



**STEVEN L. ZIVEN**  
Partner

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Office: Century City

## PRACTICE AREAS

**Business Transactions and Tax**  
Mergers and Business Acquisitions  
Entity Formations, Joint Ventures and  
Strategic Alliances  
Start-Up and Emerging Companies  
Tax Planning, Advice and Controversy  
Equity and Debt Financing and  
Restructuring  
**Real Estate**  
Acquisitions and Dispositions  
Commercial Leasing  
Distressed Assets  
Real Estate Financing

## EDUCATION

J.D., University of Wisconsin Law  
School B.S., cum laude, University of  
Pennsylvania Wharton School of  
Finance

## ADMITTED TO PRACTICE

California  
Wisconsin | Non-resident

Steven L. Ziven is the Managing Partner of Freeman Freeman & Smiley, a member of the Executive Management Committee, and a member of the Business Transactions and Tax Planning Department.

### » Business, real estate and finance

Mr. Ziven's practice focuses primarily on corporate law, business transactions, real estate transactions and financings. He has extensive experience in buying and selling businesses, mergers and acquisitions, joint ventures, entity formations and capital transactions, real estate transactions, property tax planning and appeals and business succession planning. He has also handled a number of shareholder dispute matters.

### » Sophisticated counseling and advice

In addition, Mr. Ziven has substantial business experience, serving as a corporate officer of the subsidiary of a Fortune 500 Company for over five years, and providing sophisticated counseling and advice to business owners, senior management and high net worth individuals. He has lectured before numerous business and professional groups regarding all aspects of corporate and business law.

### » Honors

Mr. Ziven has been awarded an AV Preeminent® Rating by Martindale-Hubbell® Peer Review, the highest rating in legal ability and ethical standards.

## Representative Clients and Matters

- » Represented the owners of a processor and supplier of fresh-cut fruit in the sale of the company to a publicly-owned company.
- » Represented the owners of a U.S. multi-state logistic company in the sale of the company to an international freight forwarding company.
- » Represented a limited partnership in the formation and funding of a venture capital fund-of-funds and in the fund's numerous investments.
- » Represented the owners of a property management company in the sale of the company to a strategic buyer.
- » Represented the owner of a publishing company in the sale of the company to a publicly-owned company.
- » Represented a media agency in a merger transaction with a creative agency and branded entertainment company.
- » Represented the majority owner in the purchase of all of the outstanding interests in an internet media broadcast company and the subsequent sale of the company to a multi-media network providing sports programming and publications.
- » Represented the operating owner in the purchase of all the outstanding interests in a post-production company and the subsequent sale of the post-production company to a strategic buyer.
- » Represented the owners of automotive collision repair centers in the sale of the business assets and the leasing of the repair center locations to a portfolio company of a private equity company.

- » Represented the seller's representative in connection with the sale of a multi-state concrete pumping business to a private equity company.
- » Represented the owners of a food manufacturing company in the sale of the company to a publicly-owned company.
- » Represented a U.S. distributor of packing products in an exclusive distribution agreement with a United Kingdom company.
- » Represented a food manufacturing company in a number of co-packing, licensing and distribution agreements.
- » Represented the owner in the purchase of a beverage distributor from a private equity company and the subsequent sale of the distributor in exchange for two other distributing companies.
- » Represented the owners of an insurance company in the sale of the company to Wells Fargo.
- » Represented the owners of an insurance company in the sale of the company to a publicly-owned company.
- » Represented the owner of a third party administrator in the sale of the company to a strategic buyer.
- » Represented one of the co-owners of a gate manufacturing company in the sale of the company to a strategic buyer.
- » Represented the owners of a real estate brokerage company and escrow company in the sale of the companies to a strategic buyer.
- » Represented a residential brokerage company in the initial formation, structuring and funding of the company.
- » Represented two minority owners in the reorganization of a real estate development company.
- » Represented a family office in the consolidation of its business and real estate holdings.
- » Represented taxpayers in numerous property tax appeals throughout Southern California.

## Professional & Community Involvement

- » Los Angeles County Bar Association