

THE WALKER GROUP

Synergized Creativity
a 360° Entertainment Company

THE COMPANY

JW Consulting, LLC (JWC) is the entertainment consulting arm of Walker and Associates. JWC provides consulting in the areas of artist development, promotions, event planning, event financing, project financing and general business consulting. JW Consulting has successfully promoted the following events Freddie Jackson, Patti Labelle, and the highly successful Urban IMPACT Summit.

Firm Overview

Walker & Associates is a law firm on the move. We make it a priority to adapt to our clients' business goals by expanding our geographic reach to meet the regional, national and global nature of our clients' operations. Our attorneys and staff utilize new and innovative ways to serve our clients via electronic communications, accessibility to staff attorneys, and thoughtful and creative fee structures that share risk and reward.

Our staff attorneys serve institutional and industrial clients such as corporations, record labels, recording studios, publishers, newspapers, authors, artists, managers, producers, athletes, educators, technology companies, retailers, service organizations, nonprofit entities and entrepreneurial businesses.

Walker & Associates provides a full range of services on transactions from discreet matters to the largest, most complex cases. Every client is unique. Our primary objective is to provide solutions that maximize clients' profitability and achieve their business objectives. At Walker & Associates, we believe the best way to do this is to design a service plan tailored to the specific challenges each client faces. Utilizing these principles, we strive to provide the invaluable services our clients expect and deserve.

Client Services

Walker and Associates is a Full Service Law Firm that believes in individual attention. Our staff attorneys serve institutional and industrial clients such as corporations, record labels, recording studios, publishers, newspapers, authors, artists, managers, producers, athletes, educators, technology companies, retailers, service organizations, nonprofit entities and entrepreneurial businesses.

Walker & Associates provides a full range of services on transactions from discreet matters to the largest, most complex cases. Every client is unique. Our primary objective is to provide solutions that maximize clients' profitability and achieve their business objectives. At Walker & Associates, we believe the best way to do this is to design a service plan tailored to the specific challenges each client faces. Utilizing these principles, we strive to provide the invaluable services our clients expect, and deserve.

THE TEAM

JAMES WALKER



James L. Walker, Jr. serves as managing partner of **Walker and Associates, LLP**, a leading entertainment law firm; president of **JW Consulting, LLC**, an entertainment consulting, event management and planning company; and managing partner of **J. Walker Realty, LLC**, a commercial real estate acquisition company.

Walker's legal practice consists of entertainment, litigation, business, intellectual property and corporate law. Walker started his firm, **Walker and Associates, LLP**, eight years ago after his tenure at a top-tier Connecticut law firm. Walker's client list over the years have included, Capitol Records pop superstar **Cole**; actor **Jamie Foxx**; Director **Bill Duke**; **BET** host **Dr. Bobby Jones**; award winning writer/producer/arranger **Donald Lawrence**; **WNBA Star Ruthie Bolton-Holifield**; **Grammy Award Winners Hezekiah Walker, Shirley Caesar, Albertina Walker, Tramaine Hawkins, and Yolanda Adams**, and phenomenal international minister **Jackie McCullough**. Walker's literary projects have included representing renowned journalist and scholar **Dr. Barbara Reynolds**, author of the upcoming autobiography of **Coretta Scott King**; noted author and scholar **Randall Robinson**; and negotiating with Harper Collins for multi-platinum rapper and actor **DMX's** book. Whether in books, recording contracts, or mergers and acquisitions, Walker has developed the legal expertise to close the deal.

Walker's high profile legal clientele has bolstered his entertainment consulting firm, **JW Consulting, LLC**. Walker began promoting plays and concerts twenty years ago while in college. In recent times, Walker has promoted Grammy Award Winners **Patti LaBelle** and **Freddie Jackson** in concert. Walker has also teamed up with the world's largest gaming facility, **Foxwoods Resort and Casino**, to host New England's largest urban and gospel music summit, **The Urban IMPACT Summit**. Walker designed the Summit to attract political and industry leaders, athletes, and music artists that impart knowledge to youth and adults in the urban community. The Summit also affords Walker the opportunity to direct and executive produce footage for a season of television programming that airs on The Word Network.

