## Exhibit A

IN THE CIRCUIT COURT OF THE SIXTH JUDICIAL CIRCUIT OF THE STATE OF FLORIDA, IN AND FOR PINELLAS COUNTY

TERRY GENE BOLLEA, professionally known as HULK HOGAN,

Plaintiff,

No. 12-012447-CI-011

VS.

HEATHER CLEM; GAWKER MEDIA, LLC, aka GAWKER MEDIA, et al.,

Defendants.

TELEPHONIC HEARING BEFORE THE HONORABLE JAMES CASE

DATE: October 20, 2014

TIME: 3:07 p.m. to 5:37 p.m.

PLACE: 201 East Kennedy Boulevard

Suite 712

Tampa, Florida

REPORTED BY: Susan C. Riesdorph, RPR, CRR

Notary Public, State of

Florida

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## PROCEEDINGS

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THE COURT: This is Judge Case. We're gathered on the Bollea hearing today to discuss — to go through several items. I just wanted to let everybody know that by way of — what I have been furnished is a copy of the defendants' motion to overrule the objections to third party subpoenas and opposition to motions for protective order under cover letter of August the 26th together with all the exhibits.

Subsequent to that I have received from the plaintiff under cover letter of September the 22nd a binder containing the plaintiff's opposition to Gawker's motion to overrule the objections to third party subpoenas together with the exhibits attached thereto. And then subsequent to that, on October the 3rd, I have received under cover letter of the same date from Mr. Thomas the reply brief in support of Gawker's motion to overrule objections to third party subpoenas.

If there's anything subsequent to that, let me know if you would. I think that's it.

MR. BERLIN: I believe that's it from our side, Your Honor, for that motion. I think there's another motion on for today, but for that

motion, I think that's it.

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THE COURT: Okay. Well, Mr. Berlin, I'll let you start out then.

MR. BERLIN: I'm actually going to, if I may with Your Honor's blessing, ask Mr. Berry to speak to that motion if we could.

THE COURT: That's fine. Mr. Berry.

MR. BERRY: Thank you, Your Honor.

Plaintiff has asserted three claims that are relevant to this motion and the subpoenas that we seek to serve. Their claims are invasion of privacy, a claim for commercial misappropriation of likeness, and claims for intentional and negligent infliction of emotional distress.

Those three claims implicate two kinds of damages, at least as are relevant here. The first is plaintiff's emotional distress. The question that that raises is, did Gawker's act of publication cause plaintiff to suffer emotional distress? And, if so, how significant was that distress?

Secondly, with respect to the claim for commercial misappropriation of likeness, plaintiff is asserting a claim for damages for the market value of a sex tape featuring Hulk Hogan. That

implicates a couple of questions. One is, what is the value of the -- the market value of a sex tape featuring Hulk Hogan? Is that damage subject to mitigation of damages or some sort of offset?

That is, did Gawker's act of publication increase the value of plaintiff's likeness or create additional opportunities for him?

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The discovery that we seek to take breaks down into three different categories of records. The first is what I'll call financial information. These are records showing the value of the Hulk Hogan videos and his commercial appearances. Plaintiff has argued that discovery of that information is precluded by Judge Campbell's earlier ruling.

Second, there's a category of documents that deals with plaintiff's public image. We seek to find out how plaintiff sought to portray himself to the public during commercial advertisement in the media and in other commercial appearances close to and following the Gawker publication.

Again, plaintiff claims that that discovery is precluded by Judge Campbell's earlier ruling and that he has decided to take only what he describes as garden variety emotional distress damages,

which somehow precludes our ability to take discovery on emotional distress.

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The third category of documents that's at issue is really just one document. It's an outtake of the advertisement that plaintiff did for Hostamania, the advertisement of him swinging on the wrecking ball in a thong that parodies a sexualized video that Miley Cyrus had done. It was the subject of some testimony by the plaintiff at his deposition.

The plaintiff's position with respect to all of these things appears to be that with respect to his claim for garden variety emotional distress, the only discovery that's permissible is his own testimony. With respect to the market value of the tape featuring Hulk Hogan, again, it appears to be his position that the only discovery that is permissible is his own testimony based on the value of the tape from his deposition. These positions are simply not supported by the law. If his position prevailed, that is, if he's permitted to seek damages on these theories, but we are barred from taking discovery on them from third parties, that verdict would not stand on appeal.

If Your Honor would like, what I would

propose to do is to break the argument down into each of the three categories of documents that I just described so that we could go through them bit by bit rather than holistically.

THE COURT: Okay. That's fine.

MR. BERRY: That way Mr. Harder and I can go back and forth on each and I think that will help clarify the issues.

THE COURT: Okay.

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MR. BERRY: With respect to the -- if you have questions along the way, please feel free to interject. I'd be happy to answer anything that you may have as we go.

THE COURT: All right.

MR. BERRY: With respect to the financial information requests, those are summarized in Exhibit 17 to our motion, which provides a complete list of the requests that are at issue dealing with financial information. As I mentioned before, I believe plaintiff's objection to those requests is that Judge Campbell's ruling following a hearing last October was that that ruling would preclude discovery into any of this financial information. That ruling, however, only covered financial records of Terry Bollea. Many

of the requests that we are seeking to serve in these subpoenas do not deal with financial records of Terry Bollea.

