

## JEFFREY KONVITZ

### Biography

Jeffrey Konvitz is currently engaged in the full-time practice of law through the Law Offices of Jeffrey S. Konvitz. His practice has been and is almost exclusively dedicated to independent motion picture and television financing, general production and distribution, and writer, producer and director arrangements (film and television) with studios and independent financing entities. As such, Mr. Konvitz represents banks, completion guarantors, foreign distributors, bridge financiers, production companies, equity financiers and individuals, both in transactional work and in litigation (Federal, State and in arbitration venues) and over the last twenty years, Mr. Konvitz has actively negotiated and implemented dozens of individual production financing bank and equity facilities. In addition, he has constructed numerous revolvers, overseen dozens of financing workouts and re-financings and, while President and managing director of the two-public motion picture and cable television production and distribution companies, implemented dozens of production and distribution packages, film financing slate deals, and collateral arrangements in connection therewith.

He has structured Canadian financings, Canadian-European Union co-productions, inter-European co-productions, and German fund financings, including creating the financial structures thereof.

In addition, Mr. Konvitz has been one of a few independent financiers, lawyers and producers, both through his law practice and outside, whose career has encompassed almost every facet of creative film-making, motion picture deal-making, entertainment law and film economics and he, (along with Michael Crichton) may be the only producer to have ever written a New York Times best-selling novel ("*The Sentinel*") which hit #2 on the Times best-seller list and #1 on most other lists) and produced a motion picture, whose world-wide box office gross exceeded \$100,000,000 ("*Spy Hard*").

Graduating from Cornell University and Columbia Law School at Columbia University Mr. Konvitz entered the business as an agent at CMA (the predecessor to ICM) in New York. Leaving ICM two years later, he wrote and produced "*Silent Night, Bloody Night*" (Cannon Pictures), a film which has achieved syndication cult status and starred Andy Warhol regular, Mary Woronov, and the late Patrick O'Neal.

After "*Silent Night....*" he spent two years as a production executive at MGM, then moved to Universal to write and produce the motion picture version of his novel, "*The Sentinel*," which sold over 6,000,000 copies in paperback after its hardcover success in 1975.

Upon completing the movie version of "*The Sentinel*," he wrote two more best-selling novels, then moved to Warner Bros. as a producer, where he sold his screenplay, "*Tenderloin*" to Clint Eastwood for the largest price ever paid for an original screenplay by that studio to that date.

Thereafter, he wrote and produced *"Gorp"* for Filmways, a picture which starred and teamed successful actors in their earliest roles, including Dennis Quaid, Fran Drescher and Rosanna Arquette, and then produced HBO's first-ever play for cable *"El Grande de Coca Cola,"* based on the hit off-Broadway show.

Always enamored with the economics and business aspects of film and fascinated by the advent of splits rights, independent film financing, he decided to turn to the full-time practice of entertainment law in 1980. He practiced law from 1981 through 1987, representing banks, distributors, sales agents, producers, directors, actors, television and theatrical writers and directors and novelists and then became President of Kings Road Entertainment, a NASDAQ-listed company. During his tenure at King's Road, he oversaw the financing and production of *"Kickboxer"* (Van Damme), *"Jacknife"* (DeNiro), *"Homer and Eddie"* (Whoopie Goldberg) and *"Blood of Heroes"* (Rutger Hauer).

Returning to the practice of law in 1990, he continued to specialize in independent financing and production until 1992, when he joined his client, Communications and Entertainment Corporation, a NASDAQ-listed company, as its executive vice-president. More importantly, he also joined its principal operating subsidiary, Odyssey Entertainment, as an Odyssey board member and then as its managing director. At Odyssey, he was involved in the sale and financing of over a dozen major films, including *"Sniper"* (Tom Berenger and Billy Zane), *"Q&A"* (Nick Nolte) and *"Switch"* (Ellen Barkin) He also structured the company's huge output financing and distribution arrangement with HBO and arranged, negotiated and structured various security financings, mergers, reverse takeovers and corporate debt financings.

He left ComEnt/Odyssey in 1994, served as executive producer on *"Cyborg 2"* (Angelina Jolie) and *"Bloodsport 2,"* developed and produced *"Spy Hard"* (Leslie Nielsen) in 1996 for Touchstone Pictures at Disney and served as financial, legal counsel and executive producer on the Canadian/German official co-production *"2001-A Space Travesty,"* starring Leslie Nielsen. In each of the foregoing, he implemented all the financing, distribution and/or co-production arrangements.

He returned to the full-time practice of entertainment law in 1997, representing distributors, hedge funds, bridge financiers, German tax funds and various parties in complex business litigation, particularly bride lenders to motion pictures.

In 2006, Mr. Konvitz, as co-counsel, obtained major Federal Court civil verdicts in entertainment matters, first for plaintiff against Merrill Lynch Canada, and then as lead defense counsel for the former owner of Dominos Pizza, Thomas Monaghan, in two inter-connected, film financing fraud cases.

He has served as lead litigation counsel in numerous other cases before AAA, JAMS and IFTA arbitration panels and in the Superior Courts in Los Angeles.

The May 2004 edition of Los Angeles Lawyer published a major article written by Mr. Konvitz on the then-current state of independent motion picture financing with emphasis on co-productions and the equity, subsidy, non-bank debt and bank financing elements therein.

Mr. Konvitz has also served as executive producer and financing counsel on three major motion pictures, "*O Jerusalem*," released by the Samuel Goldwyn Company, "*I Could Never Be Your Woman*," starring Michelle Pfeiffer, and "*The Flock*," starring Richard Gere, all of which were major treaty co-productions or complicated tax subsidy financings.

In 2014, Mr. Konvitz, while continuing his law practice, was also managing partner in a structured finance company backed by Blackstone that oversaw the financing of five pictures through a sister \$100,000,000 film financing fund. Serving as executive producer on each picture, the fund provided bridge, senior debt, and subordinated debt financing for "*Under the Silver Lake*" with Andrew Garfield (to be released this May), "*Spinning Man*" with Pierce Brosnan (already in release), and "*Berlin I Love You*" (in post), plus bridge and subordinated loans for "*El Chicano*" (to be released this May) and "*City of Lies*" starring Johnny Depp.

He continues in his practice of law.