New this year, Walker has launched a commercial real estate acquisition company, **J. Walker Realty, LLC**. Walker has already made great inroads into this industry with the acquisition of five commercial units in Stamford and Hartford, CT consisting of 36 total units. Walker has another deal pending.

Walker holds a law degree from **Howard University** and a **Master's of Divinity** from **Yale University**. Walker is an adjunct professor teaching entertainment law at the **University of Connecticut School of Law**, and he has also taught at **Boston College School of Law** and the **University of Hartford's Hart School of Music**. Walker is writing and editing a sequel to the legendary "**This Business of Music**" series published by **Billboard Books** entitled "**This Business of Urban and Gospel Music**". In the past, Walker has served as guest commentator on leading entertainment issues for CBS and its affiliate **BET**, **Court TV's Prime Time Justice**, **Power of Attorney**, **Connecticut's News Channel 8**, and he is featured weekly on **WTIC 1080 AM**. Walker is a member of the Gospel Music Association (GMA) and **Gospel Music Workshop Association (GMWA)**.

Above all, Walker age 38 is married to Los Angeles native Cristi C. Walker, former in-house counsel with Northeast Utilities and partner in Walker and Associates. The couple has four children (Jordan, 13, James III, 11, Kristian Joi, 8, and Zion, 4).

SHARON JARRETT

Armed with more than 16yrs in Corporate America at IBM and 10yrs of Event Planning experience Sharon Jarrett left the halls of Corporate America to pursue her life long passion of event management & public relations full-time. Joining IBM with a B.S. in Accounting from Tuskegee University, she held various positions in Accounting, Corporate Internal Audit and Marketing & Sales. Her corporate career includes 5 years of Internal Audit. With a proven ability to quickly analyze key business drivers and develop strategies to grow the bottom-line, Sharon was quickly recognized as a Lead Auditor and led several complex financial, operational and compliance audits across multiple brands & industries.

This experience positioned her well to next serve as Project Lead for IBM America's (US, Canada and Latin America) Configured Hardware Rapid Delivery Program. In this role she was responsible for the overall management of daily operations including the successful year-to-year attainment of revenue objectives (\$36M), introduction of new products, marketing, customer satisfaction and business controls.

While Sharon found the corporate roles somewhat exciting & challenging from time to time, it was her work as an event professional that she was most passionate about. Coordinating and hosting "timely" Black-Tie dinners for 600; successful one-day conferences; diversity expos and a national book tour for NY Times Best-Selling authors were the events that she found most exhilarating and knew that had to pursue her true calling. Sharon's heartbeat is the flawless execution of a well designed event plan and as a former project executive with solid experience in Accounting, Internal Audit, Marketing & Sales; she thoroughly understands the need for both business expertise and creativity.

Her detailed approach to events, regardless of the size has allowed her to plan and produce several successful events over the years. In addition to her work, community involvement has always been a priority for Sharon and she currently serves on the Board of Directors for the Yerwood Community Center in Stamford, CT and Co-Chair of the Stewardship & Tithing Ministry of Union Baptist Church. Sharon and her husband Steven reside in Norwalk, CT with their two children Royce & Tori.

ARTICLES



Parenting

By Shirley Henderson

THERE comes a time when every parent must lay down the law. For James and Cristi Walker, who are lawyers and parents of four children—Jordan, 12, James, 10, Kristian, 8, and Zion, 3—that involves pulling together as a family in their daily routine.

Most working parents find it a challenge to juggle peanut butter sandwiches and corporate agendas. But for the Walkers, whose family motto is, “We can do all things through Christ who strengthens us,” it’s all about prioritizing your life.

“Everybody is in-sync,” says James, who along with Cristi, has a BlackBerry so that they can track real estate closings, meetings and telephone conferences held at Walker & Associates, LLP, their 12-person entertainment law and real estate office, based in Connecticut. Add to their schedule son James’ three-times-a-week football practice games, which either James or Cristi attends regularly.

One of the things that keeps his family’s busy schedule humming smoothly is old-fashioned teamwork, according to James, who represents some big names in the music industry, including DMX, the Rev. Shirley Caesar, and singers Bobby Jones and Freddie Jackson.

