



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 (2018-2025)

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
- Family-Held Enterprises

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

Far Niente Family of Wineries & Vineyards

Represented Napa Valley luxury wine producer Far Niente Family of Wineries & Vineyards in its acquisition of the Provenance Vineyards real estate in Rutherford, Calif. from Treasury Wine Estates. Far Niente purchased the property as the new home for its Bella Union brand. Farella also advised Far Niente on the concurrent sale of the Provenance brand and inventory to Lodi, Calif.'s Thomas Allen Vineyard & Wines.

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.

Fetzer Vineyards

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.

Round Table Pizza Deal

Represented Round Table Pizza, Inc., a leading pizza restaurant franchisor in the Western United States, in its acquisition by Global Franchise Group, LLC (GFG), a portfolio company of Los Angeles-based Levine Leichtman Capital Partners IV, L.P.

Oregon Cherry Growers Acquisition

Represent Pacific Coast Producers in its acquisition of Oregon Cherry Growers.

Ovid Winery

Represented Napa cult winery Ovid in its sale to the owners of Napa Valley's Silver Oak and Twomey wineries.

Acquisition of WineBid, Inc.

Represented an investment group led by Third Leaf Partners in its acquisition of WineBid, Inc., the largest online auction for fine and rare wines.

Winery Site Acquisition - Pritchard Hill, Napa Valley

Represented members of the renowned Mondavi family in their acquisition of a prestigious Pritchard Hill vineyard property in Napa County, adjacent to a winery property they acquired last year, also with our help. The Mondavis plan to design and build a new estate winery on the site, and we are working with them on the entitlements process.

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.

San Francisco Parking on Sale of City Park

Represented San Francisco Parking in the sale of City Park, which operates 85 parking facilities in the San Francisco Bay Area including a number of the area's most prestigious hotels, hospital facilities, and Levi's Stadium in Santa Clara, to Imperial Parking Corporation (Impark), one of the largest parking management companies in North America. The sale makes Impark the largest parking operator in the San Francisco Bay Area.

Niman Ranch

Represented Niman Ranch in its merger with an affiliate of Natural Food Holdings.

Publications

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.