

Juliet Smith

Partner



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Vancouver

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Overview

Juliet is a partner in the Vancouver office of Dentons practising in the area of entertainment law with a focus on film, television and new media. She represents a cross section of Canadian and US banking institutions, US networks and Hollywood Studios and Canadian independent production companies in all areas of production.

A recipient of a 2015 Daytime Emmy, Juliet focuses on production and financing of film, television and new media productions in Canada and internationally. She is ranked in several legal directories as one of Canada's leading lawyers in the area of Entertainment Law, including *Chambers Canada*, *The Best Lawyers Canada* and *The Canadian Legal Expert Directory*. Juliet was also recognized in *The Best Lawyers in Canada* as "Lawyer of the Year" in Entertainment Law in Canada in 2019, and in Vancouver in 2017.

Experience

- **Three Canadian banking institutions:** Advising in connection with the interim financing of film and television productions including international co-productions.
- **Several local production companies:** Advising in connection with the production and distribution of Canadian film and television productions and production services.
- **Several major Hollywood studios:** Advising in connection with claiming Canadian and provincial production services tax credits.
- **Major Hollywood studio:** Advising on several marketing cost transactions involving over CA\$200 million of marketing costs.

Recognition

First recognized in 2005, Juliet has been commended for her extensive knowledge and experience in a variety of respected publications, including:

- *The Expert/American Lawyer Guide to the Leading 500 Lawyers in Canada: Entertainment*

- *Chambers Canada: Media & Entertainment*
- *The Legal 500 Canada: Media and Entertainment*
- *The Best Lawyers in Canada: Entertainment Law*
- *The Canadian Legal Lexpert Directory: Entertainment Law*
- *The Lexpert Guide to US/Canada Cross-Border Lawyers in Canada: IP & Media*
- *Who's Who Legal Canada: Sports & Entertainment*
- *Who's Who Legal: Sports & Entertainment: Entertainment*
- *Expert Guides: Technology, Media and Telecommunications: Media; Women in Business: Technology, Media and Telecommunications*

Honors and Awards

- Named "Lawyer of the Year" by Best Lawyers for Entertainment Law, Vancouver (2011, 2017 and 2019)
- Awarded a 2015 Daytime Emmy® for her role as co-executive producer together with Front Street Pictures and its founder Harvey Kahn for R.L. Stine's "The Haunting Hour", named Outstanding Children's Series for the third consecutive year.

In the Media

- Business News Network - The Street: TIFF Special, September 13, 2011

Insights

- Comparison of Canadian Content, Production Services, Co-Ventures and Treaty Co-Productions, March 2015
- Lending Without Losing & What You Need To Know: Fraser Milner Casgrain's Financial Services Seminar, September 2006

Activities and Affiliations

- Member, Business Section, B.C. Branch, Canadian Bar Association
- Member, Academy of Canadian Cinema and Television and Vancouver Women in Film
- Former Chair of the Entertainment Law Section, B.C. Branch, Canadian Bar Association

Community Involvement and Pro Bono

- Sits on the Board of Directors of Mindset Media Society, a non-partisan media organization committed to presenting stories and issues that express opinions and perspectives rarely featured in current mainstream media

Presentations

- Presenter: "Current Issues in Canadian Film and TV Production", Dentons Los Angeles annual CLE, May 2015
- "Film Talk: Emerging Alberta Filmmakers: How to Follow the Money," Calgary International Film Festival,

Calgary, September 25, 2011

- "Policy Matters," Women in View - SexMoneyMedia Symposium 2010, Vancouver, October 15, 2010
- "Dealing with Stress in the Practice," Women in Law - Facing the Challenges, *Career Women Interaction 2nd Annual Conference*, Vancouver, October 22, 2008
- "Balancing Act," *Women in Leadership 2007 Conference*, May 2007
- "The Right Way - Rights in the Film and TV Industry," *Licensing Conference*, January 2005
- Panelist at the Vancouver International Film Festivals Trade Forum "New Filmmaker Day," September 2003
- "Errors and Omissions, Clearance Procedures and Releases for Film and Television Productions," Banff Mountain Film Festival Documentary Filmmakers Day, November 2002
- "Rights Clearance," NSI Program, Banff, June 2002
- "A Summary of the Fundamentals of Understanding the Rights in Film and Television Programs," University of British Columbia, November 2000
- Panelist at the Vancouver International Film Festivals Trade Forum "New Filmmaker Day," September 1998
- "Guerrilla Filmmaking," June 1997
- "The Bottom Line on Production Financing," Continuing Legal Education Society of B.C. Seminar, May 1997

Areas of focus

Practices

- Banking and Finance
- Finance

Industry sectors

- Animation & Visual Effects Studios
- Digital Media
- Film & Television
- Media and Entertainment
- Media and Entertainment Finance
- Media, Entertainment and Sports

Education

- University of Victoria, 1991, LLB
- Simon Fraser University, 1988, BA

Admissions and qualifications

- British Columbia, 1992

Languages

- English