

1998 GAVIN SEMINAR

PROGRAM



WELCOME to the PARTY

February 4-7, 1998

San Diego, California





And it's **ME**
who is my
ENEMY
Me who beats
ME up
Me who makes
the monsters
ME who
strips my
confidence

Me

PAULA COLE

*The new single from
the hit album This Fire*

VH1 ARTIST OF THE MONTH.

NOMINATED FOR 7 GRAMMY® AWARDS INCLUDING: RECORD OF THE YEAR
ALBUM OF THE YEAR PRODUCER OF THE YEAR SONG OF THE YEAR
BEST POP ALBUM BEST FEMALE POP VOCAL PERFORMANCE BEST NEW ARTIST

WELCOME

WELCOME TO THE 1998 GAVIN SEMINAR IN SAN DIEGO. IT IS A VERY SPECIAL OCCASION FOR US, falling in GAVIN's 40th Anniversary year. And what better way to celebrate than to have a few thousand people gather in one place to exchange information and ideas on radio and music at the largest and most significant programming seminar in the world.

Some magazines have a history...GAVIN has a heritage. And it's a rich one which stretches all the way back to the birth of rock & roll. We will dwell further on the 40th Anniversary at a later date, but suffice to say that GAVIN is the granddaddy of them all in programming seminars as well as radio trade magazines.

If you are a regular attendee you will know that we like to ring the changes. The venue, San Diego, is a first for us—and it's also the first time we've been back to the West Coast in four years. San Diego provides a lush setting, with our headquarters overlooking the water in Hyatt's flagship property.

Other innovations include the spiritual insights of Deepak Chopra, while the cutting edge session with Phil Ramone promises to be a particular highlight.

There are the regular favorites, such as the high-tech jukebox juries, Legends of the Airwaves, artist performances, and, of course, the Cocktail Party.

It is great to have people say the GAVIN Seminar is "the best," but we realize we will always be judged on our latest event, in just the same way artists, labels, and radio stations are only considered as good as the last record or ratings book. We have to be great every year.

Out of the things that can go wrong, it's the ones we can't control which worry us the most, and those of you who have already suffered severe weather conditions this year will join me in wishing that the effects of El Niño do not visit Southern California in early February. But even if they do, we'll still have a great seminar because the main ingredients—great music and some of the brightest minds in radio programming—are guaranteed to be there.

Thank you for coming.

David Dalton,
CEO



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SUSAN GOLDING
MAYOR

WELCOME

TO THE

13TH ANNUAL GAVIN SEMINAR

February 4 - 7, 1998

It is with great pleasure that I welcome you to San Diego. We are honored to be the host city for your special event. Since 1985, Gavin Magazine has successfully brought together progressive radio programmers in a unique forum. I think you will find San Diego to be everything you imagined and much more.

If time permits, please take advantage of some of the many attractions which are available for your cultural enrichment, recreation and relaxation. Most people think of San Diego for its seventy miles of beautiful beaches and world-famous zoo -- but we have so much more to experience! We are recognized as the home of first-class academic and research institutions such as the University of California at San Diego, Salk Institute, Scripps Institute of Oceanography and Scripps Clinic.

You'll discover a city rich in the arts and culture, nationally recognized theatre, the largest concentration of museums west of the Mississippi and a lively downtown with award-winning restaurants. And Sea World, Historic Old Town, Mission Bay Park and Seaport Village on San Diego Bay are just a few of the reasons San Diego is known as "America's Finest City."

San Diego is renowned for our leading centers of industry, research and learning. A robust economy, substantial local government reforms and the ingenuity and entrepreneurship of our people have made this city's economic potential the greatest it has ever been. It is a city that I am proud to call the "First Great City of the 21st Century."

Please accept my best personal regards and good wishes for an effective and enjoyable stay in San Diego. Enjoy your convention!

Sincerely,

A handwritten signature in black ink, appearing to read "Susan Golding", written over a horizontal line.

SUSAN GOLDING
Mayor
City of San Diego

Ride

Music from the Dimension motion picture (formerly known as "I-95")

TAKE A RIDE DOWN I-95 WITH:

WU-TANG + ONYX

**DAVE HOLLISTER FEATURING
REDMAN & ERICK SERMON**

NOREAGA FEATURING NAS + NATURE

**MACK 10, BIG MIKE
+ D.J. U-NEEK (FEATURING EWF)**

CARDAN FEATURING JERMAINE DUPRI

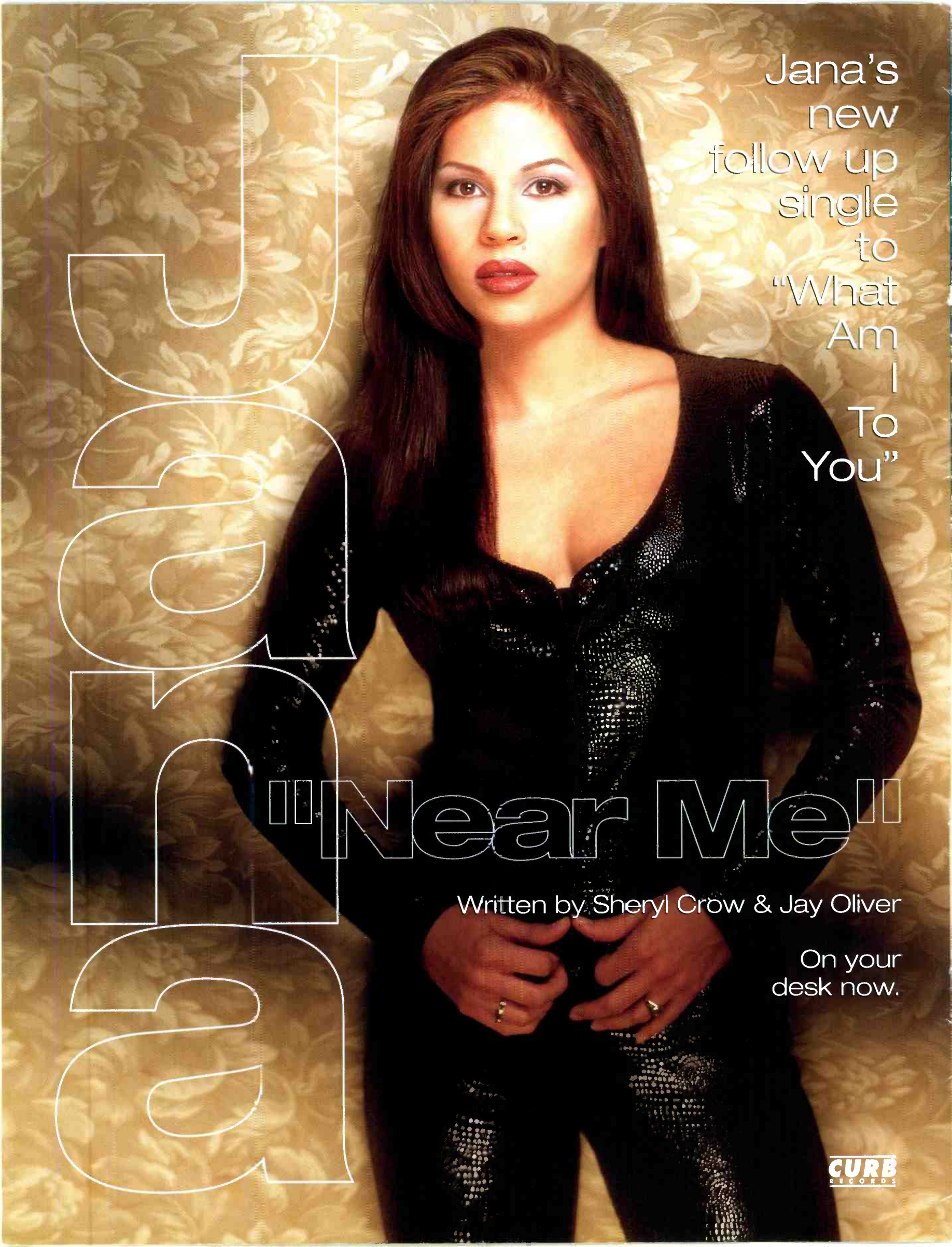
MIA X FEATURING FIEND + MAC

**SOMETHIN' FOR THE PEOPLE
(FEATURING TRINA + TAMARA)**

ALBUM IN STORES FEB. 17

Dimension



A full-page photograph of singer Jana Kramer. She is wearing a black, long-sleeved, sequined dress with a deep V-neckline. Her hair is long and dark, and she is looking directly at the camera with a neutral expression. The background is a textured, golden-brown pattern of leaves and flowers.

Jana's
new
follow up
single
to
"What
Am
I
To
You"

"Near Me"

Written by Sheryl Crow & Jay Oliver

On your
desk now.

CURB
RECORDS

Restaurants

IN DOWNTOWN SAN DIEGO

By Eleanor Widmer, *San Diego Reader* Food Critic
(Reprinted by permission)

7th Near B

1146 Seventh Avenue, (619) 696-7071

Susan Garrett, who operates this establishment, is wonderful to talk to. Among the goodies are turkey with herb butter on a roll, focaccia bread with pesto or herb butter, fresh fruit pies, bagels, muffins, pastries, coffee, and tea. Open Monday to Friday, 7 a.m. to 6 p.m.; Saturday, 7 a.m. to 2 p.m. Closed Sunday.

Anthony's Fish Grotto

1360 North Harbor Drive (at Ash Street), (619) 232-5103

For its fresh seafood salads, its fish and chips, and its daily fresh fish specials, Anthony's still goes to the head of the class for stability of product, good-sized portions, time-honored preparation, and low cost. Open daily, lunch through dinner. Reservations not accepted.

Anthony's Star of the Sea

1360 North Harbor Drive (at Ash), (619) 232-7408

The gourmet room of the Anthony's chain has reinvented itself with a new chef and a new menu. Some of the old favorites remain but all the dishes have lighter sauces and seasonal vegetables. The salmon and halibut are outstanding. The bay view remains as romantic as ever. Open dinners only, nightly.

