

MOFO REVER

MORRISON & FOERSTER ALUMNI NEWS



ALUMNA SPOTLIGHT: CECILIA ZINITI

CONSUMER PRODUCT TECHNOLOGY
LAWYER CECILIA ZINITI SHARES
HER INSIGHTS ON BRINGING
EMERGING PRODUCTS TO MARKET

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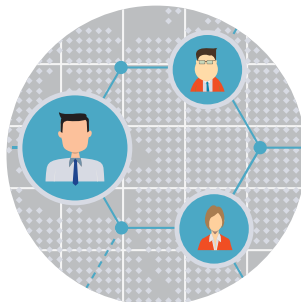
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WELCOME TO THE SUMMER 2017 ISSUE OF *MOFOREVER*, OUR ALUMNI NEWS PUBLICATION — JUST ONE PART OF OUR CONTINUING EFFORT TO KEEP THE 3,000+ MEMBERS OF THE MOFO ALUMNI COMMUNITY CONNECTED.

We take great pride in the accomplishments of our alumni and the role we've played in helping them achieve their goals.

In this issue, we feature three former litigation associates who took what they learned at MoFo and leveraged it to make an impact.

Our Alumna Spotlight features consumer products-technology lawyer Cecilia Ziniti. While working on the global smartphone litigation, Cecilia discovered her passion for helping companies navigate uncharted legal waters when launching new technologies. After leaving us, she became counsel for emerging digital products at Amazon Inc. Currently, she serves as director and head of legal for Anki, Inc., a consumer robotics and artificial intelligence company.

In our Pro Bono Alumnus Update, you'll meet Adam Heintz, the first-ever director of pro bono services for Legal Services NYC, the largest organization in the country devoted to providing civil legal services to low-income people. Heintz credits his time at MoFo with

helping him understand how to run a pro bono program that attracts great lawyers and firms.

You'll also meet Anthony Solana, Jr., a longtime champion of diversity in the legal profession, in our Diversity Alumnus Update. Anthony founded For People of Color (FPOC) 17 years ago when he was a student at UCLA School of Law. He attributes his ability to formalize FPOC while at MoFo to the firm's culture of allowing lawyers to explore their interests.

We thank Cecilia, Adam, and Anthony for taking the time to talk with us.

In other firm news, we were delighted to start 2017 by announcing the election of 15 lawyers to the firm's partnership in 11 practice groups across the United States, Europe, and Asia. Please check out the firm's new partners in our Firm Update section.

We also were proud to kick off our diversity efforts in 2017 with our MoFo Summit for Women In-House Counsel. We were delighted to see so many MoFo alumnae at the event. You'll find a photo collection that reflects the spirit of this gathering in our Alumni Events section.

Lastly, please look for announcement later this summer on the launch of MoFoLink, an exciting new resource to help you stay connected with fellow alumni. With MoFoLink, you will be able to search for and network with fellow alumni and current MoFo lawyers will be able to search for you. Phase 2 of MoFoLink, which will be launched shortly thereafter, will allow you to view in-house counsel, nonprofit, government and other job opportunities with clients and friends of the firm, as well as share job opportunities of your own with the MoFoLink community. Visit the [MoForever Alumni Center](#) to learn more.

Thank you for everything you have done and do every day to make MoFo an amazing firm.

Enjoy the summer!

A handwritten signature in dark ink, appearing to read 'Larren'.

LARREN M. NASHELSKY

I WANTED TO BE A LAWYER SINCE I WAS A KID, AND I ALWAYS LOVED INFORMATION.



Landmark smartphone litigation; category-defining voice-driven home automation; consumer products using Mars Rover technology. Helping some of the most innovative consumer product companies navigate uncharted legal landscapes as they bring new technology to market has been a hallmark of alumna Cecilia Ziniti's career. Cecilia currently serves as a director and head of legal for Anki, Inc. In addition to working as a litigation associate at Morrison Foerster, she has also been counsel for emerging digital products at Amazon, Inc. and was in product management and legal at Yahoo!



CECILIA ZINITI

DIRECTOR AND HEAD OF LEGAL, ANKI, INC.



What led you to become a consumer product technology lawyer?

I wanted to be a lawyer from an early age and always loved information. As an undergraduate, I worked as a moderator for a very early chat room and was intrigued about the potential power of the Internet. I moved to Silicon Valley before law school – this was in '02 before social networking, mobile phones, and the Google IPO – and I got a job as a paralegal in the Yahoo! legal department. It was there that I really found my passion at the intersection of law and technology.

After law school, I joined MoFo where I worked with partner Erik Olson on the global smartphone litigation. The hard-fought case was fundamentally about the birth of the

smartphone industry. Erik taught me to take the long view toward the goal to get the best end result for the client. That big-picture thinking and the legendary client service I learned at MoFo have been a real asset for me in my legal practice.

I had a great experience at MoFo, where the projects I liked the most were the counseling projects – the ‘what-should-we-do?’ matters. When the opportunity came up to do full-time product counseling and be embedded with the business at Amazon, I jumped at the chance. Amazon was attracted to me for my familiarity with the mobile phone market and law and tech/IP issues generally. Although I didn’t know what I would be working on when I first joined Amazon Lab126 as counsel for emerging products, I had a sense that it would be pioneering.

What was it like working on Amazon’s Echo and Alexa emerging products? What novel legal issues did that present?

