

# About the Editors

**Alan S. Gutterman** is the Founding Director of the Sustainable Entrepreneurship Project ([www.seproject.org](http://www.seproject.org)). In addition, Alan's prolific output of practical guidance and tools for legal and financial professionals, managers, entrepreneurs and investors has made him one of the best-selling individual authors in the global legal publishing marketplace. His cornerstone work, *Business Transactions Solution*, is an online-only product available and featured on Thomson Reuters' Westlaw, the world's largest legal content platform, which includes almost 200 book-length modules covering the entire lifecycle of a business. Alan has also authored or edited over 80 books on sustainable entrepreneurship, management, business law and transactions, international law business and technology management for a number of publishers including Thomson Reuters, Practical Law, Kluwer, Aspatore, Oxford, Quorum, ABA Press, Aspen, Sweet & Maxwell, Euromoney, Business Expert Press, Harvard Business Publishing, CCH and BNA.

Alan has over three decades of experience as a partner and senior counsel with internationally recognized law firms counseling small and large business enterprises in the areas of general corporate and securities matters, venture capital, mergers and acquisitions, international law and transactions, strategic business alliances, technology transfers and intellectual property, and has also held senior management positions with several technology-based businesses including service as the chief legal officer of a leading international distributor of IT products headquartered in Silicon Valley and as the chief operating officer of an emerging broadband media company. He has been an adjunct faculty member at several colleges and universities, including Boalt Hall, Golden Gate University, Hastings College of Law, Santa Clara University and the University of San Francisco, teaching classes on a diverse range of topics including corporate finance, venture capital, corporate law, Japanese business law and law and economic development. He received his A.B., M.B.A., and J.D. from the University of California at Berkeley, a D.B.A. from Golden Gate University, and a Ph.D. from the University of Cambridge.

For more information about Alan and his activities, please contact him directly at [alanguutterman@gmail.com](mailto:alanguutterman@gmail.com), follow him on LinkedIn (<https://www.linkedin.com/in/alanguutterman/>) and visit his website at [alanguutterman.com](http://alanguutterman.com), which includes an extensive collection of links to his books and other publications and resource materials for students and practitioners of sustainable entrepreneurship.

**Robert L. Brown** is Immediate Past Chair of the American Bar Association, Section of International Law, and its nearly 20,000 members in over 100 countries. He is admitted in New York, Washington, D.C., California, and Kentucky, and in England and Wales and Hong Kong.

He has Ph.D. degrees from Cambridge University and from The London School of Economics and Political Science. He also has a Master's degree from Jochi University in Tokyo, and an Advanced Accounting Certificate from Bellarmine University. Recently, he completed an LL.M in international trade and development from the University of London. From 2015–16 he was dean of the Business School at Bellarmine University.

He is the author of over 15 books on international business, including *Going Global*, Thomson, 2006–2012, 2020; and *International Business Plans*, World Trade Press, 2003.

The Emperor of Japan conferred on Robert the Order of the Rising Sun, Gold Rays with Rosette in recognition of his efforts to strengthen ties between Japan and the United States. He was also included in the Insider Louisville's Top 100: Change-Makers and Groundbreakers.

# About the Authors

**Richard P. Brown** is the Manager of Utah's Veteran Business Resource Center in Salt Lake City, Utah. He brings 25 years of business work experience in international and domestic markets to this position; currently serving veterans and active duty military entrepreneurs as they start, build, and grow their businesses. Prior to this, he spent seven years in São Paulo, Brazil, developing markets for U.S. and Brazilian companies and returned to the United States to teach business law, negotiations, and project management in an MBA program at Bellarmine University, Louisville, Kentucky. An Air Force veteran, he holds a JD, a PhD in Psychology, and is certified as a Six Sigma Black Belt. Throughout his career, he worked on major negotiations, strategic business planning, market analysis, and marketing strategies, and lectured on effective leadership, teamwork, and project management skills development.

