



ARIEL A. NEUMAN

PRINCIPAL

T 310.201.2100

F 310.201.2110

E aneuman@birdmarella.com

EDUCATION

Harvard Law School, J.D., *magna cum laude*, 2005

Columbia University, B.A., *magna cum laude*, Student Body President; Phi Beta Kappa, 2001

OVERVIEW

Ariel Neuman is a trial lawyer who clients turn to for their most high-profile civil cases and criminal investigations. A former Assistant United States Attorney, his work has ranged from defending a Fortune 150 company against criminal charges at trial, to representing members of Congress in relation to grand jury investigations, to defending the largest minority-owned brokerage firm in a high-stakes business dispute. For over a decade, he has served as visiting faculty at Harvard Law School's Trial Advocacy Workshop.

Mr. Neuman has led teams of lawyers in numerous jury trials involving complicated issues of fraud and misconduct. He has experience litigating and arbitrating cases around the country, and regularly takes on cases against the biggest law firms, as well as government regulators such as the SEC and DOJ. He is often called upon to conduct internal investigations related to accounting issues, False Claims Act allegations, potential FCPA violations, workplace personnel issues, and related matters for national and multi-national corporations, or represent corporate executives and board members at companies experiencing such investigations.

He advises clients in matters involving securities fraud, claims of anti-competitive conduct, environmental crimes, health care fraud, money laundering, tariff issues, tax crimes, and other offenses. He also routinely represents companies and individuals involved in bet-the-company litigation.

Before joining Bird Marella in 2014, Mr. Neuman served as an Assistant United States Attorney in Los Angeles for nearly seven years. Mr. Neuman was named Prosecutor of the Year by the Federal Law Enforcement Officers' Association, and received numerous commendations and awards for his service. He led numerous high profile investigations and prosecutions of white collar and violent crimes, and was also responsible for the domestic portion of several international investigations. During his tenure at the US Attorneys' office, Mr. Neuman handled cases involving securities fraud, tax evasion, real estate fraud, health care fraud, art fraud, bank fraud, drug offenses, counterfeit currency, computer crimes, and more. He is among the most experienced federal RICO prosecutors in the country now in private practice, having prosecuted over 200 individuals for violating federal racketeering laws.

EXPERIENCE

Representative Matters at Bird Marella

Conducted an internal investigation for a major league sports team.

Represented Plains All American Pipeline, a Fortune 150 company, in a four-month trial defending against criminal charges arising from an oil spill off the coast of Santa Barbara. Obtained dismissal of 37 out of 46 counts.

Represents real estate developer in relation to investigation of corruption at Los Angeles City Hall.

Represents a doctor in an investigation by the DOJ related to various health care fraud allegations. Mr. Neuman convinced the Assistant U.S. Attorney to reverse a decision to indict the client on charges of billing for non-existent or medically unnecessary procedures.

Represents a former member of the United States House of Representatives in an ongoing confidential grand jury investigation. Mr. Neuman's client is not accused of any wrongdoing.

Represented a CFO and part owner of a media holding company against money laundering and Travel Act charges in connection with the recent indictment in Arizona relating to Backpage.com, as well as in connection with numerous related forfeiture proceedings in Los Angeles.

In "bet-the-company" litigation, defeated a preliminary injunction demand that would have shuttered oil-services business and required firing of all employees.

Represented one of the largest minority-owned broker/dealers in a FINRA arbitration and successfully defeated a demand for a permanent injunction regarding certain business practices related to muni bonds and fixed income investments.

Represented a patent attorney under investigation for violation of the Hobbs Act (extortion involving threats of financial harm). Mr. Neuman set the stage for his client to get immunity from the Department of Justice.

Represented an individual under investigation for antitrust, anti-competitive activities in the public works construction area. The investigation was closed without any charges being filed against Mr. Neuman's client.

Represented an immigration attorney charged with securities fraud and other violations by the SEC related to the attorney's work on behalf of clients seeking EB-5 visas.

Represented a financial professional involved in a dispute with his former business partners, who attempted to freeze Mr. Neuman's client's out of the partnership and deprive him of his rightful assets and membership interests. The matter was confidentially settled to the satisfaction of Mr. Neuman's client.

Represented two prominent physicians under investigation for alleged Medicare and Medicaid fraud. The United States Attorney's Office and Department of Health and Human Services – Office of the Inspector General, closed the investigation without filing any charges against Mr. Neuman's clients.

Conducted an internal investigation for the Chinese subsidiary of a US-based technology company. The investigation focused on possible FCPA and tax violations, and was concluded without any finding of wrong-doing.