It was incredible to work on something so new that you almost couldn’t describe it – it really was creating a new device and a new market category. From the viewpoint of privacy, there were new considerations regarding voice technology.

As an attorney advising the development team at the time, it was important to look at those considerations from a customer perspective – and to have the long debates and make the hard judgements that would define what is privacy for voice. It was most rewarding to be a part of that team

“IT WAS MOST REWARDING TO BE A PART OF THAT TEAM AND THINKING THROUGH THE LEGAL ISSUES FOR A NEW PRODUCT CATEGORY, LIKE HOW CUSTOMERS WOULD KNOW THE DEVICE STREAMS DATA TO THE CLOUD.... MICROPHONE-ENABLED DEVICE BILLS ARE NOW PENDING IN THREE OR FOUR STATES.”

and thinking through the legal issues for a new product category, like how customers would know the device streams data to the cloud (with Echo’s blue light ring). As the market grows, policymakers and the public are paying a lot of attention now to those questions. Microphone-enabled device bills are now pending in three or four states.

Tell us about Anki.

Anki was founded in 2010 by three Carnegie Mellon Robotics Institute grads. We are a consumer robotics and artificial intelligence (AI) company, and we make products with unparalleled levels of interactivity and personality that bring robotics to everyday life.

Our first product, Anki OVERDRIVE, brings the battle-racing experience to

the physical world – the things that previously were just able to be done in video games, you can now do with robotic cars. Each Anki OVERDRIVE car, for example, has a downward facing camera to read the code on the tracks hundreds of times per second and constantly adjusts location based on path planning and other technology, like the kind in full-size self-driving cars.

Our other product, Cozmo, is an interactive robot with personality. We have animators who came from Pixar, DreamWorks, and other top companies working alongside our robotics team to create personality in a small robot that kids, and everyone, can enjoy. It has sold incredibly well. It was the 2nd top-selling premium toy, and we actually sold out a few weeks before Christmas. The robot has technology

from the Mars Rover to see and navigate his world.

What was it like to go from Amazon to Anki?

The judgment that I developed working at a high-performance consumer-product organization like Amazon has been invaluable here at Anki.

Working with cross-functional teams has been another commonality. Getting a product like Alexa out to market is a huge, cross-functional effort. And it’s the same thing here. At Anki, I’m relating with every level of the company — from operations, who are actually building the device, to engineering and development, to marketing and sales, to finance, HR, and the board.

“PRIVACY IS PROBABLY THE BIGGEST CONSIDERATION.... FROM A GENERAL COMPLIANCE PERSPECTIVE, THE STAKES ARE JUST HIGHER WHEN YOU HAVE PRODUCTS FOR KIDS AND PRODUCTS FOR THE USER IN THE HOME.”

Both companies are creating products customers love — and being a lawyer in that environment you have to really think about the customer perspective regardless of the size of the company. Every touch point that customers have with legal — terms of use, return policies, and customer-care policies are a few — I try to make sure is not a friction point for the customer. The same applies internally on transactions and compliance. I see myself as a partner to the teams.

The Amazon experience is also very helpful to me when we're negotiating with other very large companies. This fall, Anki will launch a series of AI-driven interactive robotic racing cars based on the *Fast & Furious* movies — Universal's most-profitable franchise. We're just super excited about it — and Universal is, as well.