**David T. Collins** is a Professor of Accounting in the W. Fielding Rubel School of Business at Bellarmine University. He earned a Bachelor of Arts in Accounting and Master of Accountancy from the University of South Florida and a PhD in Accounting from Georgia State University, with minors in statistics and decision support systems. Dr. Collins began his teaching career as an adjunct instructor for the University of South Florida from 1982 to 1985, served as Assistant Professor of Accounting at Eastern Kentucky University from 1990 to 1994, and has been on the Rubel School faculty since 1994. While in the Rubel School, David served as Chair of Accounting, Chair of Business Administration, and Interim Assistant Dean. Dr. Collins also served as President of the Bellarmine Faculty. With a research focus in accounting cases and pedagogy, Dr. Collins has publications in *Academy of Strategic Management Journal*, *Emerging Companies Guide: A Resource for Professionals and Entrepreneurs*, *Journal of American Academy of Business*, *Journal of Business and Behavioral Sciences*, *Journal of Business Cases and Applications*, *Journal of College Teaching and Learning*, and *Journal of the International Academy for Case Studies*.

**William Tolin Gay** is a Partner in the Los Angeles office of Wilson Elser and has more than 30 years of experience as a business/corporate lawyer, culminating in his present transaction-focused practice, which includes corporate law, entity formation, mergers and acquisitions, corporate finance, licensing agreements, and technology transfers. Bill has extensive experience working with domestic and foreign clients in securities, real estate, intellectual property, and franchising. Among his many domestic and international clients are Japanese entities that operate in the United States.

Bill, who speaks and reads Japanese, practiced law in Tokyo for several years, where he represented U.S. companies in their Japanese operations as well as Japanese issuers and underwriters in Eurobond securities issues. He is a certified California

Real Estate Broker and a California Certified Mediator. Bill was appointed by the International Law Section of the State Bar of California to serve as a member of the Executive Committee for 2015–2020.

**Marvin A. Glazer**, an attorney with Royse Law Firm in Menlo Park, has been a registered patent attorney in private practice since 1979. Before passing the Arizona Bar, he worked as an integrated circuit engineer and patent agent for Motorola. In addition to preparing and prosecuting U.S. and foreign patent and trademark applications, he has extensive experience litigating patent, trademark and copyright cases in federal district court and in the appellate courts. While his technical education focused upon electronics, computer software, and hardware, he has extensive experience working on patent matters ranging from electronics to archery, from medical devices to motorcycles, and from weather stations to pet toys.

**Jennifer Han** earned her BA in Organizational Sociology from University of California, Davis, her JD and Business Certificate of Concentration from the University of the Pacific, McGeorge School of Law in 2013, her LLM in Taxation from University of San Francisco School of Law in 2015, and is admitted to practice law in California. Prior to joining Paradigm Counsel LLP in 2019, Jennifer practiced as a tax attorney in Silicon Valley, advising clients on a wide range of corporate and transactional tax-related issues, and state/federal controversy matters. Jennifer's current practice focuses on advising and representing emerging growth to mid-market companies including: entity formation, private equity financings, general corporate governance, securities compliance, corporate reorganizations, other strategic transactions, and related tax matters.

**Chris A. Harvey** is the Principal Lawyer of Harvey Esquire APC, which is based in Los Angeles. Chris has over 10 years of experience in private law practice, first as an associate attorney and later as in-house corporate counsel. Chris started the firm to work with entrepreneurs, emerging growth companies, and professionals. Later the firm started taking on venture capital fund formations, accelerators, and venture capital principals. Chris regularly represents VCs and investors in fund formations, investment deal structures, business contracts, corporate transactions, mergers & acquisitions, and all matters related to venture capital investment and funding. The firm's clients are located across the United States and California, including Los Angeles, San Francisco, San Diego, Orange County, New York, and Washington, DC. He received his JD from the University of San Diego School of Law.

**Gail M. Hashimoto** is a member of Hopkins & Carley's Corporate Practice and also leads the firm's Trademark and Copyright group. For more than 30 years, Gail has worked with Silicon Valley businesses from many industries on a broad spectrum of legal needs to meet their business goals, including: business organizational planning; formation, funding, and operations; mergers, acquisitions, stock and asset sales; intellectual property protection and licensing; trademark & copyright registration and enforcement. In the area of intellectual property, she has advised clients on

global intellectual property protection and policing, licensing, branding programs, the acquisition and monetization of intellectual property assets, and other complex intellectual property matters. Prior to practicing law, Gail researched drug-receptor molecular interactions and computer-assisted theoretical quantum chemistry studies of bioactive molecules as a chemical pharmacologist at the Molecular Theory Laboratory in the Life Sciences Division of SRI International in Menlo Park, California. Over the course of her career, Gail has worked with clients to address the continuing challenges of profitability, growth, and succession in achieving the goals of the businesses and owners, particularly in the middle market.

