

# Lorraine Galvis, Esq., Founding Partner

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## SELECTED REPRESENTATIVE MATTERS

Representation of fast-growing small- to medium-sized businesses and entrepreneurs, ranging from social media companies and influencers to independent sports agencies and private restaurant franchises across the country. Focus on commercial agreements and real and intellectual property transactions involving confidentiality, professional services, trademark and copyright ownership and licensing, commercial lease matters, joint ventures and partnerships, and corporate governance. Experience representing both the talent and company, as well as pre-litigation dispute resolution.

### Commercial Contracts:

- Drafted and negotiated a Professional Services Agreement with a California-based marketing company for various cannabis-related marketing and retail services and engaged and liaised with seasoned Of Counsel in connection with negotiating a complex, multi-million dollar commercial lease for a large retail space in Brooklyn, NY, on behalf of a family-owned cannabis company.
- Negotiated and executed a Master Services Agreement for an online ad campaign for U by Kotex® on behalf of a prominent, social media influencer and podcast personality with over 12,000 current YouTube subscribers and over 26,000 current Instagram followers.
- Negotiated and executed a Podcast Agreement for a multi-episode podcast on the Stitcher® network on behalf of a well-known, social media influencer couple with over 422,000 current YouTube channel subscribers and over 2.7 million current Instagram and Facebook followers.
- Drafted and executed corporate governance for company owners and employment-related documents for their staff and engaged and liaised with Of Counsel in connection with the review and execution of a commercial lease for the company's office headquarters, on behalf of an emerging, Los Angeles-based, Black-owned Vegan skin and hair care company with over 377,000 Instagram and Facebook followers.

### Media & Entertainment:

- Negotiated and executed a Documentary Film Production Agreement with Latino Public Broadcasting (funded by the Corporation for Public Broadcasting) on behalf of the film's producers, and currently drafting and negotiating film crew agreements for film composers and third-party content creators and licensors in connection with the film's anticipated completion and release.
- Negotiated and executed an Exclusive Recording Agreement with major-independent, Nashville-based record label, Big Machine Label Group®, on behalf of a Florida-based singer/songwriter and previous American Idol finalist with over 500,000 current Instagram and Facebook followers.
- Negotiated and executed a Publishing Agreement with major-independent, New York-based record label, Mass Appeal Records® (distributed by Universal Music Group®), on behalf of a New Jersey-based, urban music production team.
- Negotiated and executed an Exclusive Recording Agreement with major-independent, New York-based record label, Mass Appeal Records® (distributed by Universal Music Group®), on behalf of a New Jersey-based, urban music recording artist with over 1.6 million current views on YouTube.
- Drafted, negotiated, and executed a Professional Services Agreement for Digital Marketing Services with a San Diego-based, music twitch and marketing company, on behalf of an Uruguay-based producer and songwriter, resulting in a #1 Billboard chart placement for "Hot Single Sales", a Global Music Award, and 2018 GRAMMY nomination that year.



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- Revised and executed a multi-year, Master Services Agreement for the Purchase of Event Consulting and Management Services for New York City's Administration of Child Services, on behalf of a certified, New York-based, women-owned business enterprise that handles the planning and design of large-scale events around the country.

### Trademarks, Data Privacy, & IP:

- Drafted and finalized a Non-Disclosure Agreement, Terms & Conditions, and Privacy Policy and successfully registered a company logo for a New York-based, women-owned and operated, professional grooming service, in connection with their company's website and mobile application.
- Negotiated a Non-Disclosure Agreement for GRAMMY Award-winning recording artist and actress, Lauryn Hill, on behalf of a New York-based, multi-GRAMMY nominated musical director and keyboardist, in connection with a series of closed writing and pre-production sessions.
- Revised and amended a Submission and Confidentiality Agreement for Verizon®, on behalf of a prominent Latina influencer, in connection with their solicitation and receipt of her unreleased, original content for use in targeted, diverse advertising campaigns.

### Pro-Bono Legal Matters:

- Registered and currently processing trademark registrations for a New York-based 501(c)3 organization dedicated to helping and funding fertility treatments and preservation for cancer patients under the age of 40 who are preparing to undergo life-changing and often fertility-compromising chemotherapy treatment.
- Currently serve as Counsel to a NJ-based 501(c)3 organization that advocates for Diversity & Inclusion, shares awareness on relevant issues to educate its members, affiliates, partners and sponsors, works toward the empowerment of underrepresented groups, including women and women of color in corporate America, business, government, and society, and addresses disparities in the workplace by offering solutions-based tools and techniques for women.
- Regularly counsel and assist independent and unsigned artists, performers, musicians, and other creatives with entertainment related transactions and disputes.