner Law Group Signs Treaty
2. Susaye Greene, former Supreme, Signs Treaty and becomes Goodwill Ambassador

**PAUL GARDNER, ESQUIRE, OF THE PRESTIGIOUS GARDNER LAW GROUP SIGNS TREATY**

Paul Gardner is the managing partner of the Gardner Corporate & Entertainment Law Group, which is widely regarded as one of the top entertainment and corporate law firms in the United States. Under the leadership of Mr. Gardner and his team, the Gardner Law Group is trusted by some of the most prominent individuals and institutions in the world.

Bibi McGill commented, "I am so delighted that Goodwill Ambassador Bibi McGill was joined at the symbolic treaty table by Paul Gardner, Esq., in April of 2008. Paul's simple act of intention reflects what I suspect is his guiding and principle desire for the universal justice he fights for daily. Here is an example of a very successful man, who has not been made cynical by the system; a man who dares to continue believing that good things are still possible in this world. I would like to personally commend Mr. Gardner for having the courage to stand forward and be counted among those who are willing to imbue a simple document with the unlimited power of meaning that can only come from the human heart and will.

It is truth that we do not have to be victimized by the ugliness in the world any longer. I refuse to accept that world. There is a new world waiting for us all, and it is being brought about by people like Paul. What have you done for peace lately? Peace is desirable at all levels, is it not? It is desirable in the world, in our country, in our cities,

**AMBASSADOR**

**CLICK TO SIGN THE TREATY FOR WORLD PEACE**

Total: 8437 Signatures by Country

USA	1,874
UK	253
Canada	96
France	69
Germany	55
Spain	57
Italy	52
Japan	50
Australia	46
Sweden	46
Other	45

Signatures by Country

## ***Rap, liquor license irk candidate***

### **City Council hopeful questions concert scheduled Saturday at the Du Burns Arena**

By Liz F. Kay

sun reporter

August 16, 2007

A candidate for the City Council seat representing Canton has raised concerns about a concert Saturday at the Clarence H. Du Burns Arena featuring rappers Lil Wayne and Juelz Santana.

Donald J. Dewar III sent a letter Monday to Mayor Sheila Dixon and the city's liquor board, complaining about the performers' lyrics and Lil Wayne's criminal record. He asked that the event be canceled and its one-day liquor license be revoked.

"This building is in a residential neighborhood," said Dewar, a Democrat. The event "doesn't belong in a neighborhood like this. It belongs in a high-density area."

His letter described lyrics by Santana and Lil Wayne about violence, prostitution and drugs.

Dixon's spokesman Anthony McCarthy said last night the mayor was gathering information about the concerns and the event.

Paul Gardner, attorney for concert promoter IKON Entertainment, said having the city cancel the concert would violate the First Amendment. "It's unconstitutional to really erect a policy banning one kind of concert based on its content," he said.

Dewar acknowledged that the songs were protected as free speech but said that "with all the crime and drugs, having anything like that that promotes it seems inappropriate." He said it is better-suited for downtown venues such as the 1st Mariner Arena.

Gardner said the complaint had a hint of racial bias. "If Paris Hilton was coming down to the Du Burns Arena on Aug. 18, I do not think Mr. Dewar would be complaining -- and she's" been convicted, he said.

City police spokesman Sterling Clifford denied Dewar's claim in his letter that a Lil' Kim concert held at the arena June 15 "created a mini-riot." No police were called to the arena that night, he said. He added that police have developed a security plan for the venue and surrounding neighborhood. "It's something they do for every special event," Clifford said.

The city-owned arena is managed by a company owned by First Mariner Bancorp executive and developer Edwin F. Hale Sr. He could not be reached for comment last night.

City Councilman James B. Kraft, a Democrat who represents Canton, said he was contacted last week about the concert. He also said the June concert caused no problems. Kraft made calls to confirm that liquor inspectors and police would be present, as they are for events drawing crowds at O'Donnell Square and Boston Street bars.

"I'm not, and the city is not, saying we support this particular group or these particular entertainers ... but they have a legitimate contract with the city to use the Du Burns Arena," Kraft said.

Kraft said he plans to meet with officials from city recreation and parks, the liquor board and Hale Properties.

IKON President Tracye Stafford said the concerns were unfounded. "We had no problems. It went smoothly," Stafford said of the June event, which about 500 people attended. The same number is expected Saturday. Liquor board Chairman Stephan Fogleman said last night that there had been no complaints about the June event "except for one concern sent four days ago, well after the license was issued -- certainly a little late for protest."

The one-day license was issued by a liquor board employee and was not reviewed by the board itself, he said. The board received about 26 calls or e-mails complaining about Saturday's event, so future liquor applications for the arena will not be approved without consulting the Canton Community Association, he said.

Lil Wayne, whose given name is Dwayne Michael Carter, pleaded not guilty to gun possession charges after an arrest in New York last month, according to news reports.