**Caroline J. Holtgrave** is an associate attorney at Lynch, Cox, Gilman & Goodman, PSC, where she focuses her practice in domestic relations, business organizations, and international law. Ms. Holtgrave graduated from the University of San Francisco School of Law in 2017 cum laude with a concentration and honors certificate in international and comparative law. She is a member of the California and Kentucky bar associations.

**Larry W. Horn, Jr.**, is the Director of Startup Ecosystem Development for Louisville through Techstars. Most recently, he was the co-founder and president of Roth River, Inc., a technology company that is developing a collection of devices and applications for the spirits industry that will collect, process, and analyze data during the maturation process—or easier said—it's *Moneyball* for Bourbon. Larry has an MBA from the University of Louisville and was the co-founder of TNG Pharmaceuticals, Liberate Medical, and Derby City Cut & Sew. Larry is inspired to help entrepreneurs and small businesses be successful. He does this by participating as the President of Venture Connectors, Board Chair of Lemonade Day–Louisville, Advisory Board Member of Canopy, Annual Giving Committee Chair for the University of Louisville Alumni Association Board of Advisors, and countless coffee and bourbon meetings with fellow entrepreneurs. Larry lives in Louisville with his wife, Emma, and kidpreneurs, Myles and Ava.

**Allison Marie Kroeker** obtained her JD from Santa Clara University School of Law in 2015, and then followed up with an LLM in Taxation from New York University School of Law in 2016. Prior to law school, she obtained a BA, Summa Cum Laude, in Sociology and Latin American Studies from UC Santa Cruz. Allison joined Skadden Arps in 2019 after working in Silicon Valley for three years as a corporate/tax attorney. Her practice has included advising and representing clients on a wide range of legal matters, including business structure planning, equity compensation, and state/federal tax issues. Allison is an active member of the California and New York bars, and works in Palo Alto, CA.

**Satya Narayan** is an attorney at Roys Law Firm in Menlo Park who focuses her practice on intellectual property protection, licensing, and commercial transactions. Ms. Narayan represents clients ranging from start-ups to established public companies and multinational companies. Her clients include software, e-commerce, cloud,

digital media and content, semiconductor, solar, and medical device companies. Ms. Narayan assists clients with identifying and protecting intellectual property assets. She provides counsel on best practices in technology (including use of open source), commercial, and privacy issues.

Ms. Narayan routinely structures, drafts, negotiates, and provides counsel on technology-related transactions spanning hardware and software distribution arrangements, affiliate arrangements, cloud, SaaS, and e-commerce service arrangements, consulting and development arrangements, joint ventures, strategic alliances, and spin-outs. She manages and provides counsel on investment and merger-related intellectual property and commercial due diligence, negotiation of intellectual property and commercial representations, and structuring ancillary technology and transition-related agreements.

Ms. Narayan advises on cross-border transactions including structuring and drafting contracts for, and counseling on legal and commercial issues with respect to, software development, IT and business process outsourcing, foreign supply, manufacture and distribution arrangements, and distance/online sales to foreign consumers. Her cross-border transactions experience includes BRICS countries (including India and China), the European Union, and Japan. Ms. Narayan's prior legal experience in India makes her intimately familiar with the Indian legal framework and business conditions. Ms. Narayan is fluent in Hindi and Tamil.

Prior to joining the Royse Law Firm, Ms. Narayan was a senior associate in the Technology Transactions Group at Cooley LLP. Before coming to the United States, Ms. Narayan worked as an associate in the New Delhi office of Anand and Anand Advocates, a premier Indian law firm in the intellectual property space.

**Devan T. Otten** is a graduate of the University of Kentucky College of Law. She joined Lynch, Cox, Gilman & Goodman, P.S.C., in the summer of 2014 as a Law Clerk and was hired as an attorney directly after graduating law school in 2016. She focuses her practice on probate and trust administration and estate planning.

