

# King, Holmes, Paterno & Soriano

*K*ing, Holmes, Paterno & Soriano, LLP remains a leader among the country's music-law firms, having had one of its busiest years ever, despite the suspension of the live touring business. The firm's music lawyers over the past year helped get clients through the pandemic, handling innumerable catalog sale and acquisition agreements, negotiating recording and publishing deals for existing and new firm clients, and supporting clients in launching innovative livestream projects



Far left: Howard King;  
left: Laurie Soriano

and in marketing NFTs (non-fungible tokens). KHPS's senior partners are litigator par excellence **Howard King**, **Laurie Soriano** (who reps such artists as **Frank Ocean**, **Karen O**, **Calvin Harris**, **Bon Iver**, **Dominic Fike** and **Kim Petras**) and the irrepensible **Peter Paterno** (whose clients include **Metallica**, **Dr. Dre** and **Sia**).

### MARJORIE GARCIA

**I**n July 2020, the firm announced that it was elevating Garcia to partner. Marjorie joins a group of young KHPS partners with vibrant, growing clienteles, building on the firm's long-standing client base.

**ON WHY SHE GOT INTO THE MUSIC BUSINESS:** "Latinas account for less than 2% of American lawyers. I'm a first-generation Mexican-Guatemalan Latina partner at a major entertainment law firm, and I want to make sure that other smart Latinas don't get left behind."

**TOP 2020 PROJECTS:** Renegotiated **Glori Trevi** and **Raymix's** recording agreements with **Universal Music Latin Entertainment**. Negotiated a new publishing deal for **Jesse & Joy** with **Warner Chappell**. Various endorsement and livestream agreements for **Snow tha Product**.

**ON HOW THE MUSIC INDUSTRY HAS CHANGED OVER THE PAST YEAR:** "The types of deals that I am doing with record labels now are shifting toward artists retaining ownership of their masters. There are more buyers now in the market, and more artists are focusing on growing their fanbases on their own with their teams in order to increase their bargaining power."

### JOE CARLONE

**FUN TIMES AS A YOUNG MUSIC LAWYER:** "I grew up a massive **Van Halen** fan. One of my first big jobs at the firm was working on a tour deal for the band in 2012. I got to speak with **Ed** and **Al**. They yelled at me—not sure if it was because they didn't like what I was



Left: Marjorie Garcia

saying or because they couldn't hear. Either way, I didn't care. It was awesome."

**TOP 2020 PROJECTS:** "I sold an interest in a successful apparel business to a major strategic partner and negotiated the writing, producing and music deals for **RZA** in connection with his **Hulu** series, *Wu-Tang: An American Saga*, along with his directing deal for *Cut Throat City*, which went on to become the #1 movie on **Netflix**. I also successfully negotiated the resolution of several major partnership disputes and a business reorganization."

**MICHAEL REXFORD**

**I**n February 2021, the firm added new partner **Michael Rexford**, originally a lawyer at **UMPG** and most recently a partner with **Manatt Phelps & Phillips**.

**ON IMPORTANT CHANGES IN THE WORLD AND MUSIC INDUSTRY:** "The combination of the pandemic and the profound social reckonings during the past year has created an ongoing uneasy tension in the music industry, as it has in the rest of society, that I'm convinced will ultimately result in important long-term personal and professional health and wellness. While the pandemic has had a devastating effect on the industry, the resulting creative efforts that many in the industry have taken to stay active, stay connected, generate income and develop new aspects of their careers, seem sure to transform the industry in ways that I expect will be revealed as the pandemic fades."

**ON ENTERING THE MUSIC BUSINESS:** "I went to **Berklee College of Music** to pursue a

career as a professional drummer. Not long after graduating, I came to the realization that while I loved performing, I didn't have the necessary goods to succeed as a professional and that I was much better suited to help and guide those who do have real talent. In retrospect, I should have considered my neighbors' periodic calls to the police, complaining about the noise when I played the drums growing up, as an important sign."

**SUSAN HILDERLEY**

**ON HER ROLE AS A MUSIC LAWYER:** "Lately, my practice involves a lot of helping clients sell their catalogs and then create new IP assets so that they can sell those in a few years. My role is equal parts strategic thinker, problem-solver, and unlicensed therapist."

**DOING RIGHT BY RONSTADT:** "We represented **Linda Ronstadt** in the sale of her recorded-music assets to **Irving Azoff's Iconic Artists Group**. Linda is indeed an iconic artist, as well as a really special human being, and everyone on both sides of the transaction felt a responsibility to do right by her and her legacy."

**ON WHERE THE MUSIC BUSINESS STANDS IN 2021:** "The industry, like so many others, was of course forced to change and adapt in this past year. But I think in a couple years we'll be talking about music festivals a lot more than NFTs."

**JACQUELINE SABEC**

**INTERESTING RECENT PROJECTS:** Negotiated numerous deals for hit songwriter and producer **Jason "Poo Bear" Boyd**; handled NFT drops for NFT consulting client **MTAPHR**. Worked with **B Real's** team on the expansion of his **Dr. Greenthumb** cannabis brand.

**ON MUSIC INDUSTRY CHANGES OVER THE PAST YEAR:** "The collapse of the live industry affected not only artists but also the first in and last out at venues: road crews, security guards, venue workers, sound engineers. We still need to collectively find ways to support these people who have given so much to our industry. We have also seen POC shatter glass ceilings in our industry, breaking through to ownership and senior executive positions that were long overdue."

**ON MEETING THE LEGENDARY PETER PATERNO:** "I met Peter at a dinner party at the **Saddle Ranch** restaurant on **Sunset Blvd**. I asked him if he was working on anything interesting. He said he was suing **Napster**. I gave him a high five. He offered me a job on the spot. Twenty-one years later, he's still fiercely protecting artists, and I've never seen him miss a beat." ■



Joe Carlone



Michael Rexford



Susan Hilderley  
below: Jacqueline Sabec