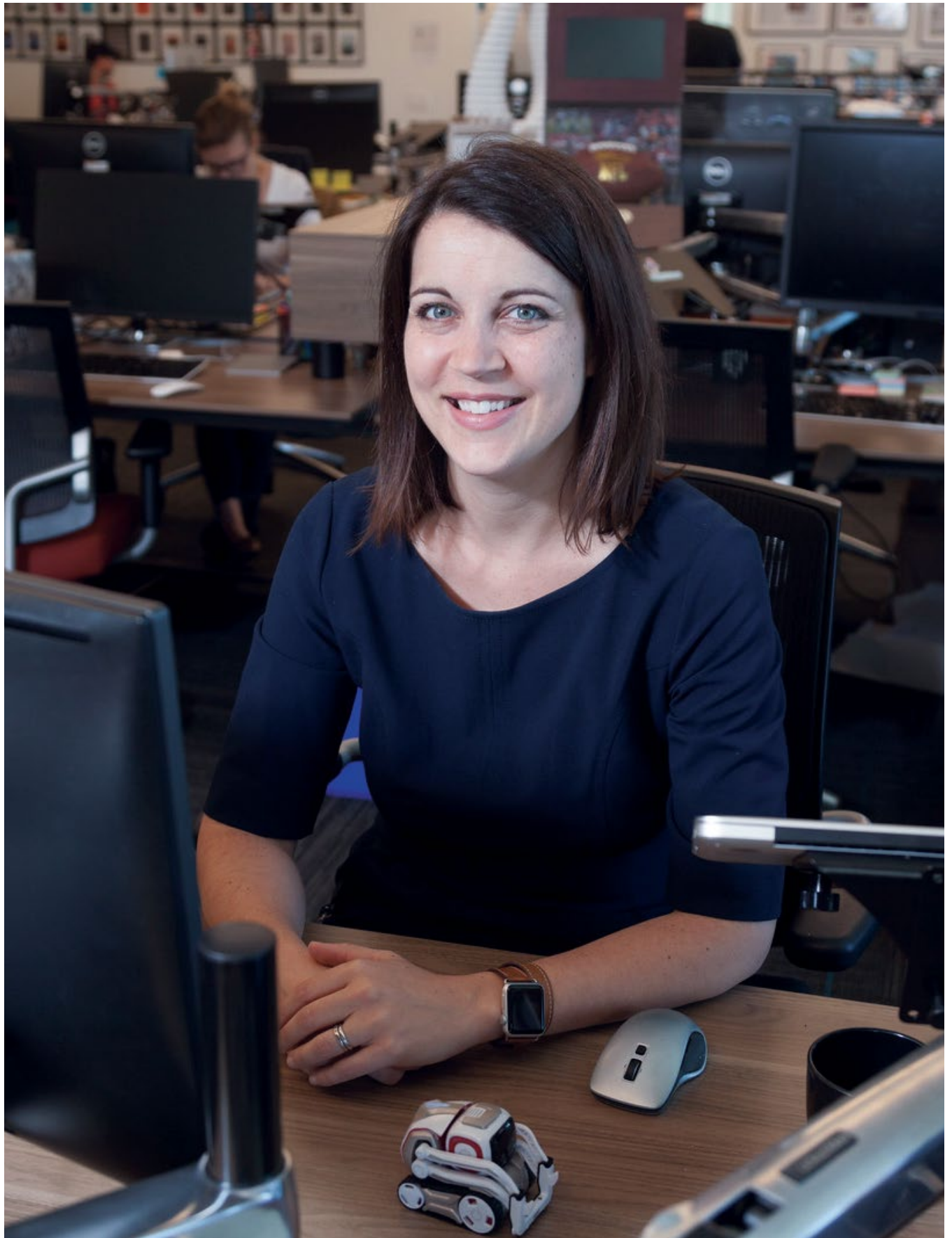
Basically, we're taking the company's AI and robotics technology and bringing it into the *Fast & Furious* world. 'Anki OVERDRIVE: Fast & Furious Edition' will be a unique gameplay experience, with all Anki's incredible technology plus the *Fast & Furious* characters in a robotic battle-racing experience.

Obviously, *Fast & Furious* is a major franchise with lots of licensees — so when you're dealing with a big licensor like this, it is really a matter of coming in and figuring out a win-win. Because we're the cutting edge of the technology, we can make for an amazing gaming experience that no other licensee could do. However, with a seasonal business like ours, it was important to have flexibility on pricing for the product. To get the deal done, we basically figured out a way to show that, if we had

that flexibility, we'd be able to maximize the value for everyone involved. It was the first big deal I worked on when I joined Anki and a great 'Silicon Valley-meets-Hollywood' experience.

What are your biggest legal considerations at Anki?

Privacy is probably the biggest consideration. Our products today are children's products, and so you're talking about the Children's Online Privacy Protection Act (COPPA). From a general compliance perspective, the stakes are just higher when you have products for kids and products for the user in the home. So, the privacy implications are high, and, as the company expands its reach in market and abroad, it is something we are being very



deliberate about. The technology is happening, so the businesses that will be successful are the ones that make sure people love the experience and are comfortable with it. The North Star for us is about creating a great customer experience and great interactive products.

Preparing for international expansion is another huge component of my job. We are looking at expanding into multiple countries this year. Right now we have about 160 employees, and I'm hoping to hire more in legal to keep up.

Has staying in touch with MoFo been helpful to you in your career?

The MoFo network has been extraordinarily valuable. In one instance that comes to mind, I had a high-urgency matter on the product side. I put in a call to partner Paul Jahn, who has been my mentor for years. Within — I think it was six minutes — I had a call back from the firm and an action plan by the end of the day. Having MoFo on my side and the ability to get incredible high-quality help in a short, compressed time frame added a lot of value. I've also reached out to other alumni GCs

and benefited from being able to bounce ideas with them.

Where is the company going in terms of consumer products? Will you be expanding?

We started with entertainment products for many reasons. But the comments we're seeing about Cozmo have a great focus on companionship: "I love Cozmo. It keeps me company all day"; "It makes me feel good to spend time with Cozmo." So, interactivity and companionship is a potential platform for moving beyond entertainment.

"HAVING MOFO ON MY SIDE AND THE ABILITY TO GET INCREDIBLE HIGH-QUALITY HELP IN A SHORT, COMPRESSED TIME FRAME ADDED A LOT OF VALUE."

Cozmo is programmable, and we have created a software development kit (SDK). Given the importance of science, technology, engineering, and math (STEM) learning, especially for children, another big thread that we are looking at is using Cozmo for education. In fact, there is a class at Georgia Tech that is currently using Cozmo as part of their curriculum — essentially teaching robotics and computer science through this groundbreaking robot.

What are your thoughts regarding the representation of women in technology?

This is a topic I'm passionate about, and I mentor other women whenever I can. I recently attended the Summit for Women In-House Counsel event at MoFo with Erin Bosman, partner and chair of MoFo's Consumer Products and Retail Industry Group, and it was a validating and exciting event. Personally, I've found that being an attorney gives one a unique perspective at the table regardless of gender, and it is an asset in terms of having your voice matter. I've been very lucky to have worked at

companies where legal has been a very respected part of product development.

How do you stay on top of all the changes in the law?