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First, with respect to requests that we served on Mr. Bollea's employers or that we would like to serve on his employers, TNA and WWE, we're asking for profit and revenue information for Hulk Hogan videos of them, not of him, but their profit and revenue information. We're also seeking their assessment of the economic value of Hulk Hogan. There's only three requests that pertain to TNA and WWE that deal specifically with payment to plaintiff, which is the only thing that could arguably be covered by Judge Campbell's prior rulings. And those requests seek only the information -- and I'll get to this in a bit -- of what plaintiff was actually paid for the sale of Hulk Hogan videos.

Second, with respect to plaintiff's business partners, most of the requests that we're seeking information for deal with an assessment, their assessment, the business partners' assessment of the value of Hulk Hogan's name and likeness. The only request within those business partner subpoenas that deals with financial information of

the plaintiff is a request asking how much he was paid through their deal for licensing his likeness. Most of the requests deal solely with their information, not anything that reflects financial records with him.

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Finally, with respect to plaintiff's agents, the requests that are being objected to largely deal with offers that were being made to those agents for Mr. Bollea to appear in advertisements and whatnot or pitches that they were making for him to appear in endorsements or other places commercially. Again, the only way the financial information comes into play is if those agents have information about contracts that were actually agreed to where Mr. Bollea actually showed up and appeared and was paid. Most of the other stuff doesn't deal with any financial information of Mr. Bollea that would even remotely be covered by Judge Campbell's earlier order. Because those requests aren't covered, they should be permitted without question. Plaintiff hadn't objected to them except to the extent that they were covered in further categories dealing with public image requests.

With respect to Judge Campbell's prior

ruling, this -- the history was reviewed quite a bit in our papers and in the papers that plaintiff filed, but just to put it into some context, early in the case, plaintiff obviously had filed a complaint where he claimed that his brand had been He then answered discovery saying that he harmed. had lost business opportunities. In response to those allegations, Gawker sought broad net worth discovery. That is, what was the plaintiff's net worth at various points during his career? plaintiff's opposition papers -- and we can quote exactly what those requests were. They dealt with everything from his tax return to loan applications to accountants, all manner of broad net worth discovery.

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At that point in discovery, however, the plaintiff had not answered an interrogatory asking him to state the basis for the damages that he seeks or how those damages would be calculated. We moved to compel and wind up going to a hearing before Judge Campbell. And at that hearing, plaintiffs explained his damages that were mentioned in his complaint in the early interrogatory response. At that point, Judge Campbell said that we could not get discovery from

the plaintiff, the financial records that we had sought, this broad net worth discovery. She instructed the plaintiff to provide an answer to the damages interrogatories setting forth what damages he was seeking and how those damages would be calculated. She then said that Gawker could take discovery based on those damages. At the close of the hearing -- we quoted this in our motion papers -- she said, "Many of the things you discussed today would be fair game for you to know, especially for purposes of trial." But plaintiff had limited his damages at that hearing. And she said, let's see what he comes back with and says what his damages are.

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She also said that if plaintiff doesn't provide discovery that's pertinent to the damages that he ultimately declares that Gawker could file a motion in limine to preclude him from seeking those damages. She suggested that Gawker could take the discovery that it sought on financial information of the plaintiff and said that if plaintiff objected, the way that that could be obtained was through further direction or further order of the Court.

After that hearing, plaintiff answered our

interrogatory and said that he was seeking damages based on the reasonable value of a publicly released sex tape featuring Hulk Hogan. He hasn't produced any evidence to this point on the value of that tape or any information that would bear on its value. We now, just as Judge Campbell had instructed, are seeking that discovery and are coming to Your Honor to the extent that plaintiff has objected to it.

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The case law that we cited in our papers and that comes directly from Florida cases dealing with misappropriation claims shows that the exact kind of financial information that we're seeking here, how much the plaintiff has been paid for authorized uses, is the exact kind of information that courts and that juries will consider in assessing damages for misappropriation claims. As those cases make clear, it doesn't have to be an apples to apples comparison. It just has to be what is the commercial value of plaintiff's name and likeness based on past endorsement deals?

There's a couple cases in particular that discuss this. The first and I think the most analogous is the Coton case that was decided in the Middle District of Florida in 2010. In that

case, there was a claim for misappropriation based on a young model's photo being used in connection with a pornographic movie, which she would have never allowed and was never asked for its use.

She sought damages, just like plaintiff here, for the loss -- the lost market value of the use of that image.

In assessing what that value would be, the court looked at the amount that she had licensed similar photos in books -- in mainstream books and what those were paid and gave a licensing fee on a copyright claim based on those prior uses. It did award a fee and damages for the misappropriation claim, but only because it had allowed the fee to be awarded on the copyright claim, and a similar fee on the misappropriation claim would be a double recovery. That case is nearly on all fours with this one.

The second case is a case out of the Fourth DCA, the Weinstein Design Group case that also is cited in our papers. In that case, a famous baseball player had his image used in connection with advertisements for interior design services. And he, like Mr. Bollea here, sought the royalty value of the use of his name in connection with

those interior design ads. At trial, both the plaintiff and the defendant in that case presented evidence about what this baseball player had been paid in other endorsement deals, including a shoe deal with Reebok. The court -- the DCA on appeal said that the jury was free to consider any of this evidence that was offered and would be free to accept it or reject it, but that these questions in similarity would be resolved by the jury.

Just as in each of those cases, Gawker should be permitted to see the value of plaintiff's endorsements and marketing deals. Those things reflect better than anything else how the market values Hulk Hogan. It's the best evidence available to calculate the market value of the sex tape. It doesn't need to be perfectly analogous, just like in the Coton case comparing photo deals to a pornographic movie, and the Weinstein case, comparing interior design ads to a shoe deal, but it simply has to be what the market value is. That's what this evidence would show.