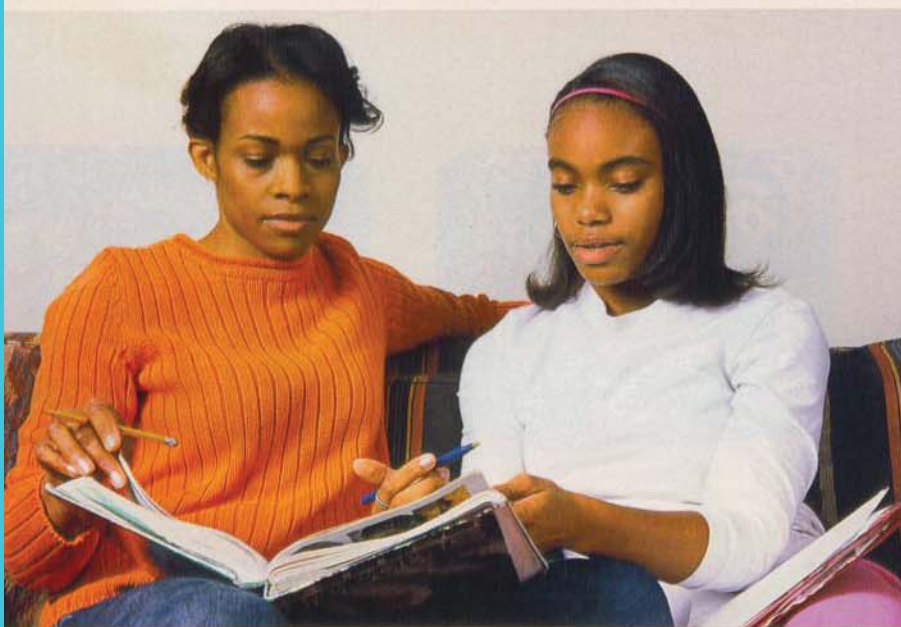
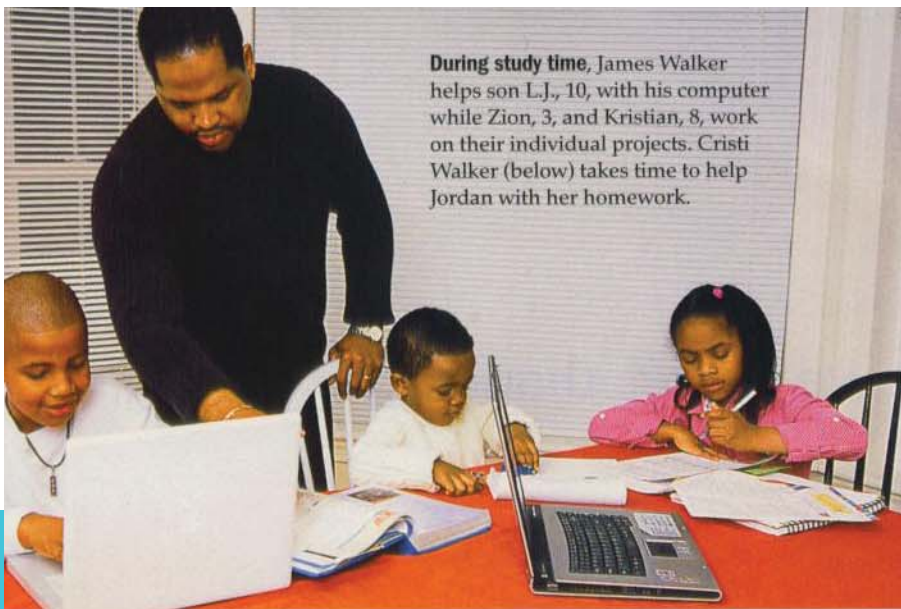
Every morning, 12-year-old daughter Jordan starts her day at 6 a.m. in order to make it to her Catholic school on time, while son James, known as L.J., and Kristian, wake up an hour later to attend public school. Before everyone de-



The Walkers include—(top row) James, Bettye Collins (Cristi’s mom) and Cristi with children (c.) Jordan, L.J., Zion and Kristian.