That's what makes it fun. I would be bored if my job wasn't changing every day. The fact that my field is constantly changing — new regulations, new products, new regions — is what keeps it intellectually stimulating and makes me excited to go to work.



(L-R) MoFo partner Erin Bosman and Cecilia Ziniti at the 2017 MoFo Summit for Women In-House Counsel

UNITED STATES

NEW YORK OFFICE



JESSICA KAUFMAN is a member of the **Financial Services Litigation Group**. Jessica focuses on complex civil litigation, with an emphasis on class action, professional liability, financial services litigation and enforcement, and commercial disputes. (J.D., 2006, New York University School of Law)

WASHINGTON, D.C. OFFICE



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WASHINGTON, D.C. OFFICE



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NORTHERN VIRGINIA OFFICE



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New MoFo PARTNERS

UNITED STATES

DENVER OFFICE



TYLER SEWELL, a member of the [Corporate Department](#), focuses his practice on advising clients in mergers and acquisitions, as well as other complex corporate transactions. Tyler has advised clients in various transaction structures, including leveraged acquisitions, divestitures, asset acquisitions, stock acquisitions, mergers, auction transactions, and cross-border transactions. (J.D., 2008, University of Pennsylvania Law School)

SAN FRANCISCO OFFICE



NATHAN SABRI, a member of the [Intellectual Property Litigation Group](#), focuses his practice on patent and copyright litigation, and has experience litigating in state courts and federal courts throughout the country. Nathan represents clients in the high-tech, life sciences, and consumer product industries. He also has experience managing global strategy in large cases spanning multiple jurisdictions. (J.D., 2007, University of California, Davis, School of Law)

SAN FRANCISCO OFFICE



ALFREDO SILVA, a member of the [Corporate Department](#), represents public and private companies and investors in a broad range of corporate and securities-law matters. Alfredo's practice includes initial public offerings, primary and secondary offerings, private placements, preferred stock financings, and public and private mergers and acquisitions. (J.D., 2008, Yale Law School)

PALO ALTO OFFICE



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SAN DIEGO OFFICE



JULIE PARK, a member of the [Product Liability Group](#), handles a wide range of product issues for pharmaceutical, medical device, and consumer product manufacturers. Julie represents clients in multidistrict and multijurisdictional proceedings in product liability and consumer class action cases. (J.D., 2008, Harvard Law School)

EUROPE

LONDON OFFICE



GEMMA ANDERSON, a member of the [Litigation Department](#), is a commercial litigator concentrating in complex contractual and financial matters, technology disputes, and contentious insolvency and restructuring issues. Gemma regularly advises clients in the United States, Europe, Asia, and Australasia on prelitigation strategy, and commercial litigation and arbitration matters with an English law nexus. (LL.M., 2009, University of Cambridge)

BERLIN OFFICE



CHRISTIANE STUETZLE, a member of the [Technology Transactions Group](#), is co-chair of the firm's Global Film & Entertainment Group, and a certified specialist for copyright and media law, and arbitrator on the International Arbitration Panel of the Independent Film & Television Alliance (IFTA). Christiane's practice focuses on transactional matters in the field of film and entertainment, as well as legal and strategic advice and lobbying support at all stages of the development, financing, production, and distribution of audiovisual products, mainly for U.S.-based clients doing business in Germany. (Second State Exam, 1998, Higher Regional Court of Dresden)

ASIA

TOKYO OFFICE



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TOKYO OFFICE



KENICHI KO, a member of the **Corporate Department**, provides advice on a wide range of legal matters, with an emphasis on M&A, reorganizations, joint ventures and alliances, matters related to corporate law and securities law, and litigation matters. (LL.M., 2013, University of Southern California)

HONG KONG OFFICE



AMIT KATARIA, a member of the **Corporate Department**, has experience advising on M&A, private equity investments, securities offerings, and a broad range of transactional and corporate advisory matters. He represents corporates, financial sponsors, and their portfolio companies in domestic and cross-border mergers and acquisitions across a wide range of industries, including financial services, technology, hospitality, insurance, logistics, manufacturing, real estate, and pharmaceuticals. (LL.B., 2004, University of Delhi, and LL.M., 2007 Columbia Law School)

HONG KONG OFFICE



MATTHEW LAU, a member of the **Tax Department**, focuses on the tax structuring aspects of cross-border mergers and acquisitions and corporate restructurings, particularly in the United States, China, Japan, and the rest of the Asia-Pacific region. Matthew also regularly advises U.S.- and Asia-based fund sponsors and institutional investors on tax issues related to the formation of, and investments in, private equity funds, real estate funds, hedge funds, co-investment vehicles, and other alternative investment products. (J.D., 2009, Columbia Law School)

PRO BONO

CREATING LSNYC'S FIRST FORMAL PRO BONO PROGRAM — EXPANDING SERVICES TO NEARLY 90,000 NEW YORKERS

ADAM HEINTZ, DIRECTOR OF PRO BONO SERVICES,
LEGAL SERVICES NYC



Legal Services NYC (LSNYC) is the largest organization in the United States devoted to providing free civil legal services to low-income people. Adam J. Heintz joined LSNYC in 2013 after six years as a litigation associate in MoFo's New York office. Heintz is the first director of pro bono services in the organization's 50-year history. Since joining, he has dramatically expanded the pro bono program to encompass almost 75 law firms and corporations providing, in 2016 alone, 40,000 hours of donated time to New Yorkers in need of legal relief.

