

ACTORS ON ACTORS

24 of the Year's Best Movie Performances

Adam Sandler
Brad Pitt



1 VARIETY

WITH

- Antonio Banderas & Eddie Murphy
- Chris Evans & Scarlett Johansson
- Jennifer Lopez & Robert Pattinson
- Adam Driver & Charlize Theron
- Shia LaBeouf & Kristen Stewart



FOCUS



**MONEY IN
MOTION**
ELITE BIZ
MANAGERS
GRAPPLE WITH
CONSOLIDATION
AND A SHIFT
TO YOUNGER
CREATIVES.

KEEP IT COMING

Davod Bolno of NKFSB manages a roster of musicians that includes Drake, seen here performing live in Toronto, who have benefited from the new economics of music streaming.



FOLLOWING THE MONEY

Financial pros handle the affairs and manage the wealth of Hollywood royalty

BY ROBERT MARICH AND TODD LONGWELL



BELVA ANAKWENZE

PRINCIPAL AND BUSINESS MANAGER

ABACUS FINANCIAL BUSINESS MANAGEMENT

Anakwenze handles film and TV actors, writers and producers; digital influencers; and executives in events and concerts. Clients include Jay Ellis (HBO's "Insecure" and Paramount's "Top Gun: Maverick") and "ET" co-host Kevin Frazier. Los Angeles-based Anakwenze finds that talent needs to produce audio/visual demos to sell their projects to "put some skin in the game so buyers can see the vision."

Transparency Revolution:

Because of personal communications devices, Anakwenze says that "anything we're doing the clients can see very clearly and immediately."



EVAN R. BELL

MANAGING PARTNER

LIZA DE LEON

ADMINISTRATIVE PARTNER
BELL & CO.

The New York-based duo handles TV, film and literary talent, and influencers. Clients include Steven Soderbergh, author Sarah M. Broom, writer-director Robert Eggers, Baz Luhrmann, and multi-hyphenate Gavin O'Connor. Because early-career clients are concerned about their financial futures, Bell observes that they "are much more interested in buying a house than a big wedding or fancy car."

Taxing Matters: Bell notes clients are worried about proposals to enact substantial tax increases, and are exploring options to protect the wealth that "they've spent their lives earning, building and driving for."



STEVE BILLS

PARTNER
BILLS & STOLL

With a staff of 25, the Encino-based business management firm serves clients that include TV/film talent, and Bills is one of two partners. He keeps an eye on continued eligibility of talent loan-out corporations after California legislation tightened independent-contractor rules. "Everyone who has one knows what the legitimate benefit are" for writing off business expenses, Bills says.

Hit The Jackpot: Bills generally tries to dissuade clients from pursuing personal passion investments, like partnering in a restaurant, because they are longshots. One client did so anyway "and, wouldn't you know, it became one of the most popular new restaurants in L.A.," he marvels.



DAVID BOLNO

PARTNER
NKFSB

Bolno handles executive Scooter Braun/Ithaca Holdings, and a raft of music figures including Drake, Post Malone, Pharrell Williams and Will.i.am. Other clients are in TV/film and also investors in media/entertainment. Bolno is thrilled music industry economics improved from proliferation of streaming, quality music and renewed investment. "The hope is money continues to flow to the artists and creators."

Cashing In: Bolno likes real estate, and always recommends buying prudently to avoid shouldering excessive debt. "If you are sitting on cash when the real estate markets softens, you are in a great position" to buy, he says. "Cash is king."



ANTHONY BONSIGNORE

PARTNER
ALTMAN GREENFIELD & SELVAGGI

While many entertainment business managers are based in L.A., some, like Bonsignore, feel they've got a leg up in New York, operating at the center of the global financial markets. Bonsignore prides himself on being accessible 24-7 for his clients — including Noah Baumbach, Sterling K. Brown, Greta Gerwig, David Harbour, Dakota Johnson, John McEnroe and Chris Terrio — and taking their calls on weekends.

Will California Law Limiting Indie Contractors Hurt Hollywood?: "I feel unions will step in and fight for their members. Otherwise, California is going to lose a lot of production."



