



Daniel E. Cohn

Partner

dcohn@fbm.com

San Francisco: 415.954.4482

Dan Cohn's diverse practice, which spans over three decades, includes wine and agriculture clients, sports and entertainment, and a general corporate clientele. He is one of the founders of the firm's Wine Country office, in St. Helena, California, and a founder of our Private Client practice group. For many years, he was also chair of the firm's Commercial and Business Department.

His wine and agriculture practice focuses on mergers and acquisitions involving closely-held or family businesses. When a purchase, sale, or other transaction requires a change in an enterprise that has been in a family for a long time, a host of other factors are implicated, including family dynamics, succession planning, and often, long standing disagreements.

Dan is skilled and experienced at guiding clients through transactions that require complex multigenerational plans and accommodation of different priorities. His approach is to seek out a solution that works for all stakeholders, often utilizing innovative financing structures or approaches to arrive at an equitable outcome. He has counseled clients through a wide range of wine and agriculture transactions, including grape purchase contracts, vineyard leases, and the purchase and sale of wineries, wine brands and wine portfolios. He also represents wine country entrepreneurs.

In his sports and entertainment practice, Dan has acted as a trusted advisor to executives and the ownership groups of professional sports teams. He has assisted clients with the purchase and sale of franchises, with contract negotiation, and with general business and legal counseling.

Dan also maintains a general corporate practice, acting as corporate counsel for business clients. He has a depth of experience in family business succession matters and substantial experience with both structuring closely held corporations and negotiating and documenting shareholder buyouts in closely held corporations.

In working with clients, Dan is a genuinely trusted advisor. He's a really good listener. He's able to discern objectives quickly, and is scrupulous about keeping client objectives ahead of his own. He's proactive – he doesn't always wait for the client to lead; but when circumstances and his judgment dictate it, will lead hand in hand with the client. Perhaps, most importantly, he's likable, calm, and always professional, with the ability to find common ground in almost any situation. After three decades of experience, often involving some of the thorniest interfamily issues imaginable, he is a uniquely effective counselor and adviser.

Distinctions

- *The Best Lawyers in America* in the area of Corporate Law for 2018-2021

Memberships and Affiliations

- Board of Directors, American Friends of Tel Aviv University (AFTAU) (2020-present)
- Board of Directors, Jewish Community Federation of San Francisco (2019-2020)
- Hospice by the Bay, Trustee, Chair of the Board of Directors (2018-present)
- Attorneys for Family Held Enterprises

Services

- Business Transactions
- Consumer Products + Manufacturing
- Exempt Organizations
- Private Client
- Renewable Energy
- Wine

Education

- Stanford Law School (J.D.)
- Harvard University (B.A.)
• *magna cum laude*

Bar Admissions

- California

Clerkships

- U.S. District Court (C.D. Cal.),
Wallace A. Tashima

- Family Firm Institute; *Certificate in Family Business Advising*, (2009)
- American Conservatory Theatre, Trustee and Secretary (2008-2018)

Experience

Special Purpose Acquisition Company RedBall Acquisition Corp.

Represented sports industry veterans Billy Beane, the EVP of Baseball Operations for the Oakland A's, and Luke Bornn, Vice President, Strategy and Analytics at the Sacramento Kings, as founders of special purpose acquisition company (SPAC) RedBall Acquisition Corp.

Advise Terroir Capital on Sale of Qupé

Represented Terroir Capital LLC in its sale of the Qupé wine brand and inventory to Vintage Wine Estates.

Fetzer Vineyards on Its Acquisition of Excelsior Wine Company

Represented Fetzer Vineyards in its acquisition of the Excelsior Wine Company collection. The addition to its portfolio of the Excelsior collection positions Fetzer Vineyards as the nation's leading supplier of South American wines and as the 12th largest wine marketer in the United States.

Publications

1/22/2013

Charitable Giving: Better Late than Never

11/4/2009

Wine: The Next Generation

Outside the Office

Dan is a hiker and beach-lover, who also is a long-time supporter and patron of local theater. He's also Chairman of the Board of Hospice by the Bay, a 475-employee nonprofit provider of hospice and home health care services in San Francisco, Marin and Sonoma counties.