When Adam says that his heart was always in the public interest, he has the bona fides to back it up. He has served on the Pro Bono Advisory Council for New York Lawyers for the Public Interest; is a founding member of the Brooklyn Family Defense Project's Associate Advisory Board; was the HIV-Related Violence Program Coordinator for the NYC Gay and Lesbian Anti-Violence Project; and served as Director of Education at the Gay Men's Domestic Violence Project.

In fact, as Adam explains, it was the culture of respect and service, in addition to it being a top law firm, that drew him to MoFo.

"The firm had a strong reputation for being a place that cared a lot about diversity — and did so in a demonstrable way. MoFo also had a great program around pro bono, which was a specific attraction for me. I knew that I wanted to be at a place where I could still engage in public service while working on significant litigation matters for the firm's clients."

After six years at MoFo, the pull of public service was still strong, and Adam decided the time was right to pursue it full-time. He currently serves as the first director of pro bono services for LSNYC, which operates across all five city boroughs. In 2016, approximately 90,000 New Yorkers relied on the organization for legal assistance in approximately 20 practice and project areas, such as housing, domestic violence, LGBTQ advocacy, veterans' issues, and immigration.

In the newly established role, Adam was challenged with creating the first systems to manage and structure a formal pro bono program — both internally and

externally — coordinating with the extensive in-house staff across various practice areas while building a network of affiliations with law firms and corporations.

Adam credits his experience at MoFo for helping him develop a strong understanding of how to run a pro bono program that attracts great lawyers and law firms.

“I gained so much at MoFo — strong case management skills which are invaluable in running a large program — and, especially, an

understanding of what it takes to have a pro bono case be successful at a law firm.”



One of the keys to success for Adam is understanding what appeals to associates about a case and, equally important, what does not. Keeping in mind the challenges he faced when working on pro bono cases, such as how to handle an unfamiliar area of law, he works with the volunteer lawyers to overcome those challenges.

“THE PRO BONO MATTERS I WORKED ON AT MOFO PROVIDED THE FOUNDATION FOR WHEN I WAS THINKING ABOUT HOW TO BUILD A PROGRAM OF LEGAL SERVICES THAT WOULD APPEAL TO LAWYERS.”



MOFO ACCEPTING THE PRO BONO LEADER AWARD FROM LEGAL SERVICES NYC DURING A RECEPTION ON MARCH 29, 2017

(L-R) Chanwoo Park, MoFo litigation associate, Raun Rasmussen, executive director, LSNYC, Jennifer K. Brown, MoFo senior pro bono counsel, and Adam Heintz, director of pro bono services, LSNYC

“The pro bono matters I worked on at MoFo provided a foundation for when I was thinking about how to build a program of legal services that would appeal to lawyers. Those experiences helped me to crack the egg from the inside in terms of developing good relationships with law firms.”

Under Adam’s leadership, pro bono services have more than doubled year after year, allowing LSNYC to provide much-needed assistance to people who would have otherwise been

turned away. It is the real and direct effect these services have on the lives of clients that inspires Heintz.

“It’s very concrete work. LSNYC is where you go if you are a poor person, and you’re getting evicted. Or, you need an order of protection. Or, you need unemployment insurance,” explains Adam. “It’s incredibly gratifying to know someone who didn’t have heat suddenly has heat. Or someone who would be homeless isn’t homeless. Those are powerful facts.”

Adam has close to a dozen client-service initiatives underway that would not have existed without the resources provided by the pro bono program. One initiative Adam says he found appeals to pro bono lawyers is Housing Repair Actions.

“This program provides legal representation for low-income tenants living in poor housing conditions, for whom an appearance in housing court may be the only opportunity they have to take action against the landlord to get desperately needed repairs.”



HOUSING REPAIR ACTION MOFO TEAM

(Clockwise) MoFo associate and LSNYC pro bono associate advisory board member Chanwoo Park; MoFo of counsel Jayson Cohen; and MoFo commercial litigation practice group partner Grant Esposito

Another initiative, the LSNYC Immigration Pro Bono Campaign, has provided volunteer lawyers for hundreds of new clients.

“The response from the legal community has been incredible,” expounds Adam. “We have engaged over 300 pro bono lawyers to work on the immigration initiative alone, with the effect that we are no longer turning away potential clients. The effort has greatly expanded our capacity to help those who most need it.”

Adam is quick to recognize the extraordinary contribution that pro bono lawyers — including those from his law firm alma mater — are making to provide much needed legal services to low-income New Yorkers. MoFo was recently honored as a 2016 Pro Bono Leader by LSNYC. The annual award recognizes the top 10 law firm contributors to the organization’s pro bono program.

“The Pro Bono Leaders group is the backbone of our program,” says Adam. “The award was in recognition of not only the amount of work that

MoFo did but also the quality of that work.”

MoFo associates and partners worked on a range of cases, from housing to disability benefits matters. One of the matters, a housing repair action case, involved a hotly contested hearing with a landlord about the damages to be paid for the clients’ deplorable living conditions. The MoFo team fought a long and hard battle, and ultimately achieved a six-figure award for the client.