A Working Parents’ Guide To Successful Child-Rearing

During study time, James Walker helps son L.J., 10, with his computer while Zion, 3, and Kristian, 8, work on their individual projects. Cristi Walker (below) takes time to help Jordan with her homework.



parts the house, there is usually a family prayer. The baby of the family, Zion, goes off to day care with mom or dad three days a week. In addition, two days of the toddler's week are spent in his parents' law firm, where he naps on a sofa in one of the offices for a few hours, then heads to a corporate lunch of hot dogs and fries at a nearby restaurant with his father.

"The first thing is that you have to break all the traditional roles," says James. "Whatever needs to get done, you have to get it done. If that means that I have to get in the

kitchen and cook, or go to the store and pick up pizza when Cristi has to work late, I do it. It means Cristi has to jump in and take our son to football practice and help him with that when I am working... As a father of four and a business owner, the process is difficult, but do-able, if you put God first and family first. I spend Monday through Friday very disciplined and build my schedule around who has a football game, soccer game, church recital, acting class, art class or karate class."

James, who has degrees in jour-

nalism and law from Howard University as well as a master's degree in divinity from Yale, also teaches at the University of Connecticut Law School. Cristi has a degree in psychology from UCLA and a law degree from Howard University, where the couple met.

They have been married for 12 years and live in North Stamford, an exclusive community where they purchased and built a 10,000-square-foot, 20-room home for \$2 million. Among the Walker home's amenities are a 10-seat movie theater/mini game room, exercise room, music studio and private apartment for Cristi's mom, who helps with the kids.

There are no nannies, chefs, butlers or housekeepers. "We don't believe in any of that," says James, who was raised in Connecticut by his grandmother, who insisted that he clean the house on Saturday mornings. "It's like the old days," says Cristi, who gets up 4 or 5 a.m. to get work done before the children get up. "My older daughter takes out food for dinner and starts prepping before I get home around 5 p.m."

After dinner, Cristi makes sure that she has the children's school agenda—homework assignments, PTA meetings and teachers' conferences—on her radar. The Walker children have been taught to embrace their daily routine, from homework to domestic chores. L.J., who sings and plays football, sometimes cooks breakfast for the family. Jordan, an A-student, often takes on the job of doing laundry. Kristian, an aspiring actress, also helps with homework, including taking out the trash, washing dishes and sweeping floors. The older children also



On the job at Walker & Associates, LLP, their 12-person entertainment law and real estate office, the Walkers examine some documents. In a portrait (below), the family strikes a pose before the children leave home for school.

PARENTING *Continued*

check one another's homework, and they all keep an eye on baby Zion, assisting him in toilet-training and brushing his teeth. Grandma is there too, just in case.

The young parents admit that they are strict disciplinarians who "try hard not to spank, but on

occasion, [the children] will get a spanking." Perhaps that attitude contributes to the the Walkers' workable family schedule, which charts each child's responsibilities and is coordinated by Cristi Walker. The schedule is flexible, she admits. But only after the children finish their chores and home-