THE COURT: Okay. Seth? Seth?

MR. BERLIN: Yes, Your Honor?

THE COURT: You want to take this piece by

MR. BERLIN: I assume that -- I assume you
meant to ask that of Charles. It's fine with me,
but I assume you meant to ask the plaintiff's

THE COURT: Okay.

side.

MR. BERLIN: If it's fine with Charles, it's fine with us.

THE COURT: Charles?

piece as has been suggested?

MR. HARDER: I mean -- well, Your Honor, a lot of the things that I'm going to say have to do with the entire motion, because the entire motion in almost all respects is trying to redo what we did last year before Judge Campbell. And Judge Campbell did not --

THE COURT: Mike, why don't you go ahead and complete your argument then as to the entire motion and then we'll let Mr. Harder take over.

MR. BERRY: Okay. That will be fine. Just on that point, if I may, if Your Honor believes that this is covered by Judge Campbell's prior order, what we would ask is that you recommend that the discovery be granted, but then consistent with her order, you could deny the -- for plaintiff, you would deny their request at this

time so that we can bring it to her because she did say that discovery could be taken upon further order of the Court.

THE COURT: Okay.

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With respect to the public image requests, these are detailed in Exhibit 18 to our It basically seeks discovery again from motion. plaintiff's employers, business partners, and agents about Mr. Bollea's public image and the public image that he sought to portray both before and after the Gawker posting. We believe that this information is relevant for three reasons. The first is to evaluate plaintiff's relative It should go without saying that the market value of a sex tape or any kind of appearance is affected by the plaintiff's relative fame. more famous somebody is, the more valuable their appearance and their likeness is. Indeed, the restatement of unfair competition in Section 49 as we said in our papers said that this kind of evidence, evidence of the plaintiff's relative fame, is relevant in determining the value of an unauthorized appearance. We're simply seeking this discovery to determine how famous Hulk Hogan is or was at the time of the Gawker posting, what

kind of products was he being endorsed, what kinds of offers was he getting, what kind of media and events was he doing at the time, how did companies seek to use him prior to the Gawker posting?

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In previous arguments, plaintiff has referred to sex tapes involving Kim Kardashian and Paris Hilton. At plaintiff's deposition, he mentioned a sex tape involving Jimi Hendrix. It's not clear, to me at least, how those tapes would affect the value of the Hulk Hogan sex tape unless you look at the relative fame of those individuals at the time that their tapes were released. That's the kind of information that we're seeking to get through the public image requests that we would like to serve on plaintiff's business partners and his agent.

Secondly, we believe this information is relevant to demonstrate mitigation of damages or offset against what he's seeking in damages here. As we explained in our papers, what we're seeking to determine is whether in posting the column and the excerpts, Gawker conferred some sort of benefit on plaintiff that would benefit that same interest that he claims was injured. The interest here is identical. What plaintiff claims was

injured was his pecuniary interest in the use of his name. What we're seeking to determine is whether that pecuniary interest was also benefitted by the posting. Did we do something that increased the commercial value, that interest in his name? We could offset it in several ways. This is what we're seeking to determine. First it would increase the value of the appearances that he was making after the Gawker publication. Was he paid more money? Was the quality of the offers that he was getting different than prior to the Gawker posting?

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Second, did he get commercial opportunities following the Gawker posting that he would not have otherwise received?

Third, did he seek himself to benefit from the notoriety? For example, in earlier discovery, in talking about Hogan's Beach, the bar and restaurant that was opened after the posting, it was advertised as Hooters times ten.

Finally, did he seek to capitalize specifically on the way that Gawker had portrayed him? The most obvious example that we have is the Hostamania ad where he was still going to advertise himself in some sort of sexualized way.

The third and final way that we believe that this public image information is relevant is through -- to test the plaintiff's claims that he suffered emotional distress. The cases are legion that a plaintiff's post tort conduct is relevant in assessing the degree to which they suffered emotional distress. What we are looking to find out is how was plaintiff dealing with his agent, employers, and business partners in the wake of the Gawker posting? Were they seeking to capitalize on it? Were they seeking to market plaintiff based on the Gawker posting? What was sensitive about the posting and he didn't want that be exploited in some way?

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In his papers, plaintiff has argued that, well, I'm just seeking garden variety emotional distress, so this is off the table. Well, that's not what garden variety emotional distress does. It doesn't mean that the only evidence that's allowed is plaintiff's testimony about his own emotional distress. Garden variety emotional distress just means that he's not claiming to have suffered the kind of injury that would require medical attention or psychological treatment. That was the issue that Judge Campbell wrestled

with before. We couldn't seek his medical records or his psychological records. Those things are off the table. But, again, the cases clearly show that we're allowed to present evidence and to explore evidence into whether his emotional distress claim can be rebutted or was he doing things or saying things or acting in a way like somebody who would have suffered emotional distress? That's simply what we're seeking to do here.

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Finally, with respect to the Hostamania outtake, we believe this is relevant principally to the claim of emotional distress. I think it's fair to say that any person who suffered emotional distress, whether garden variety or severe, from a claimed invasion of privacy dealing with showing them in any state of undress would not publicly be swinging on a wrecking ball in a thong showing their bare buttocks. We seek to find out how plaintiff handled this behind the scenes. Was he joking around about it? Or was he sad and mopey and doing this reluctantly against his will?

It's also relevant to his private life. At his deposition, plaintiff claimed in numerous spots that he closely guards his privacy both with

respect to his anatomy and other things. In particular, with respect to the filming of this Hostamania ad, he said that he was very careful and that he made sure he did this only in front of I believe what he called a few men's men. Is that true? Is that how he actually acted when the cameras were on? Did he really closely guard his privacy in the way that he suggests? That information plainly bears on his privacy claim, and we believe that it ultimately is discoverable.