FAMILY COURT ORDER MOFO TEAM

(L-R) MoFo partner and co-chair of the appellate and Supreme Court practice group Joseph Palmore; MoFo appellate and Supreme Court partner Marc Hearron; MoFo associate James Hancock; alumnus Daniel Matza-Brown, senior counsel, New York City Law Department

MoFo lawyers who worked on the matter include litigation associates Chanwoo Park and Jayson Cohen and partner Grant Esposito.

“The case is significant not only because of the almost unheard-of size of the settlement the MoFo lawyers were able to achieve for the client, but also because it says to a huge landlord ‘You can’t do this. You can’t treat people like this. It’s going to cost you money,’” explains Adam. “And ‘it’s going to cost you money,’ is the message that a

landlord often has to hear in order to actually make changes.”

MoFo also won an important case at New York’s highest court, the Court of Appeals, regarding a Family Court order that was mailed to the client but not to her lawyer, resulting in a missed deadline for filing an appeal. The Court of Appeals found in the client’s favor. Washington, D.C. partners Joseph Palmore and Marc Hearron briefed and argued the appeal, while now-alumnus Daniel Matza-Brown and James Hancock handled the earlier proceedings.

“This case showed that the Family Court has to actually make sure that litigants know about the orders that impact their lives before they can bind them to those orders and the outcomes of those orders,” notes Adam. “Not only was this a great outcome for the client, but it is helping to have a broader impact on how Family Courts treat all indigent clients.”

These successful cases have helped make a dent in, as LSNYC describes, “the staggering 80 percent of low-



“PART OF WHAT I SEE MY JOB AS DOING IS TO HUMANIZE OUR CLIENTS AND TO MAKE THE SPECIFIC PROBLEM REAL FOR VOLUNTEERS, AND THEN TO LET THEM SOLVE THOSE PROBLEMS....”

income people [who] cannot get legal help due to grossly insufficient funding.”

For MoFo alumni and current lawyers interested in helping, there are several ways to do so. Alumni interested in volunteering or donating to LSNYC should feel free to contact Adam directly, ahaintz@ls-nyc.org. Lawyers currently at MoFo should reach out to Jennifer K. Brown, senior pro bono counsel.

“MoFo was a great experience and helped to shape who I am as a lawyer. I’ve taken that experience with me to LSNYC,” says Adam. “Part of what I see my job as doing is to humanize our clients and to make the specific problem real for volunteers, and then to let them solve those problems, which I think can be really, really gratifying.”



DIVERSITY

LEADING IN THE EFFORT TO DIVERSIFY THE LEGAL PROFESSION

ANTHONY SOLANA, JR.



A Morrison Foerster litigation alumnus, Anthony Solana, Jr., has long been a leader in the effort to diversify the legal profession. He founded For People of Color, Inc., 17 years ago, and is the author of *A Guide to the Law School Application Process For People of Color* and *A Guide to the Bar Examination for People of Color*, as well as many articles. A former chairperson of the Equal Justice Society, and a founding member of the National Latina/o Law Student Association, Anthony has served on numerous boards and committees and has been honored several times for his work.

You currently serve as chair of For People of Color (FPOC), while also holding the position of director of employee and labor relations for UCLA, which has more than 42,000 employees. How do you balance it all?

You have to be passionate about what you do and work really hard. I've always been public-service driven, and FPOC is something that I deeply believe in. I'm also an enormous advocate of higher education and the University of California, which helps to pull people out of poverty. So, whether dealing with complicated labor and employment matters or doing a workshop at a UC law school, I'm advancing the mission of the University. And, for me, that's fulfilling.

You've said you are "proudest of the fact that you were born and raised in East Los Angeles." Did your upbringing influence your decision to go to law school?

I always wanted to be a lawyer for a variety of personal and family reasons. While East Los Angeles is, unfortunately, sometimes known for bad things, it is a proud immigrant community. It has long been a gateway for people from all over the world who come to this country striving for a better future – and who do everything within their power to achieve that goal. I'm honored to be a product of that environment.

Did your own experience of applying to law school influence you to start FPOC?

I actually started FPOC while a student at UCLA School of Law. As the first in my family to go to college, I had to figure out how to navigate the law school application process without many resources. I thought other prospective applicants might benefit from what I learned and started a workshop at UCLA and then Berkeley. I also wrote the “Guide

to Law School Admissions”—about 10,000 free copies have been distributed since then. Once

I started practicing at MoFo, I formalized the organization.

Does your experience as a litigation associate at MoFo help you in your current work?

Definitely. MoFo is one of the finest law firms in the country. I’ve always been proud of the fact that I began my career at MoFo, not only because of the sheer quality of the firm’s legal work, but also the culture,

which allows its attorneys to explore their interests. MoFo was always very supportive of me both in my development as a lawyer and in terms of my other work. One of my fond memories as an associate was holding a workshop program in the L.A. office. We used the biggest conference room and had about 75 attendees. Not a lot of the attendees had even been to a law firm before — it was a great experience for them to tour and learn about the firm.

How would you describe the work of FPOC?

We are committed to providing free high-quality admissions consulting to prospective law school students



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“YOU HAVE TO BE PASSIONATE ABOUT WHAT YOU DO AND WORK REALLY HARD. I’VE ALWAYS BEEN PUBLIC-SERVICE DRIVEN, AND FPOC IS SOMETHING THAT I DEEPLY BELIEVE IN.”