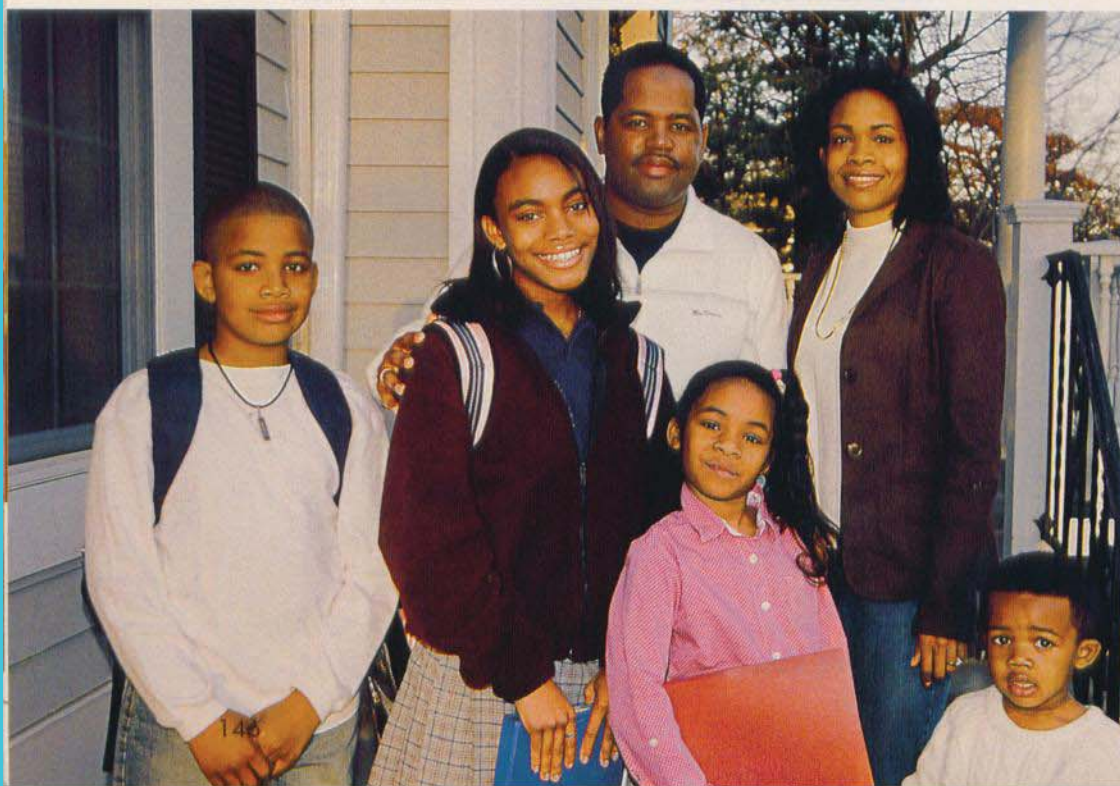
work can they schedule free time to do the things they enjoy.

As young and aspiring lawyers, James and Cristi worked long hours, often from 6 a.m. to 6 p.m. In 1998 the Walkers opened their own law firm in the basement of their first home. The family moved to Stamford in 2003 and Cristi and James opened their firm inside a commercial office space in the Midtown area. Both admit that being entrepreneurs of several businesses actually allows their schedules more flexibility—a must for working parents. For example, if a child is sick, Cristi or James works from home.

Another job perk for the Walkers is meeting famous entertainers and celebrities and, from time to time, James brings home his well-known clients, thereby exposing their children to the celebrity lifestyle. However, the couple plans to keep their children grounded. For instance, Wednesday night is family Bible study. Church on Sundays is a constant. And James makes it a

point to never be away from home more than 2 to 3 days on business, unless it is absolutely necessary. He also has dinner with his family as often as possible.

Above all, their children know, according to James, that even if mom and dad are busy, "They are one another's best friend... We are best friends. We're all we've got. We tell them, 'There are four of you in this house. So, have one another's back.'" □



HARTFORD BUSINESS JOURNAL

GREATER HARTFORD'S BUSINESS WEEKLY

JULY 17, 2006

WWW.HBJOURNAL.COM

I Biz Resource

ournals, directories and business
rms. Typically, you need a
brary card to enter a given
brary's offerings, but many don't
quire you to be a local user —
ou can apply online for a card,
hich will include a barcode num-
er that will allow you to enter the
atabases.

Some libraries do charge for
mote users to obtain cards. The
ew York Public Library, which



s an extensive Small Business
source Center on its site,
arges \$100 to users who don't
e, work, pay property taxes or
end school in the state.

The online libraries of univer-
/ and college business schools
generally restricted to use by
dents, faculty and alumni.
ne, including Emory Universi-
; Goizueta Business School,
offer other would-be users
s of links to public sites.

There are also online libraries
h as the Internet Public
rary at www.ipl.org, or the
all Business Administration
ary at
www.sba.gov/lib/library.html.

se tend to contain articles
primers that can be helpful
reviews on a variety of topics
interest small business own-
but they don't offer a com-
prehensive collection like the
e traditional library sites.

