

LOS ANGELES BUSINESS JOURNAL

October 10 - 16, 2011



SPECIAL REPORT

Who's Who In L.A. Law

When some of the country's biggest players say "Let's make a deal" – meaning a merger or acquisition – they often hire L.A. attorneys. So for this year's Who's Who in L.A. Law, the Business Journal picked the top 40 local dealmakers. Working on a transaction that can be worth billions of dollars may involve consecutive all-nighters that finally end in a celebratory clink of champagne glasses – or in a chorus of groans if the deal blows up. In this Special Report, you can read about local lawyers' biggest deals – and flops – along with their most memorable moments.



JEFFREY H. COHEN, 48

FIRM: Skadden Arps Slate Meagher & Flom LLP

LAW SCHOOL: UCLA School of Law, 1988

SELECTED CLIENTS: Oaktree Capital Management, Silver Point Capital, OPI Products Inc., American Apparel, SKBHC Holdings, Pierre Foods Holding Corp., Colony Capital, Carlyle

Strategic Partners
YEARS IN PRACTICE: 23

Biggest Deal: The sale of Oakley Inc. to Luxottica for \$2.3 billion.

Most Difficult Deal: The representation of News Corp. and Fox Entertainment Group in the sale of the Los Angeles Dodgers to Frank and Jamie McCourt. Buying or selling a baseball club is no small feat as you must comply with Major League Baseball's complicated rules as well as the approval process, which includes extensive discussions with MLB's representatives in order to confirm compliance and obtain the approval of the requisite owners.

Best Career Moment: Making partner at Skadden 15 years ago.

Worst: As a young associate working on a transaction, I noticed a terribly embarrassing error on a preliminary prospectus for which I was responsible. On the cover page, instead of reading "Price to Public," it read "Price to Pubic." After many stressful hours hoping nobody would notice the mistake, I was able to get the printer to correct the error on the final prospectus. I waited in dread for the calls about the error. They never materialized.

Highlight of Past Year: Our representation of OPI Products Inc. in the sale of the company to Coty Inc. OPI is the leading professional nail care company and, according to my wife, a fantastic brand. I really enjoyed working with the owners, two sisters, and

management in helping them decide whether and how to sell the company they had built over three decades. While it was very emotional for them, they felt they made the right decision and achieved a great result.

If I Weren't an Attorney: I would manage my 13-year-old son's blossoming programming career. He recently donated \$20,000 from the sales of his first iPhone app, iSketch, to Mattel Children's Hospital.

My Colleagues Don't Know: I watch "So You Think You Can Dance" and "Project Runway." I enjoy the competition, the excitement of watching young, talented people work incredibly hard to gain success. The bonus? My wife likes to watch the programs with me.