The bottom line on each of those areas is that Gawker is entitled to take discovery on public damages. We should be permitted to find out, what is the value of a sex tape featuring Hulk Hogan and to take discovery to gather that information and we're permitted to seek whether plaintiff actually suffered emotional distress, and if so, to what degree.

I'd be happy to answer any questions

Your Honor may have at this time or to allow

Mr. Harder to make his argument now.

THE COURT: Okay. Mr. Harder?

MR. HARDER: Thank you, Judge Campbell.

THE COURT: Case.

MR. HARDER: I'm sorry. Thank you, Judge

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I assume -- I'm looking at something that says Campbell. I'm assuming you've read Judge Campbell's ruling, which it forecloses a lot of this discovery. We already argued all of these things a year ago. And what Gawker is essentially doing is saying it doesn't agree with Judge Campbell's ruling before and it's not willing to live with her ruling before. It wants a redo. And a lot of these things, the arguments that are in the papers and that Mr. Berry just said and the arguments in our opposition and our papers and some of the things I'm going to say, we already hashed all these things out. Judge Campbell was very clear -- and I'm going to read a few words from the transcript where once I took off of the table large categories of damages that we could have sought but we decided not to, Judge Campbell said, you have significantly eliminated a number of theories of damages. So with that being said, that then sort of eliminates a lot of areas of inquiry for the defense.

So essentially Judge Campbell was saying by taking these issues off of the table, the defense now can't inquire about these things. Then if you

take a look at the order, there's a list of things that the defense is not allowed to inquire about. It's Hulk Hogan's contracts and Hulk Hogan's finances and the things that go into determining what his value -- his economic value, whether it was before the sex tape or after the sex tape. And the reason why Judge Campbell took all those things off is because we took off all theories of damages that would in any way pertain to that information. It was a calculated decision on our part because we didn't want the case to be about Hulk Hogan's finances, because the case really is about Gawker's activity and how Gawker benefitted from that activity. Gawker was the one that took a sex tape that it knew was surreptitiously taken. It knew it had Hulk Hogan in it. It knew that he was having sex. It knew it was a private bedroom. Gawker had been informed that this was an illegal recording. Gawker nevertheless edited and posted that video for six entire months notwithstanding numerous letters and e-mails that came from Hulk Hogan's counsel telling Gawker, that's illegal, that's unlawful, that's unauthorized, that was taken without his knowledge, you must remove that from the Internet. And Gawker's response was,

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we're not going to do it. We're allowed to do this and we're going to do this.

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So in putting together our damages theories in a way that makes sense to Hulk Hogan, makes sense to this case, our damages which we explained to Judge Campbell at the hearing and we put into an interrogatory response which was consistent with what we had talked to Judge Campbell about, is that we are seeking damages based primarily off of the finances of Gawker, not the finances of Hulk Hogan. Gawker received a substantial benefit when more than five million people went to its website to go watch the Hulk Hogan sex tape and all the advertising dollars that flowed from that So that is the primary basis for our It has nothing to do with how much money damages. Hulk Hogan was paid for anything in his life, whether it was before or after the sex tape. Judge Campbell ruled in our favor on this very exact issue. And so all of the discovery that seeks to get at what Gawker sought from before a year ago and was denied, it all falls within this ruling from Judge Campbell. And Judge Campbell did not make the ruling without prejudice and did not say that Gawker can't seek this information at

a later time in the case. The only exception that Judge Campbell provided was that if Hulk Hogan changes his damages theories and decides to put back on the table matters that would involve his finances -- for example, if Hulk Hogan was to say, ladies and gentlemen of the jury, Hulk Hogan's career was hurt substantially from this sex tape or if we were to say that now as our damages theory, then we have now opened up discovery into his finances so that Gawker would be permitted to find out did his finances actually go down because of the sex tape. But we are not seeking damages based upon that.

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There is a provision in interrogatory No. 12 that we served that says a reasonable value of a sex tape featuring Hulk Hogan -- can everyone hear me -- featuring Hulk Hogan with a viewership of approximately 5.35 million viewers during the period of October 2012 to April 2013. The way that damages are calculated according to a sex tape that is viewed by 5.35 million people has nothing to do with what Hulk Hogan was paid from Hogan's Beach or a T-shirt shop or for appearing in wrestling matches or for making public appearances, whether it's a wrestling match or a

live appearance or a T-shirt shop or Hogan's Beach or something along that line or relating to some of these other companies. Nor does it pertain to some of these other things that might bear talking about, but the way you look to the value of 5.35 million unique viewers of a sex video at Gawker for a six-month period of time is you seek consultants who are knowledgeable about the value of viewership on the Internet. What is 5.35 million sets of eyeballs worth? And if you need to compare it to a sex video, then you look to tapes such as Paris Hilton or Kim Kardashian or Jimi Hendrix, or whatever else has sold out there in the marketplace, and you get a sense of how much do people -- how much do companies that sell sex charge for a sex video -- how much do they charge for it? If you were to bring 5.35 million viewers to a sex tape based on the aspects that exist in the adult market, what is that? don't have to look to nonsexual things in Hulk Hogan's career. You look to the marketplace for content like that. Hulk Hogan has never done a This is the only occasion where without sex tape. his knowledge and permission he was filmed, and Gawker without his permission published it.