ROOTS OF REWARDS

North End Investments Prosper

Stamford attorney sees profits in risky Hartford housing

By Diane Weaver Dunne

Hartford Business Journal Staff Writer

Straight from a courthouse in Hartford, attorney James Walker Jr. drove to Hartford's North End to meet with some of his tenants, who live in one of the four apartment buildings he purchased for \$1.6 million in April.

He purchased 7 Norfolk Ave., a 13-unit apartment brick apartment building, and 93 Blue Hills Ave., a Victorian home that has been converted into nine studio apartments.

In the city's North End, he also purchased two other properties: 445-447 Barbour St., and 451-453 Barbour St.

Walker says that some of his friends asked, "Aren't you afraid to go to Barbour Street alone?"

Walker shakes his head.

"I grew up in the projects in Bridgeport and I saw a lot of my friends do drugs, get locked up. Some died," he said. "I used to live here," he said, referring to a similar low-income urban neighborhood.

Entrepreneurial Zest

But Walker's life is a far cry from the days of his youth. He now runs a multi-million business in Stamford. A team of 12 employees focuses on entertainment and sports law, a practice he runs with his wife, Cristi, also an attorney.

In addition to managing Walker's 10 real estate holdings, his business ventures include another team of about 10 employees who organize an annual four-day Urban Impact Summit at Foxwoods Resort Casino.

Despite his success, Walker says he hasn't forgotten where he came from. His background, he says, helps him connect with his tenants.

Most of Walker's tenants receive federally funded Section 8 housing vouchers that subsidize their rents.

Growing up poor, Walker wasn't that different from his tenants, and believes that if you understand and respect your tenants, they will respect you.

Martha Ramos, a tenant at one of one of the Barbour Street buildings, said there is a difference between Walker and the previous owner. Walker visits them, unlike the previous landlord who was "not a



James Walker Jr., an entertainment lawyer with a practice in Stamford, stands outside one of the four apartment buildings he recently purchased in Hartford.

people person," she explained.

On this particular visit, Walker opens his trunk and hands Ramos some flowers to plant. The thin woman, with rake in hand, smiles broadly. She asked him for the flowers on a previous visit because she believes flowers will spruce up the front of the building.

"When you buy a property like this, you are investing in the people," Walker said. He knows his tenants by name, and points to their accomplishments, like the 58-year-old Capital Community College nursing student who also works full-time, or the police dispatcher.

Walker has been investing in real estate for 10 years, including a commercial building in Stamford. The reason he selected the Hartford residential properties — two in one of the city's poorest and most violent neighborhoods — is because he asserts that those who can, should.

"Those who have the resources and know-how have to go into the cities and renovate them," Walker said. "I don't want any resident to live in an apartment that I wouldn't live in." ■



IN BRIEF

DAS brings home

firm D.L. Growth Capital Partners and

ECONOMIC INDICATORS

Trade deficit

Dow Jones	S&P
	
10,456.21 +12.58	1,215 +0.00

COMING TOMORROW

Key players in the energy industry are debating what the future holds this week at the 14th annual Pacesetters Energy Conference at the Hyatt Regency in Greenwich.

IN BUSINESS

The ADVOCATE

Liquor firm integration begins

Allied workers await plans

By Harold Davis
Special Correspondent

The fate of 140 employees at Allied Domecq North America in Westport is still to be determined. Allied's parent company, Allied Domecq PLC of Bristol, England, was recently acquired by Pernod Ricard of Paris.

Pernod Ricard's U.S. headquarters in White Plains, N.Y., and Illinois-based Fortune

Brands completed the acquisition for \$13.3 billion on July 26. It has been referred to as the biggest deal in the industry since 1997.

Pernod Ricard reported \$344 million in operating profit in the first half of this year, General Director Pierre Pringuet said yesterday.

The combination of the companies will dramatically enhance the new company's presence in the United States and double growth from 5 percent to 10 percent in value and 4 percent to 8 percent in volume, Pringuet said.

Changes in the company's makeup will begin to occur by early January, he said.

"The integration of the companies is just starting to take place. There have been some initial appointments made and a lot more to be expected," said Jack Shea, a spokesman for Allied.