**“WE ARE LUCKY TO
ALREADY HAVE SEVERAL
TERRIFIC MOFO LAWYERS
WHO VOLUNTEER AT
CONFERENCES AROUND
THE STATE.”**



and to helping the legal profession become truly reflective of our population. Our programs are free and open to anyone who feels that they would benefit – there’s no litmus test. Our guidebooks may be downloaded for free, and we post videos of our programs on the website.

What are some of the key aspects of the program?

FPOC participates in diversity conferences at all of the public law schools in California and recently at Columbia Law School, where we have alumni. In addition to the nuts and bolts, I focus on developing an overall application strategy and how to successfully tell their stories to help make them eligible for higher-ranked schools. We’ve found that

the prospective law students often self-select out of applying to the Harvards and Yales and Berkeleys of the law school world where top law firms often recruit. One aspect that students find incredibly useful is having their draft materials reviewed by a volunteer attorney or law student during the conference.

Do volunteers play a major role in FPOC?

We are essentially a volunteer effort, and law students, lawyers, and law firms play a major role. In fact, MoFo is a sponsor of UC Berkeley Law School’s Coalition for Diversity, which co-presents our Berkeley conference – our biggest. The conferences are often the first time a prospective law student will have anyone review the application

materials and provide constructive feedback. It’s wonderful to see how frequently students and the volunteers develop a relationship and stay in contact throughout the process.

Your website has many moving testimonials from students helped by FPOC. How do you measure success?

The conferences attract 2,000–3,000 students annually who are planning to apply to law schools within three years. Probably 70-80% of those will do so, and a healthy percentage will get into law school. So, one measure of success is acceptance into an ABA accredited school with very close to or a full scholarship, which, by freeing them financially, will allow for more career options. The other aspect of success is



FPOC CONFERENCE MOFO VOLUNTEERS

(L-R) MoFo associate Lala Wu; MoFo associate Mona Fang; MoFo of counsel Claudia Vetesi

convincing applicants to reach for the stars and make themselves eligible and open to every opportunity out there in the profession.

We receive a lot of wonderful success stories, which is extremely rewarding. I just heard from a student who was accepted into Berkeley Law School with a substantial scholarship and “very big dreams for a law career.” As the first male in his family to go to college, he felt he didn’t have many professional role models to turn to and credits FPOC with fulfilling that role as well as giving him the tools to prepare a winning essay and negotiate financial aid.

Recently, Facebook joined the push for more diversity on their outside legal teams. What are some of the challenges to creating a more diverse legal profession?

What Facebook and the other big companies are doing is sound business because it reflects

the diverse population they serve. And it’s also good for our profession. The number of candidates eligible to be recruited by a firm of the caliber of a MoFo is small to begin with. So, to ensure that within that limited pool there’s also diversity is a challenge. While I would never say I know the

solution, I do think the difficulty has and will continue to be growing the pipeline. And it’s particularly important to plug the leaks in the pipeline that keep students from applying to the top tier law schools.

How can interested lawyers help?

We are lucky to already have several terrific MoFo lawyers who volunteer at conferences around the state – Claudia Vetesi, Lala Wu, and Mona Fang have all been panelists – and would definitely welcome more. Also, as a 501(c)(3), we welcome donations. Alumni can contact me directly at anthonysolana@forpeopleofcolor.org or go to www.forpeopleofcolor.org.



COMING SOON

MOFOLINK

An exciting new resource to help you leverage the MoFo community!

- Become a member of our searchable alumni directory
- Network with fellow alumni via our MoFoNet feature
- Enable current MoFo lawyers to network with you
- Gain access to valuable career resources

Keep a lookout for your MoFoLink registration invite email.
For more information visit: www.MoFo.com/MoFoLink

Also Coming Soon: MoFoOpportunities!

- View in-house counsel job opportunities
- Post and share job opportunities

ALUMNI ON THE MOVE

ANNABEL R. CHANG joined Alaska Air Group as vice president, Bay Area. Annabel was previously the director of public policy for the Western U.S. Market for Lyft, Inc. At MoFo, Annabel was an associate with the San Francisco Litigation Group from 2011 to 2013.

KELVIN D. CHEN joined the Division of Supervision and Regulation, U.S. Federal Reserve Board of Governors, as a FinTech advisor. Kelvin was previously the emerging payments program manager and counsel with the Consumer Financial Protection Bureau. At MoFo, Kelvin was an associate with the New York Litigation Group from 2007 to 2010.

KALINDA FYLES joined Children's Hospital of Orange County as associate counsel, contracts. Kalinda was previously legal counsel for Internet brands. At MoFo, Kalinda was an associate with the Los Angeles Technology Transactions Group from 2010 to 2012.

JELENA MCWILLIAMS joined Fifth Third Bancorp, as the executive vice president, chief legal officer, and corporate secretary. Previously, Jelena was chief counsel and deputy staff director for the U.S. Senate Banking Committee. At MoFo, Jelena was an associate in the Palo Alto Corporate Group from 2002 to 2005.

LEAH RAMOS joined Structure Tone as regulatory compliance counsel. Leah was previously the deputy director, financial disclosure compliance and associate counsel for the New York State Joint Commission on Public Ethics. At MoFo, Leah was an associate with the New York Litigation Group from 2007 to 2014.

RICHARD STEPHENSON joined Funding Circle US as U.S. chief compliance officer. Richard was previously chief compliance officer for Silicon Valley Bank. At MoFo, Richard was of counsel with the San Francisco Financial Services Group from 1998 to 2003.