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If there was a history of Hulk Hogan being filmed having sex, then obviously that would be a discoverable thing. But looking to what are contract terms for appearing or being associated with Hogan's Beach or the T-shirt shop that's in Clearwater or the Internet hosting company where he appeared on a wrecking ball in a video, those are things that are not sex tapes. They're not sex videos.

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Let's talk about the wrecking ball. First is the issue of the outtake, the footage. It sounds like what Gawker wants is to see Hulk Hogan naked on some of these outtakes only to point to them and say, uh-huh, he wasn't protecting his privacy when he was around the four or five people, the men's men who were on set. Therefore, he somehow has given up his right to privacy because he for one second was changing in and out of clothing, and he therefore has no rights. You can't go Or to say, well, obviously he wasn't after him. emotionally distressed when Gawker posted the sex tape and five million people saw it because on a closed set, he chose to get in and out of clothing and there were four or five men standing around So, therefore, he has no right to complain him.

and he has no right to say that he was ever emotionally harmed in any way.

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Either way, however you slice it, it's just Whether he was naked or not naked on not proper. that set for a few seconds, it's just irrelevant. It's another invasion of his privacy because, quite frankly, Gawker is not allowed to see him naked, period, ever unless he's walking around in public naked or releases a video of himself naked to the public or to Gawker. But that never happened. So Hulk Hogan does protect his privacy, and the way that you define it is that he doesn't release himself naked to the public. So whether there are four or five men's men around when he changed clothes, that's not relevant to how he portrays himself to the public. The way he portrays himself to the public is he keeps his clothes on. When he was on that wrecking ball -one thing that's interesting is that Miley Cyrus was naked in her video. So when Hulk Hogan did a parody -- it was a parody video. Some people declare it to be the funniest parody in all of the year in which it came out -- but Hulk Hogan had his clothes on. He was wearing underwear. It was small underwear, but he was wearing underwear. Не wore a shirt that covered up his chest and his back. So people saw his legs and people saw his arms. And the segment showing his buttocks wearing underwear was shown for a split second. That's really not relevant to the situation that we're dealing with here, which is Gawker posted a video of him distinctly naked, with an erection, having sex with a woman, and it created a high level of interest so that all the world could watch that. And it was not authorized, unlike a wrecking ball scene where -- well, you can walk on the beach with what he was wearing in that video. That's completely permissible, not that he does, but what Gawker portrays is something you can't walk down to the beach with, which is a completely naked body and having sex. Gawker is the one that crossed the line. For them to try to invade his privacy by getting into the footage of the outtakes is troubling.

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Let's talk about the Coton and the Weinstein cases. Those are cases where -- well, first Coton. It was a woman who did not appear naked at all. It was her photo that somebody put onto the cover of a porno DVD, and she sought damages for that. And part of the damages that she sought was

she said, it harmed my career, because I'm a legitimate actor or model, and if you're going to put me on illegitimate videos, people are going to think I'm some kind of a porn star. And how am I supposed to get legitimate work in the entertainment industry? So her damages were based on that.

So the defendants said, well, we need to get at your contracts to see how your career was harmed or not harmed, and that was fair game.

We have a completely different situation here. I've already said it. I don't want to repeat it, but we're not seeking damages for harm to a career. So we've taken that off the table. Judge Campbell recognized that, and she precluded this discovery.

Also, we argued all these things before. If Gawker wanted to bring up the Coton case a year ago, it could have. The Coton case came out well more than a year ago. For some reason, it chose not to argue Coton the last time around and it chose to argue it this time around, but either way you slice it, we've already argued the issue.

Weinstein, same exact thing. Weinstein was a situation where a baseball player's image was used

on a promotion of some company, a design company that he had not authorized. And so he sought to prove damages by showing that he gets paid a lot of money to be in advertising and here the defendant used him in advertising. And I read something in the case that there was something about taxes. It doesn't really explain who put up the tax information. It may well have been the plaintiff because the plaintiff was again trying to prove his damages based on his own finances.

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That is again not the case here. We took that off the table, and we did so for a specific reason. One is we don't need any of that because the damages that we're focused on are how much did Gawker make off of this. Gawker should not be allowed to profit from this activity. So whatever profit that it made, we're entitled to receive as unjust enrichment. It's ill gotten gain. So that's the focus of the damages theory.

Let's talk about this mitigation theory, which I'm a little surprised by. If somebody has been run over by a car and the victim sues the driver and says, you ran over me, and let's say the victim later wrote a book about how they got run over and they had to recover and they were in

the hospital for a long time and they were recovering and they have emotional distress and maybe they forgive or they don't forgive, or whatever's interesting, they write about it and they make this profit off of it. Let's say they write a popular book and they make a lot of The driver is not allowed to say, oh, you profit. know what, you did so well financially from me creaming you with my car that you can't come after me for damages. You made a profit off of what happened. So in this tort claim, if the claim is only about you ran over me and I want my damages for being run over, the defendant can't say, I want all the information of everything you've ever done relating to your career because now I'm making this all about your career and how now you're on a speaking tour over your book and now you're making money from this and that. Somebody who's harmed in a tort is allowed to seek redress for the harm that was caused by the tort, but the tortfeasor is not allowed to say, ah-hah, you benefitted from my tort, so, therefore, I'm allowed to get at every single thing you've ever made in your life that had anything to do with the tort and I'm allowed to say that you made a profit

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off of it, so you can't seek anything.