Shea said some Allied employees have been offered positions with Fortune Brands, and others would go to Pernod Ricard. In addition, the Allied brands will be divided up among Pernod Ricard and Fortune.

"Pernod and Fortune have teamed up as part of the deal and will split up the brands. The bulk of the brands will go Pernod Ricard," Shea said.

Fortune Brands will get Allied's portfolio of Sauza Tequila, Canadian Club and Courvoisier. Pernod will acquire Allied's portfolio which includes Stolichnaya Vodka, Beefeater, Kaluha, Malibu and Mumm brands.

Pernod Ricard's existing portfolio includes Chivas Regal, Martell, Jameson and The Glenlivet, the number one selling single malt in the United States.

Da firm No tax

B

Lloyd has ad fleet wi Norwal Norw will kee vehicle: patched Lloyd's founder Lloyd's Melle greatly his cor He bou low Cat by for price.

"Eight calls w Rowway: the are: day," s who in Please

Curri hedg reco

By R Blo

Curren: their first last month sion" about cane Katrin U.S. intere Parker Glo said yester Funds fo change had in August a cent this ye statement d Fund retur 5.58 per cent, of ford-based "Confusie storm's pos growth and about whet Please see

Man pay \$ antit

ASSC WASHIN: necticut-basi ager will pe fine to settle notification Department Commission Reade

Area Stocks



County shares fall

Lower Fairfield County stocks fell yesterday, led by Thomson Corp. and World Wrestling Entertainment.

The Advocate/Greenwich Time/Bloomberg Index dropped 0.03 to 105.62, as 23 stocks gained, 31 fell and 10 were unchanged.

The index is a price-weighted list of the stocks of 65 companies in lower Fairfield County and is designed to reflect the impact of the world and national economy on this region.

Canada's Thomson Corp., with its executive offices in Stamford, is an electronic information company for the business and professional markets. Shares fell 70 cents, closing at \$37.07.

Stamford-based World Wrestling Entertainment Inc. produces live, free-TV and pay-per-view wrestling events. Shares fell 27 cents, closing at \$12.78.

Yesterday, Verizon announced a programming-distribution agreement with WWE for its subscription video-on-demand service, WWE 24/7. Under the agreement, Verizon will carry WWE 24/7 on Verizon FiOS TV.

Among the lead gainers was Norwalk-based Emcor Group Inc., which provides mechanical and electrical construction and facilities services around the world.

Shares closed at \$57.57, up \$1.45.

Student Loan Corp. of Stamford, which is 80 percent owned by Citigroup, makes loans to college and university students. Shares closed at \$23.33, up \$1.

-Julie Fishman-Lapin

BriefCase

Greenwich Library hosts financial talks

The first of a series of six free financial workshops for women and girls, sponsored by the YWCA of Greenwich and the Greenwich Library, Peterson



James Walker Jr., specializes in entertainment law at his Stamford firm. Behind him are photos and platinum records of some of his clients. Kathleen O'Rourke/Staff photo

A little Hollywood in Stamford

By Harold Davis
Special Correspondent

STAMFORD — Entertainment lawyer James Walker has a lot on his plate, but doesn't like to overindulge.

AN EYE ON BUSINESS

Walker, 37, operates Walker & Associates of Stamford and doesn't mind being a small boutique firm that does big things.

"I try not to take on an entire portfolio.

Entertainment lawyer gets big clients at small firm

"I'll negotiate a CD deal or a book deal like I did for (hip-hop artist) DMX. This way I never get overwhelmed and keep the feel of a small boutique," said Walker, who employs 10 at his firm at 111 High Ridge Road.

"As an entertainment lawyer, you're constantly looking for business opportunities. You're like a quarterback and you're putting all the pieces together with a manager," said Walker, who lives in Stamford.

Trying to keep with up Walker's schedule is intimidating, whether he's tied up in litigation with major record companies or working with up-and-coming artists. In addition, Walker is an adjunct law professor at University of Connecticut Law School in West Hartford, a husband and the father of four children. His wife, Cristi Walker, works at his firm.

Though Walker considers himself a closet musician, he found his true calling Please see **EE ON BUSINESS**, Page C8

Morgan Stanley executive leaves for Pequot