ALUMNI DIRECTORY

Check out what your fellow alumni are doing now!



ALUMNI ACCOMPLISHMENTS

KEVIN DEBORDE was recently named assistant general counsel for McKesson Medical-Surgical. Previously, Kevin was chief counsel for McKesson Manufacturer Relationships, Distribution Operations and Regulatory Affairs. At MoFo, Kevin was an associate in the San Francisco Corporate Group from 1999 to 2003.

JO ELLEN LEWIS, professor of practice and director of legal practice at Washington University School of Law, recently published *Telling Your Story: A Step-by-Step Guide to Drafting Persuasive Legal Resumes and Cover Letters*. At MoFo, Jo Ellen was an associate in the Washington, D.C. Business Department from 1986 to 1988.

MARY L. MARBACH was recently appointed chief legal officer and corporate secretary for Twinlab Consolidated Holdings. Mary previously was the company's general counsel. At MoFo, Mary was an associate in the Palo Alto Corporate Group from 2000 to 2001.

WADE M. RHYNE was named as a new judge to the Contra Costa County bench. Wade has been a trial attorney at the U.S. Securities and Exchange Commission since last year. Earlier, he was an assistant U.S. attorney in the Northern District of California's criminal division. At MoFo, Wade was an associate in the San Francisco Litigation Group from 2004 to 2006.

VERNICKA L. SHAW was recently promoted to director and counsel, commercial of United Airlines, Inc. At MoFo, Vernicka was an associate in the New York Financial Services Group from 2011 to 2013.

LAURIE D. ZELON, associate justice, California Court of Appeal, was the recipient of the Beverly Hills Bar Association Ronald M. George Award for Judicial Excellence. The award noted Justice Zelon for her exemplary pro bono service. At MoFo, Justice Zelon was a partner in the Los Angeles Litigation Group from 1991 to 2000.



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ARIEL
FRANCISCO
RUIZ



EFRAIN
STAINO



MARK J.
THOM



KATHRYN
B. THOMSON

STEVE F. ANDERSEN joined HealthEquity as vice president and associate general counsel. Steve was an associate in the Palo Alto Corporate Group from 2014 to 2017.

DANIELLE COLEMAN joined Applied Materials as director, global litigation. Danielle was an associate in the San Francisco Litigation Group from 2010 to 2016.

JOESPH K. KANADA is now a deputy attorney general in the Corporate Fraud Division at the California Department of Justice. Joe was an associate in the Palo Alto Litigation Group from 2007 to 2016.

MEREDITH W. LOUIS joined Google, Inc. as associate commercial counsel. Meredith was an associate in the New York Technology Transactions Group from 2014 to 2017.

JESSICA LIU joined the U.S. Department of Treasury as deputy general counsel and was also recently nominated to be U.S. attorney for the District of Columbia. At MoFo, Jessie was a partner in the Washington, D.C. Securities Litigation, Enforcement and White-Collar Criminal Defense; Trials; and Government Contracts and Public Procurement Practice Groups from 2016 to 2017.

KENNETH B. NICHOLDS joined American International Group, Inc. as assistant general counsel in its IT legal group. Ken was an associate in the New York Technology Transactions Group from 2013 to 2016.

ARIEL FRANCISCO RUIZ joined Uber Technologies, Inc. as senior litigation counsel. Ariel was an associate in the New York Litigation Group from 2009 to 2015 and in the San Francisco Litigation Group from 2015 to 2017.

EFRAIN STAINO joined Rovi Corporation, a TiVo company, as senior director, IP litigation. Efrain was an associate in the San Francisco Litigation Group from 2011 to 2016.

MARK J. THOM joined SoftBank Group Corp. as associate general counsel. Mark was an associate in the San Francisco Corporate Group from 2015 to 2017.

KATHRYN B. THOMSON joined Amazon as vice president and associate General Counsel for transportation and logistics. At MoFo, Katie was a partner and chair of the Transportation Group in the Washington, D.C. office from 2016 to 2017.

ALUMNI EVENTS



2017 MOFO SUMMIT FOR WOMEN IN-HOUSE COUNSEL

On April 20, more than 30 MoFo in-house counsel alumnae attended the MoFo Summit for Women held at the Ritz-Carlton in Half Moon Bay. This year's theme was Focus on the Future – Empowering Female Leaders. MoFo alumna Lori Schechter, executive vice president, general counsel and chief compliance officer, McKesson Corporation, participated in the Women General Counsel Today panel. Alumna Ruth Ann Keene, general counsel and chief legal officer, Unity Technologies, served on the Assistant General Counsel to General Counsel panel.



VIEW MORE

Alumnae photos from
2017 MoFo Summit
for Women
In-House Counsel





MOFO ALUMNI REUNION

We invite you to join us for a fun evening of reconnecting with your Northern California MoFo colleagues, toasting our shared history, and celebrating our collective achievements at The Exploratorium along the Embarcadero in San Francisco.

WEDNESDAY, SEPTEMBER 27TH

6:00 p.m. – 9:00 p.m.

THE EXPLORATORIUM

Pier 15, The Embarcadero & Green St.
San Francisco, CA 94111

Please contact AlumniEvents@mofo.com to RSVP for the event or with any questions.

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