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That's essentially what Gawker is doing here by seeking, once again, all the information that Judge Campbell says is not discoverable, which is things that have to do with Hulk Hogan's career, his contracts, and his payments before the sex tape and after the sex tape. And once again, we went through all of that a year ago. little frustrating that we have to relive this year what we lived through last year in terms of this discovery, all of the paperwork involved and all these different motions and oppositions and replies and all the exhibits. But, again, Judge Campbell said, you significantly eliminated a number of damages theories. And she said that a lot of areas of inquiry are eliminated for the defense based on that. So that applies all throughout this motion.

Let me talk about the post tort conduct because Gawker's theory is that Hulk Hogan perhaps was not emotionally distressed or not emotionally distressed as much as he says he was based upon post tort conduct. First, we're seeking garden variety emotional distress, which is different from a theory that he was distressed by a certain

margin and that then opens up all the medical records and everything. One of the reasons why we made this decision is so that we don't get into all his medical records because there are records there, and it's not relevant to what we're talking And Hulk Hogan did not seek medical about. treatment for his emotional distress in this case relating to the sex tape, but that does not mean that he did not suffer emotional distress. Gawker says, we're entitled to everything that he ever did, everything that he ever said, everything that he talked to all of his representatives about from the day the sex tape came out to the present day to see if he's ever said anything that can remotely sound like he wasn't really emotionally distressed like he says he was. There's nothing in the law that says you're entitled to every conversation between the plaintiff and everyone he ever talked to to determine whether he was emotionally distressed or not or the level of emotional distress, particularly in a garden variety emotional distress situation, which is the one that we have here.

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And then Gawker brings in this case relating to a person who was -- who claims that she was

sexually harassed in the workplace, a woman who was allegedly sexually harassed in the workplace, and then the defendant wanted to bring in evidence that in her next job, she was rubbing her breasts on a coworker as if to say, well, in the first instance, you couldn't have been all that emotionally distressed because in the second instance, you were rubbing your breasts on somebody. The court allowed that evidence to come in.

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This is a different situation because there is no second situation of Hulk Hogan agreeing to appear naked in public or having sex in public.

Gawker posted the sex tape of him having sex. He didn't know he was being taped. He didn't approve of it. He objected numerous times to Gawker.

Gawker said, we don't care. We're going to post it anyway.

There is no second example, nothing even close. The fact that he did a parody wearing a T-shirt and underwear is not an example of a second situation. And even if it was, Gawker has the portions that were publicly released, which is the only thing that's relevant to the instance of a second situation.

The case I was referring to is Olson vs. EG&G Idaho, which is a workplace harassment case.

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The second situation, if there is one that's even relevant here, is what did Hulk Hogan permit the public to see of him the second time around, not what ended up on the cutting room floor of the editor if he was in between takes and he happened to be changing into or out of something. The relevant part, if there is any relevance at all to the second situation, would be he allowed a video of him parodying Miley Cyrus sitting on a wrecking ball wearing a T-shirt and wearing underwear to be portrayed of him.

So if Gawker wants to use that -- assuming that's even relevant, if Gawker wants to use that to say, ladies and gentlemen of the jury, he couldn't have been all that emotionally distressed from us releasing a sex tape of him because, look, he appeared a year or two later on a wrecking ball in a video parodying somebody to promote a company, if Judge Campbell allows that, fine. Then let the jury see that, but whatever ended up on the cutting room floor is irrelevant. Whatever discussions were had about the wrecking ball commercial, it's a fishing expedition. It's

getting into information that's not relevant.

It's not reasonably calculated -- it's not reasonable period, but not reasonably calculated to lead to discovery of anything relevant with respect to the actual video that was put up.

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Let me just check and see if I addressed all of the points or if I left anything off here.

Mr. Berry called the wrecking ball sexualized. I didn't see anything sexual about I thought it was -- it tended to be comedic. A lot of people perceived it as comedic. He was wearing underwear. He was wearing a shirt. he was not engaged in any sexual act of any kind. He wasn't even implying any sexual acts of any Even when Miley Cyrus was naked on the wrecking ball, she wasn't necessarily implying Maybe she was naked while she was on the wrecking ball, but Hulk Hogan took a giant step away from that. He was not naked. He was wearing Sex means that sexual activity was clothing. taking place or sexual activity is highly suggested. There really was nothing like that in this wrecking ball spoof that he did.

Here's an issue that I haven't addressed yet, the TNA and the WWE and requests of financial

records relating to videos. The way that Gawker is portraying this, it would sound as if TNA and WWE are putting out videos of only Hulk Hogan in the video and they're seeking profits and revenues relating to videos that were put out with Hulk Hogan. What those companies do is they put out wrestling matches. In the time period of discovery that's been requested -- it's only for a few years -- Hulk Hogan was not a wrestler. He testified to that. He stopped wrestling, and he hasn't wrestled himself as a wrestler in a great deal of time.

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What those videos have is a whole lot of people in the video, most of whom are professional wrestlers, and there are a few announcers. Hulk Hogan appears as one of many, many, many people in these wrestling videos, and he does some announcing. So what Gawker's trying to get at is that TNA and WWE only made so much money off of the videos. We're talking about DVDs. I mean, DVDs are -- virtually don't even sell anymore. It's a lost technology. A lot of the money is on Pay Per View. Judge Case, you heard testimony about how there was a promotion over a Pay Per View event of TNA that was being promoted and

exhibited shortly after the sex tape came out, which was a coincidental timing because the Pay Per View event and all of the media was arranged well, well, well in advance of Gawker independently releasing the sex tape.