JULIE BOOS

CHAIRMAN-OWNER

DAVID BOYER

VP-OWNER

JAMIE CHEEK

PRESIDENT-OWNER

DUANE CLARK

COO-OWNER

TREY DUNAWAY

CFO-OWNER

MARY ANN MCCREADY

CARMEN ROMANO

VP-OWNERS
FLOOD BUMSTEAD
MCCREADY & MCCARTHY

The seven business managers serve music talent and executives. Clients are said to include The Black Keys, Kelly Clarkson, Eric Church, Dan + Shay, Alanis Morissette, Blake Shelton and Keith Urban. FBMM is headquartered in Nashville, with a New York office as well. Honored for her charitable work, McCready was *Variety's* 2018 Business Manager Elite Award honoree. After ticket scalpers upended concert ticketing, Cheek says that stakeholders are wrestling back control. Promoters, facilities and artists marshal "creativity and technology so ticketing is becoming much more user-friendly to the artists than I've ever seen. That's very cool."

Island Dream: McCready worked six months buying an offshore island for a client that was quite complex. "But it was fun, like putting pieces of a puzzle together. I like to be challenged."



CHRIS BUCCI
STEVE SAVITSKY
MANAGING PARTNERS
JEFF BACON
RACHEL MARTINEZ
VERA SINGARTIYSKA
PARTNERS
SAVITSKY SATIN BACON & BUCCI

When he joined seven years ago, Bucci recalls he was employee num-

ber 35; now the Century City-based operation includes about 60 staffers. Clients are film and TV producers, writers, directors, actors and executives; professional athletes; digital influencers; and the wealthy outside entertainment. "Now the practice is much wider in terms of what the clients do," says Bucci, referring to influencers and others. In September, SSBB was acquired by insurance broker/consultancy NFP, which Bucci says enables drawing on the parent's deeper resources for improved technology and other benefits. **Just In Case:** Bacon notes that business managers prepare for any likely eventuality, though sometimes this results in spinning their wheels. "Many of us spent much of the last two months of 2011 scrambling to execute planning strategies ahead of an anticipated estate tax law change that never materialized," says Bacon.



CATCHING 'LIGHTNING'
Matthew Burke of Singer Burke Zimmer manages clients who work behind the camera on TV series such as "Black Lightning."



MATTHEW A. BURKE
MANAGING PARTNER
SINGER BURKE ZIMMER

Based in Encino, Burke supervises a staff of 55 that handles behind-the-camera TV talent. Many clients diversify, where

"creators exploit their intellectual property on new distribution platforms and across multiple verticals." He handles content producer Skybound Entertainment. His clients work on TV series including "Arrow," "Black Lightning," "The Handmaid's Tale," "DC's Legends of Tomorrow" and "The Walking Dead." **Paperless World:** Digital native clients "want 24/7 access to all their info online on their smart phones," says Burke.



CHARLES CLANCY
PARTNER
LEVEL FOUR BUSINESS MANAGEMENT

Clancy began his career at Price Waterhouse almost 35 years ago, but he found he didn't care for public accounting and was soon hired away by John Rigney at Jess Morgan & Co. Rigney left the following year, but they later reunited at Level Four, where today Clancy's clients include writers and directors such as Chris Miller and Phil Lord, who won an Oscar this year for "Spider-Man: Into the Spider-Verse," as well as actors and several authors. **Real Estate Cool-Off?:** "Yes, because I'm not getting calls from housekeepers who want to buy a three-quarter-million-dollar house like I was a dozen years ago."

"Character is like a tree and a reputation like a shadow. The shadow is what we think of it; the tree is the real thing."

ABRAHAM LINCOLN

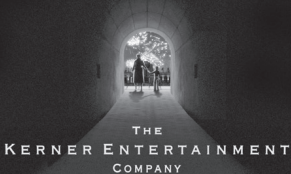
CONGRATULATIONS BILL

ON THIS GREAT AND MUCH-DESERVED HONOR

You are the epitome of a man with character. You and your wonderful partners at Tanner Mainstain Glynn and Johnson have laid out a consistent and highly successful financial plan for my company and family. You have been largely responsible for creating and protecting our strong financial future.