In major federal trade-based money laundering prosecution, secured settlement for client that resulted in dismissal of money laundering charges. Mr. Neuman and his colleagues successfully argued for the suppression of evidence illegally seized from one of the client's business locations.

Represented a corporate executive facing a civil contempt action brought by the Federal Trade Commission. This case is on hold while other litigation continues, but to date Mr. Neuman has successfully prevented the FTC from deposing his client.

Represented a number of witness subpoenaed to testify by the California Attorney General before a criminal grand jury in Riverside County. Several of the witnesses were granted immunity as a result of Mr. Neuman and his colleagues' efforts.

Representative Matters at the U.S. Attorney's Office

In a three-week jury trial of a defendant charged with crimes related to tax evasion, art theft, and art fraud, Mr. Neuman and a colleague secured convictions on all charges. Mr. Neuman joined the case only weeks before trial, took over opening and closing arguments as well as the examination of numerous key witnesses, and earned accolades for his trial advocacy skills from colleagues and onlookers.

Mr. Neuman led the investigation and prosecution of over a dozen defendants involved in a \$20 million mortgage and bank fraud scheme involving short sale and lending fraud on over 35 properties around Southern California. Among the defendants was a former bank officer who accepted bribes to manipulate the bank's short sale process. Mr. Neuman received a special commendation from the Federal Bureau of Investigation for his efforts in this matter.

Mr. Neuman and a colleague obtained a conditional guilty plea on the day of trial from a licensed medical doctor who admitted issuing prescriptions for highly addictive narcotic drugs and other medications without a legitimate medical purpose and in exchange for cash. Mr. Neuman successfully defended the conviction before the Ninth Circuit Court of Appeal.

After a Santa Barbara-based hotel developer and former bank officer defrauded various banks and credit unions and obtained millions of dollars in loans, Mr. Neuman secured a pre-indictment guilty plea and an order of restitution for the victims.

In a matter that garnered world-wide media attention, Mr. Neuman and a colleague secured the extradition to Mexico of a producer of television shows such as "Survivor" and "Pimp My Ride." In Mexico, the defendant faced charges of murdering his wife at a Cancun resort and then fleeing back to the United States.

Mr. Neuman has prosecuted over 200 defendants for violations of federal racketeering ("RICO") laws. The defendants were members and associates of the Mexican Mafia, as well as several Los Angeles-based gangs. As part of these and related cases, Mr. Neuman won several jury trials where defendants were convicted of RICO charges, murder conspiracy charges, alien smuggling offenses, firearms offenses, and narcotics distribution charges. His efforts were recognized repeatedly in awards and commendations from various organizations.

HONORS & AWARDS

Bird Marella

Up and Coming, Litigation: White Collar Crime & Government Investigations, Chambers and Partners USA, 2019-present

Best Lawyers in America, Criminal Defense: White-Collar, 2021

Impact Case of the Year: *People v. Plains All American Pipeline, Benchmark Litigation*, 2020

Future Star, *Benchmark Litigation*, 2020

Rising Star: White Collar, *Law360*, 2019

Under 40 Hot List, *Benchmark Litigation*, 2018-2019

Top 40 Under 40, *Daily Journal*, 2018

Southern California Super Lawyers, *Los Angeles Magazine*, 2018-present

Southern California Super Lawyers Up-and-Coming 100, *Los Angeles Magazine*, 2016-2017

Southern California Rising Stars, *Los Angeles Magazine*, 2015-2017

US Assistant Attorney Commendations

Federal Bureau of Investigation

U.S. Department of Justice

California Narcotics Officers Association

Peace Officers' Association of Los Angeles County

Los Angeles Sheriff's Department

Anti-Defamation League

Federal Law Enforcement Officers' Association

AFFILIATIONS

Visiting Faculty, Harvard Law School: Trial Advocacy Workshop

Board Member, Bet Tzedek Legal Services

Board of Directors, American Bar Association White Collar Crime Committee Southern California Regional Subcommittee

Member, American Bar Association: Criminal Justice Section, Health Law Section, Section of Litigation

Member, Federal Bar Association: Federal Litigation Section, Criminal Law Section, Health Law Section, Securities Law Section

Member, National Association of Criminal Defense Lawyers

Former Board Member, Los Angeles Center for Law and Justice

PUBLICATIONS

Co-Author, "FCPA Enforcement Continues Apace Under Trump Administration," *Bloomberg Law*, December 13, 2019 (with Jimmy Threatt)