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But, again, that is so far afield of anything that's relevant, a video that has probably a hundred people in it, most of which depicts wrestling, a little bit of which depicts presumably Hulk Hogan doing a little bit of announcing on camera, but to compare that to a sex tape of Hulk Hogan naked in a private room taped without his knowledge or permission and the whole enterprise being done without his knowledge and without his permission is just a completely different -- different thing. It's beyond apples to oranges. At least apples to oranges, they're This is like apples to spaceships. both fruit. mean, it's just so completely different from what we're talking about that there really is no reason why Gawker should be bothering TNA and bothering WWE to get their confidential financial information over the videos that they produced involving a whole bunch of different people in a sporting event, sporting video where everybody has

1 their clothes on, where everybody approves of 2 being in the videos and having the videos released 3 in public. 4 So all of that is irrelevant. All 5 communications that deal with these things is 6 irrelevant. When you get into -- again, when you 7 get into the areas of Hulk Hogan's contracts, Hulk 8 Hogan's finances, all of that was precluded by 9 Judge Campbell. Judge Campbell did not leave the 10 door open to any of that with the sole exception 11 being if Hulk Hogan changes his damages theories, 12 and he has not changed his damages theory. 13 So I believe I covered everything. If you 14 have any questions, I'd be happy to answer them. 1.5 Thank you. 16 THE COURT: All right. Thank you. 17 Mr. Berry? 1.8 Thank you, Judge Case. MR. BERRY: 19 maybe begin where Charles ended and if you have 20 any questions, I'll be happy to answer them. 21 Otherwise I have a few points to respond to 22 briefly. 23 THE COURT: All right. Go ahead.

be correct here about the nature of what Judge

First, if you -- for plaintiff to

MR. BERRY:

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Campbell's prior order was, the theory would have to be that you don't need to disclose your damages. Then you can defeat a motion to compel. After that you can declare what your damages are going to be and then preclude the defendant from taking discovery on your damages. That's not the way that the game is played, and that's certainly not what Judge Campbell had anticipated nor what she instructed.

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Mr. Harder went to some length in talking about what happened a year ago, and we are here today to argue the same thing. That's simply not the case. Your Honor, we attached excerpts from the prior briefing. We attached the entire transcript from the earlier hearing. The discussion about market value of the Hulk Hogan sex tape can be found I believe in three, four, maybe five instances where those words were mentioned anywhere in the brief or anywhere in the argument by our side or even by plaintiff's side. That simply was not the focus of what -- the discovery we're seeking, nor was it the focus of Judge Campbell at that hearing.

Mr. Harder spoke at length about it's Gawker's profits and that's what they're seeking

in damages, but that's not all they're seeking in damages. As he alluded to a couple times, the other thing that they're seeking is the market value of the sex tape. Judge Campbell made clear in her order that if plaintiff did declare that those were the two items of damages that he was seeking, profits and market value of the sex tape, we could take information -- we could take discovery relevant to those damages. If there's any question about it, as I said during my argument, then we would ask for you to recommend that discovery be allowed, but defer to Judge Campbell so that she can make the order on it as she contemplated at that hearing.

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Mr. Harder during his argument said that there's a difference between sex tapes and other kinds of appearances. It is true and we will grant you that Hulk Hogan has never appeared in another sex tape other than the one that we heard about during the deposition and this small short excerpt that was posted on the Gawker website. But just as in every one of the Florida cases that we cited, the types of things that you use in assessing market value do not have to be the same. In no case can someone sue for unauthorized use if

they've authorized the use. Here, just as in Coton, the plaintiff there didn't authorize the use, but she used authorized use to estimate what the market value of the unauthorized use is. That's what we're saying here.

Mr. Harder suggested that market value could be determined by looking at other sex tapes and what the value is in the market and mentioning folks again like Kim Kardashian, Paris Hilton, and Jimi Hendrix. But the only thing that those things have any value is based on the celebrity involved. You have to understand what those people are paid and how the market values those people. Whether you're assessing the value of a sex tape or a photo shoot or a television deal, that's how the market looks at it. And the kinds of things that Mr. Bollea was getting paid at the time are the kinds of things that would determine his relative fame and how one would value a sex tape.

Mr. Harder said at several points here, and they said in their papers, that they're not seeking damages for Mr. Bollea's career. That's fine. But just because they are not seeking those kinds of damages and the kinds of evidence that we

are seeking might be relevant if they were does not mean that we cannot take discovery that's relevant on other issues such as the market value of a sex tape where these things are relevant.

Just because you take damages to career off the table doesn't mean that we can't take discovery if it's relevant to other aspects of things that they are pursuing.

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With respect to mitigation of damages, Mr. Harder's analogy with respect to a car accident is completely inapposite. In that case, the physical harm, the physical injury to a person is obviously different than the pecuniary interest in selling their story whether to a book or a television mini series. Here the pecuniary interest in a misappropriation claim is the value of somebody's name or likeness. That is what Mr. Bollea is seeking in his misappropriation claim and that is what we're entitled to seek discovery of with respect to offset. Was there any value that was given to that pecuniary interest, the value of his name or likeness? Unlike a car accident case, the interests here are identical.

With respect to this garden variety emotional

distress claim, I just don't even know where to Judge Campbell said to plaintiff's counsel during the argument on emotional distress at that October hearing last year that he should come down and look in her courtroom on any given day and see the type of testimony that's permitted. What she was saying then and what we are saying now and what I believe Mr. Harder was saying is they have taken medical records off the table, they've taken medical information off the table, we can't depose his doctors. We're not asking for that. What we are asking for is to take discovery on evidence that would show that he did not suffer any emotional distress from the Gawker posting, or if he did that it was much more limited than he would suggest.