Thank you for your elegance, honesty, keen intelligence, business acumen, kindness, clarity, good humor and just the right advice when needed. You are the Tree to which Lincoln refers.

JORDAN KERNER



**JOSH KLEIN**PARTNER AND MANAGING
DIRECTOR**MONARCH BUSINESS AND
WEALTH MANAGEMENT**

Klein handles music talent and executives, pro athletes, actors, and high-net-worth individuals outside entertainment. Clients include football's Prince Amukamara, Bazzi, Big Sean, Sophia Bush, the Chainsmokers, Logic and Kelly Rowland. His bi-coastal firm has doubled its staff in two years. L.A.-based Klein sees business managers embracing shorter client lists as talent require more "face to face interaction."

Homeward Bound: While home prices may have softened, that's offset by lower interest rates reducing borrowing costs. That also means "it's time to re-finance for most clients," he adds.

**ELAINA KOGAN**TAX PARTNER
SINGER BURKE ZIMMER

Kogan is a specialist for tax planning and compliance. To that end, she says that Hollywood talent working on-site overseas "should not underestimate the difference in tax regimes in different countries." Foreign jurisdictions may levy assessments while talent should also claim offsets to avoid double taxation.

Taxing Matters: While politicians float big tax overhaul ideas, "we're focusing on the current federal tax law that's only been in effect for a year," says Kogan. That means reducing taxes via immediate deduction of production costs, deductions for qualifying business income and accelerated depreciation for capital improvements.

**FUNNY MONEY**

ML Management Partners' Mark Landersman has assembled a solid list of comedy clients that includes cast members from "Saturday Night Live."

**MARK LANDESMAN**FOUNDER AND PRESIDENT
ML MANAGEMENT PARTNERS

New York-based Landersman handles Vin Die-

sel, Tina Fey, Gal Gadot, Eddie Murphy, Ryan Reynolds and Chris Rock, and has a knack for connecting to comedic talent, including cast members of "Saturday Night Live." Landersman marvels that clients using their connected personal communications devices have turned business management into a

24/7 activity because "you are responding to emails at 11 p.m. at night. It didn't used to be that way,"

Ouch! Landersman will never forget helping a client "take delivery of a \$2 million Bugatti only to have it towed back to the dealership 10 minutes later" after being hit while stopped at a red light.



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STEVES A. RODRIGUEZ, CPA



RICHARD SINGER
WEALTH MANAGEMENT PARTNER
AMITHA HARICHANDRAN
WEALTH MANAGEMENT PARTNER
STEPHANIE CONNOR ARKOF
WEALTH MANAGEMENT PARTNER

SB CAPITAL MANAGEMENT
(SINGER BURKE ZIMMER)

The Encino, Calif.-based trio are pillars at the multi-family office providing financial advisory and advanced planning services. SB Capital Management stands alongside Singer Burke Zimmer. Entertainment clients are TV showrunners, IP owners, Hollywood execs, composers, tech entre-



preneurs involved in gaming and software development, professional athletes and influencers. Singer sees a growing trend of clients re-directing their investment around personal values, in what is known as environmental social governance. He adds one challenge in implementation is “making any transition in a tax-efficient manner.”

Embracing Real Estate: With bond yields low and the stock market elevated, Singer says that “we are actually increasing our allocations for clients to real estate, where we can think we can make double or triple of the return” in comparison to a traditional balanced portfolio of stocks and bonds.

LEADING THE FIGHT
Michael Sloan at Gelfand, Rennert & Feldman counts “GLOW” star Alison Brie among his clients.