Co-Author, "Walmart Settlement's Lessons For Avoiding FCPA Prosecution," *Law360*, August 27, 2019 (with Naomi Solomon)

Co-Author, "How Walmart Pulled off an FCPA Win," *Daily Journal*, July 2, 2019 (with Naomi Solomon)

Co-Author, "When and Why to Consider Self-Disclosure of Criminal Conduct," *American Bar Association*, March 21, 2019 (with Jen Won)

Co-Author, "Six Ways To Avoid Being Co-Opted Into a Trade-Based Money Laundering Scheme," *Bloomberg BNA*, May 14, 2018 (with Jen Won)

Co-Author, "Backpage Dismissal Does Not Solve Websites' Woes," *Law360*, December 2016 (with Julian Burns)

Co-Author, "United States: White-Collar Criminal Defence," *Global Investigations Review*, October 2015 (with Gary Lincenberg)

Co-Author, "United States: White-Collar Criminal Defence," *Global Investigations Review*, October 2014 (with Gary Lincenberg)

Co-Author, "FedEx Indictment Creates Bad Incentives," *Daily Journal*, August 5, 2014 (with Benjamin Gluck)

Author, "Ruling in Chevron's Ecuador Case Inspires a RICO Refresher," *Daily Journal*, March 31, 2014

Co-Author, "Custodial Interrogations: What We Know, What We Do, and What We Can Learn From Law Enforcement Experiences," in *Educating Information – Interrogation: Science & Art*, National Defense Intelligence College Press, 2006 (with D. Salinas)

EVENTS

Panelist, "Dealing with Coordinated Prosecutions: Multi-Jurisdiction, Multi-Agency, and Cross-Border," National Association of Criminal Defense Lawyers, June 20, 2019

Interviewee, "Russian Hack Charges Offer Rare Look At Spy Vs. Spy Battles," *Law360*, July 19, 2018

Interviewee, "Lawyers who advise EB-5 visa clients face SEC scrutiny," *Daily Journal*, January 2018

Interviewee re criminal groups that avoid detection and target international trade companies for money laundering, KNX-AM, December 2017

Interviewee re U.S. attorney's nomination, "Trump taps known figure for US attorney in Sacramento," *Daily Journal*, November 2017

Interviewee re trial strategy, "Defense in San Bernardino County corruption trial rests after half a day," *Daily Journal*, July 2017

Interviewee re False Claims Act and qui tam provision, "LA hospital settles fraud claim with \$42M payout," *Daily Journal*, June 2017

Interviewee, "Can Families Sue Facebook For Violent Videos of Victims?," *International Business Times*, April 2017

Interviewee, "Pick the Right Law School for Criminal Law Practice," *U.S. News & World Report*, March 2017

Panelist, 31st Annual National Institute on White Collar Crime, "Significant Legal Developments in the Regions," American Bar Association, March 8, 2017

Co-Presenter, CLE Luncheon, "Ethical and Effective Use of Advance Waivers in Criminal and Civil Cases," Federal Bar Association, July 28, 2016

Interviewee, Feature Story on U.S. Supreme Court's Opinion on *Betterman v. Montana*, *Law360*, May 20, 2016

Interviewee, Feature Story on Criminal Investigation of Theranos, *STAT News*, April 19, 2016

Speaker, "Criminal Tax Cases: Priorities, Practices, And Tactics," Tax Resolution Institute, July 17, 2015

Guest Speaker, Discussion on Prosecutors Seeking Death Penalty in Fatal LAX Shooting, KPCC 89.3 Southern California Public Radio, January 5, 2015

Guest Interviewee, Feature Story on FBI Seizure of LAUSD iPad Documents, *The Associated Press*, December 2, 2014

Panelist, Fall Seminar, "Hospice, Home Health and Physical Therapy - Government Audits and Investigations," California Society for Healthcare Attorneys, November 7, 2014

Panelist, Crowdfunding Forum for Real Estate, "Managing Risks, Including Fraud, Inherent in Crowdfunding," IMN, September 9, 2014

FORMER POSITIONS

Assistant United States Attorney, Major Frauds Section, United States Attorney's Office, Central District of California, Los Angeles, CA, 2007-2014

Associate, Munger, Tolles & Olson LLP, Los Angeles, CA, 2007

Temporary Staff Attorney, Bet Tzedek Legal Services, Los Angeles, CA, Summer 2006

Law Clerk, Honorable Nora M. Manella, Central District of California, Los Angeles, CA, 2005-2006



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ADMISSIONS

California

Ninth U.S. Circuit Court of Appeals; Central District of California; Northern District of California