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Mr. Harder said, well, that doesn't mean that you should be allowed to take any sort of communications that he had with all of these The funny thing is the plaintiff did not people. object to our request in the subpoenas seeking communications. respect to the agents are pitches and offers that were made with respect to third parties, not

not objected to. The same is true with TNA and WWE and his business partners.

The reference to the cases that Mr. Harder made I think was a bit confused. What those cases suggest -- and there were two. One is the Olson case which he mentioned by name. That said -- that was a situation where the plaintiff was fired from her job and claimed emotional distress. The evidence that was allowed there was testimony that somebody saw her at her subsequent job and said she didn't look so distressed. She actually seemed cheerful.

The other case dealing with rubbing breasts was a woman who claimed she had been raped and the evidence that was admitted after the fact -- and this is the Smith case out of the Tenth Circuit -- was that after the rape, she went cavorting around and was rubbing her breasts on somebody, inconsistent with somebody who has claimed to have suffered emotional distress.

Finally with respect to the video outtakes, we are not seeking to invade Mr. Bollea's privacy by seeking the outtakes. We're seeking evidence here about whether he closely guards his privacy as he said in his deposition. That could be

subject to the same sort of confidentiality provisions that the other evidence in this case has been subject to. This is far less of an invasion of privacy -- let me strike that.

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The bottom line is that it's not an invasion of privacy. The second thing is that with these video outtakes, what we're seeking here is to find out whether he suffered emotional distress. he embarrassed by this? The question wasn't whether he was naked or wearing underwear or a T-shirt or anything else or whether he was making sexual gestures or this was a parody or anything like that, but somebody who claims they suffered emotional distress from being shown in the state that Mr. Bollea was would not turn around shortly afterwards and be in that kind of advertisement, and if behind the scenes he was joking about it, if he was carefree about it and not in any way appearing to suffer emotional distress in filming it, that would be evidence that would rebut his claim of garden variety emotional distress.

Unless Your Honor has any questions, that's my argument.

THE COURT: All right.

MR. TURKEL: Judge, this is Ken Turkel. I

didn't want to interrupt anybody. I got on about 40 minutes ago.

THE COURT: Thank you, Ken.

Anything else, Mr. Harder? Charles?

MR. HARDER: Yes. I didn't know I was going to get another chance to talk.

I feel like I covered a lot of these things. One quick point perhaps is I think Mr. Berry just said that the amount that somebody gets paid in their career is directly determinative of the amount of the value of a sex tape of them. That's actually completely inaccurate in reality, and there is no evidence of that.

I'll give you an example. If Paris Hilton is on the first season of a reality show and she signs a contract agreeing to get paid like \$10,000, an extremely low amount of money, let's say if it's hugely popular and lots and lots of people see it and then she's in a sex tape and the sex tape is the biggest selling sex tape in the history of all time, the \$10,000 amount that she gets paid for the reality show is completely detached in reality from the value of the sex tape, which could be something like \$30 million, possibly even more. So there's just really no

connection. So Gawker trying to find out what Mr. Bollea gets paid for this matter and that matter and this and that is just really not related to the value of the sex tape.

I could hit every single one, but I feel like we've covered everything pretty well.

THE COURT: Without repeating anything,
Mr. Berry, anything you want to add now?

MR. BERRY: No, sir.

THE COURT: Okay. You've both done an excellent job of presenting the issue, not only your in written memorandums, but also in your argument here today. I have reviewed everything that you have sent to me, including the exhibits, and I listened carefully to the arguments that have been presented here today.

It is -- having considered the motion that is under consideration here together with the response papers and the argument of counsel, as the special discovery magistrate, it is going to be my recommendation that plaintiff's objections to nonparty subpoenas be sustained and that the plaintiff's motions for protective order be granted.

With respect to the plaintiff's motion for

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1	attorney's fees, which was not argued during this
2	time, I'll take that matter under advisement and
3	we'll address that issue at some further time.
4	That would be my recommendation to the Court with
5	respect to the motions made here today.
6	Next question, do you still have a hearing
7	time with Judge Campbell on the 22nd of October?
8	MR. HARDER: Yes, Your Honor.
9	MR. BERLIN: Yes, Your Honor.
10	THE COURT: Okay. Next then I guess would be
11	to take up the subject of the scheduling.
12	MR. HARDER: This is Charles, Your Honor.
13	The motion to compel?
14	THE COURT: Let's take that one up.
15	MR. HARDER: That was plaintiff's motion. So
16	if now's a good time, I can go into the argument.
17	THE COURT: Let's do it.
18	MR. HARDER: Okay. Great. This is Charles
19	Harder, so that we have a clear record.
20	Plaintiff has filed a motion to compel
21	further response from Gawker relating to financial
22	documents and other types of documents. And I'll
23	take them all in turn.
24	Judge Campbell granted our request as to a
25	lot of things. And as to other things, she she

REPORTER'S CERTIFICATE
STATE OF FLORIDA :
COUNTY OF HILLSBOROUGH :
I, Susan C. Riesdorph, RPR, CRR certify that I was authorized to and did stenographically report the foregoing proceedings and that the transcript is a true
and complete record of my stenographic notes.
I further certify that I am not a relative, employee, attorney, or counsel of any of the parties, nor am I a relative or employee of any of the parties'
attorney or counsel connected with the action, nor am I financially interested in the outcome of the foregoing
action.
Dated this 21st day of October, 2014, IN THE CITY OF TAMPA, COUNTY OF HILLSBOROUGH, STATE OF FLORIDA.
Susan C. Riesdorph, RPR, CRR, CLSP