MIKE SKEET
FOUNDING PARTNER, SKH
GELFAND, RENNERT & FELDMAN

In May, Skeet’s London-based firm Skeet Kaye Hopkins became the latest acquisition of L.A.-based Gelfand, Rennart & Feldman. The merger gave GRF clients working in England and the European Union, an outpost and region-specific expertise, and it gave Skeet’s musician-rich roster — which encompasses everyone from newbies who just signed their first record deal to festival headliners — a solid base in the States, where many of them work and live.
Real Estate Cool-Off?: “In the U.K. it has, and we’re pretty certain that’s because of all the uncertainty surrounding Brexit. But there are bargains to be had, so we still think it’s a good investment.”



MICHAEL SLOAN
PARTNER
GELFAND, RENNERT & FELDMAN

The Ohio native did a stint with Gelfand, Rennert & Feldman from 1985-89, so it was a homecoming of sorts when GRF merged with his firm WG&S in January. Clients include Alison Brie, husband-and-wife TV creators Nichelle Tramble Spellman (Apple’s “Truth Be Told”) and Malcolm Spellman (Disney Plus’ “Falcon & Winter Soldier”), and writer/director/producers Ed Zwick and Marshall Herskovitz (“thirtysomething”), who have been clients for 25 years.
Rules To Live By: “Be super-focused on the basic stuff: tax planning and risk mitigation. We have to make sure clients have all the proper insurance in place, whether it’s professional or homeowners.”

MLM congratulates
MARK LANDESMAN
and his fellow honorees
on being named
Variety’s 2019 Business Managers Elite





MATT LICHTENBERG
PARTNER
LEVEL FOUR BUSINESS
MANAGEMENT

Bronx-born Lichtenberg spent many a night in the early '80s hanging out at L.A. comedy clubs like The Improv until 2 a.m. with his childhood pal Paul Provenza and other stand-ups, many of whom are now comedy legends. He may have been bleary-eyed at work the next day, but those good times still continue to pay dividends with a client list rich in funny people such as Will Ferrell, Larry David and Molly Shannon.

Is Real Estate Cooling Off?: "It's very much neighborhood-driven, so if you're buying a house within walking distance to the [Rick] Caruso development in the Palisades, that market is still on fire."



PETER MAINSTAIN CO-FOUNDER
MICHAEL GLYNN PARTNER
BRADLEY JOHNSON PARTNER
THOMAS FOULADI PARTNER
ROBERT HARRISON PARTNER
DAVID CORONEL PARTNER
TANNER MAINSTAIN GLYNN & JOHNSON

Founded by Mainstain and Bill Tanner in 1976, the firm has seven partners and 65 employees servicing a long list of loyal clients, including actor Michael Keaton, multihyphenate Aaron Sorkin, writer/producer Craig Silverstein ("Turn") and writer/directors Marc Lawrence ("Noelle") and Ron Shelton ("Bull Durham"), who's been with them for 40-plus years, as well as Jackie Chan, Filipino boxer Manny Pacquiao (for U.S. business) and behind-the-scenes types ranging from agents to cinematographers.

According to Foulardi, a number of things sets them apart from competing firms. One is that all the partners are CPAs. Another is the firm's proprietary templates and cash flow presentations. "We're able to communicate to our clients clearly and show them their finances in very simple and clear terms," says Foulardi, who serves as co-manager of the firm with Glynn, working in collaboration with managing partner Mainstain.

In recent years, many business-management firms have been absorbed by larger financial services companies, but the partners of TMGJ insist that they have no interest in selling. In fact, in recent years, "we've taken over a couple of small practices," says Foulardi. "And we're hoping to grow organically, as well as through acquisitions."

Will California Law Limiting Indie Contractors Hurt Hollywood?: "It could mean that anywhere from 20% to 35% of your gross income is now not deductible," says Mainstain. "The way we were able to deduct those fees [for agency commissions, etc.] was by use of a loan-out company, but if you're an employee, you're not entitled to use one."

*Congratulations to our 2019
Business Managers Elite Honorees*

**MATTHEW BURKE
RICHARD SINGER
STEPHANIE ARKOF
ELAINA KOGAN
AMITHA HARICHANDRAN**

*With admiration and gratitude for
the enduring partnership of remarkable clients
and the talents of an unrivaled staff.*

