



Caleb E. Ginsberg

Associate

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OVERVIEW

Caleb Ginsberg is a member of the corporate/M&A practice group, focusing on sports, media and emerging growth sectors. Caleb has worked on matters for clients ranging from individual investors in various sports properties, to Olympic sponsors, leagues and NBA, MLB, NHL, NFL and MLS teams. These transactions include acquisitions, formation/organizational documentation, licensing arrangements, worldwide distribution, commercial/vendor agreements, sponsorship and naming rights agreements, athlete/celebrity endorsement deals, media rights agreements and stadium/arena construction. Caleb advises clients positioned on the league, team and sponsor/brand side of deals.

Prior to his legal career, Caleb worked for the NFL Players Association and served as a bullpen catcher for the New York Yankees.

PROFESSIONAL BACKGROUND

Prior to joining the firm, Caleb served as an associate at a global law firm where he was engaged in various transactional work on behalf of clients within the sports, media, and entertainment sectors.

ACHIEVEMENTS

- *Best Lawyers in America* "Ones to Watch" in Entertainment and Sports Law (2022)

EDUCATION

- J.D., New England School of Law, 2013
- M.B.A., University of Phoenix, 2009
- B.S., Northeastern University, 2007

ADMISSIONS

- Bar of New York
- Bar of Oregon

THOUGHT LEADERSHIP POWERED BY HUB

- 27 August 2020, Equity Crowdfunding: Offering Fans a True Stake in Their Favorite Teams (*Alerts/Updates*)
- 22 May 2020, COVID-19: Three Legal Issues for Leagues, Teams, and Stadium Operators as Live Sports Return (*Alerts/Updates*)
- 16 April 2020, COVID-19: A Survey of Sports Betting Activity during the Pandemic and Legal Considerations for Stakeholders (*Alerts/Updates*)
- 7 April 2020, COVID-19: Esports May Be the Best Play During the COVID-19 Pandemic (*Alerts/Updates*)
- 01 October 2019, The Times They Are a-Changin': California Passes Game Changing Law to Allow Collegiate Athletes to Be Paid (*Alerts/Updates*)
- 14 March 2019, Talking Sports Law: Interview with Boston Red Sox Counsel (*Podcast*)
- 11 January 2019, Talking Sports Law: Top Recruit Joins Our Sports Law Roster (*Podcast*)

NEWS & EVENTS

- 19 August 2021, Nearly 300 K&L Gates Lawyers Named Among 2022 Best Lawyers in America, Ones to Watch (*Rankings & Recognitions*)
- 11 December 2020, K&L Gates Advises Esports Organization Kansas City Pioneers on Premier Sponsorship Agreement and Other Legal Matters (*Noteworthy Work*)
- 9 June 2020, K&L Gates Advises Charlotte Phoenix Emerging Esports Organization on Capital Raise, Other Legal Matters (*Press Release, Noteworthy Work*)

AREAS OF FOCUS

- Mergers and Acquisitions
- Emerging Growth and Venture Capital
- Technology Transactions and Sourcing

INDUSTRIES

- Consumer Products

- Sports

REPRESENTATIVE EXPERIENCE

General Corporate and Financing Matters

- Represented Major League Soccer's Los Angeles Football Club in connection with the private financing of its new, 22,000-seat, soccer-specific stadium in South Los Angeles.
- Represented Goldman Sachs in connection with a \$250 million term loan (with a \$25 million increase option) related to development and construction of a new arena for the NBA's Milwaukee Bucks.
- Represented the Chicago Cubs MLB franchise on various corporate and finance matters, including with respect to the renovation of Wrigley Field.
- Represented Goldman Sachs in connection with a \$35 million senior secured loan to the Sacramento Kings NBA franchise, the proceeds of which were used to acquire parcels of land for a new arena project, and a related mixed use development, practice facility and team offices.
- Represented Goldman Sachs in connection with a \$265 million private bank financing for the \$477 million construction of the Sacramento Kings' new NBA arena.
- Represented AS Roma soccer club (Serie A) and Raptor Sports Group in connection with its stadium financing and development project in Rome, Italy.
- Represented the purchasers of \$205 million in notes issued by Sacramento Downtown Arena LLC in connection with a new arena for the Sacramento Kings. Goldman Sachs acted as placement agent.
- Represented the New York Jets NFL franchise in connection with the restructuring of \$147 million of stadium-related debt. The transaction involved the creation of a new special purpose financing vehicle to issue the notes, a corporate restructuring of the Jets and an amendment to the Jets' outstanding league-wide credit facility.

Acquisition and Disposition Matters

- Represented Tilman J. Fertitta in his acquisition of the Houston Rockets NBA franchise, including the operating rights to the Toyota Center Arena, for a record purchase price of \$2.2 billion.
- Represented three existing minority investors in connection with their acquisition of controlling interest in Major League Soccer's Los Angeles Football Club.
- Represented the owners of the Atlanta Hawks on the sale of the NBA franchise to an ownership group led by Tony Ressler, co-founder of Ares Management.
- Represented Atlanta Spirit Group in the sale of a minority interest in the Atlanta Hawks NBA franchise.
- Represented a publicly traded Canadian company in its acquisition of a controlling interest in a digital skill-based gaming terminal operator based in Georgia, and the acquisition financing with respect thereto.

Media, Sponsorship, and Other Misc. Matters

- Represented a global sports network in its development of an over-the-top offering.
- Represented a TOP Olympic sponsor in its negotiations with the International Olympic Committee.
- Represented Al Jazeera Media Network in connection with various content distribution matters.
- Represented the San Diego Chargers NFL franchise in connection with their relocation to Los Angeles.
- Represented a minority owner of a WNBA basketball franchise in his effort to prevent relocation of the franchise to another city.
- Represented the Port Authority of New York and New Jersey in the development of a comprehensive digital platform for The World Trade Center.
- Represented various global esports organizations in connection with raising capital, negotiating player and influencer agreement, and corporate structuring.
- Represented multiple United Soccer League clubs in connection with capital raises (including equity crowdfunding campaigns), stadium-anchored real estate development projects, intellectual property protection, negotiating employment agreements, and various other transactional matters and disputes.
- Represented NBA player in connection with all aspects of his acquisition and operation of a well-known national fitness brand franchise.
- Represented NBA player in joint venture with emerging media company.
- Represented multiple NBA, NFL and MLB players in connection with various endorsement agreements with well-known global and national brands.
- Represented No. 1 pick in WNBA draft in connection with various endorsement agreements and investments.
- Represented multiple NBA, NFL and MLB players in connection with various endorsement agreements with well-known global and national brands.
- Represented NBL basketball franchise, New Zealand Breakers, in connection with capital raise and various corporate matters.
- Represented off-the-field baseball apparel brand, Baseballism, in various corporate, finance, real estate and IP matters.
- Represented direct-to-consumer gravel bike company, Lauf Cycling, in connection with various corporate and finance matters.
- Represented Portland, Oregon-based fashion startup in all aspects of formation.