**Mitesh Patel** is a member of Hopkins & Carley's Corporate Practice, with a focus on trademark, copyright, and intellectual property issues. His practice includes working with clients on domestic and international trademark and copyright prosecution and enforcement, licensing, branding and advertising issues, internet and privacy law, and technology transactions. Mitesh is also currently a Supervising Attorney at the USPTO certified Intellectual Property Clinic at Lincoln Law School of San Jose. Before joining Hopkins & Carley, Mitesh represented clients in his own intellectual property practice and taught classes on Legal & Regulatory Environment of Business at the University of San Francisco's School of Management.

**Scott D. Spiegel** is a Shareholder and President of Lynch, Cox, Gilman & Goodman, P.S.C. He concentrates his practice in the areas of labor, employment, and litigation. He is a former president of the Louisville Bar Association and former member of the House of Delegates of the American Bar Association. Scott is also listed in The Best Lawyers in America—Litigation—Labor and Employment and Best's Directory

of Recommended Insurance Attorneys. He is A V Preeminent Peer Review rated by Martindale-Hubell.

Mr. Spiegel holds an undergraduate degree from Miami University and a JD from the University of Louisville Brandeis School of Law.

Mr. Spiegel has extensive experience counseling clients on labor matters, including negotiations for companies with labor unions. A major focus of Mr. Spiegel's practice is assisting clients with employment-related issues, including defense of state and federal employment claims, EEOC complaints, state discrimination complaints and NLRB complaints. In addition, Mr. Spiegel frequently helps clients with preparing human resource policies and documents, such as employee handbooks and affirmative action plans. He also has experience negotiating both employment contracts and separation agreements.

**Nancy Kaymar Stafford** is an attorney licensed to practice in the State of New York. She spent the beginning of her professional life as a CPA and bank accountant. She then attended law school and spent several years practicing as a corporate attorney before turning her focus to more rights-based work. She is the current Vice Chair of the Section of International Law of the American Bar Association (ABA) and Chair of the Advisory Council for the ABA's Center for Human Rights.

Shortly after graduation with her LL.M from Georgetown University Law Center, Ms. Stafford worked for the International Women's Human Rights Clinic as a Senior Legal Research Analyst and Grants Administrator from 2004–2005. She has continued to be engaged with the Clinic and for the past eight years has been a supervising attorney for the spring fact-finding trips to Uganda, Ghana, Tanzania, Kenya, Swaziland, and Botswana. She was an adjunct professor at Georgetown Law in 2017. Ms. Stafford also spent two years with the Feminism and Legal Theory Project at Emory University School of Law, where she also taught a course on International Women's Human Rights Law.

Ms. Stafford has worked extensively on issues of women's rights, particularly as they relate to the African continent, having published several articles and book chapters on the same. In addition to her women's rights work, she recently co-edited *Corporate Responsibility for Human Rights Impacts: New Expectations and Paradigms*, which provided a detailed analysis of various issues related to corporate accountability for human rights violations and has a chapter in the 5th edition of *Careers in International Law*.

**Scott A. Weinberg** is a Shareholder of Lynch, Cox, Gilman & Goodman, P.S.C., where he focuses his practice in estate planning, business organizations, and tax planning. He concentrates his practice in designing estate, asset protection, and business succession plans in a tax-advantageous manner for medium and high net worth individuals and families. He also enjoys representing clients in the formation of closely held business entities and in special needs planning.

Mr. Weinberg also maintains an active practice in Florida, and regularly advises clients in trust and estate administration issues in both Kentucky and Florida. He also routinely represents personal representatives in Kentucky and Florida probate

matters and oversees the filing of United States Estate Tax Returns and Kentucky Inheritance Tax Returns. Mr. Weinberg is licensed to practice in Kentucky, Florida, Illinois and Indiana, and is a member of the state bar association of each of these states. Mr. Weinberg taught Estate and Gift Tax as an adjunct professor at the University of Louisville School of Law in the Fall of 2013. He earned his BA degree in Economics from Emory University, Phi Beta Kappa and his JD degree, cum laude, from the University of Louisville School of Law. His “free time” is devoted to his wife and three young daughters.