Asti Ristorante

728 Fifth Avenue (near G Street), Gaslamp Quarter, (619) 232-8844

The room is very attractive and an open hearth for wood-fired pizzas adds to the festivities. First

courses, such as polenta, salads with filet mignon, and salads with seafood, are first-rate. Recipes are from Piedmont, in northern Italy. Outdoor seating. Open daily, lunch and dinner.

Athens Market

109 West F Street, (619) 234-1955

This is the best Greek restaurant in San Diego, and it's ideal before or after a cultural event. The owner, Mary Pappas, will lavish special attention on you. Lentil soup, Greek appetizers, salads, chicken, fish, and lamb dishes are first-rate and so are the desserts. It's festive for late-night dining. Open for lunch Monday through Saturday; dinner nightly, to 10 p.m. Friday and Saturday. Separate dining rooms for parties.

Bandar Fine Persian Cuisine

825 Fourth Avenue, Gaslamp Quarter, (619) 238-0101

The best Persian food in the city is prepared here. It's sensuous, low fat, and a blessing to the sight as well as the palate. Try stuffed grape leaves, yogurt, eggplant, charbroiled filet mignon, lamb, or chicken. Order all three kinds of rice. Enchanting interior, wonderful service. Not to be missed. Open daily, same menu lunch and dinner.

Bayou Bar and Grill

329 Market Street, (619) 696-8747

You'll find the best Creole and Cajun food here, prepared in authentic style. The menu offers crawfish, jambalaya, soft-shell crab, duck, trout, and many other ravishing goodies. Sunday champagne brunch, fixed price of \$12.95; beignets a la carte.

Monday night, complete dinners for \$13.95. Open for lunch daily, 11:30 a.m. to 3 p.m.; brunch Sunday; dinners nightly.

Bella Luna

748 Fifth Avenue, Gaslamp Quarter, (619) 239-3222

This delightful restaurant serves recipes from the isle of Capri, Italy. The entrees, with their light sauces, are quite stunning, especially the breast of chicken and the rack of lamb. The room is decorated with pictures of the moon, and the cooking demonstrates that there is something new under the beautiful moon. Open for lunch Monday through Friday; dinner nightly, to midnight Friday and Saturday.

Blue Point Coastal Cuisine

565 Fifth Avenue (at Market), (619) 233-6623

Very classy atmosphere and menu—mostly fish and seafood—to match. You can eat appetizers at the bar, but best bets are nightly fish entrees or steak and crab cakes served with lots of organic vegetables. A welcome addition to downtown. Dinner only, from 5 p.m.

Cafe Sevilla

555 Fourth Avenue, (619) 233-5979

Funky is the word, for the appetizers are robust in taste and large in portion; two of them will satisfy your hunger. Many hot tapas are small versions of the dinner entrees. Fixed-price, three-course meal with flamenco show served downstairs every Friday and Saturday. Dinners only, nightly.

Cerveceria Santa Fe

600 West Broadway, Suite 130, American Plaza building (north side at India and C), (619) 696-0043

Some of the best Mexican fish and seafood is to be found here. Operated by Adrian Romero, the restaurant offers 70 items from which to choose. Food is prepared from authentic Mexican recipes. You won't tire of this place. Open daily, continuous service, lunch and dinner.

Croce's Restaurant and Jazz Bar

802 Fifth Avenue, (619) 233-4355

If you enjoy premises with doors open to the street and nightly jazz in the adjoining room, try Croce's. The chef prepares excellent appetizers, pastas, salads, and entrees. Menus change seasonally. Outdoor as well as indoor seating. Nightly jazz. Dinner only.

Dakota Grill And Spirits

901 Fifth Avenue, (619) 234-5554

If you enjoy barbecued ribs, rotisserie chicken, or roasted garlic, you'll have a field day here. You can dine upstairs and look down on Fifth Avenue, or you can dine at street level. A simple but highly satisfying meal consists of spiced tamale soup plus Caesar salad. Open daily, lunch Monday through Friday; dinner nightly; closed weekdays from 2:30 to 5 p.m. Nightclub, Club 66, downstairs.

De Medici

815 Fifth Avenue, downtown, (619) 702-7228

Eighteen new fish and seafood dishes have been added to the

GOING FOR ADDS NOW

Gravediggaz



LOOK OUT FOR THE RZA
SOLO ALBUM IN '98

"UNEXPLAINED"
FROM THE SENSELESS SOUNDTRACK

B/W
"TWELVE JEWELZ"
(RZA'S SOLO JOINT)

FROM THE GRAVEDIGGAZ'
THE PICK, THE SICKLE AND THE SHOVEL

FROM THE SOUNDTRACK **senseless** A DIMENSION MOTION PICTURES RELEASE

ALREADY GOING FOR ADDS
PRINCE BE FEATURING KY-MANI
GOTTA BE...MOVIN' ON UP

GEE STREET



menu. The seafood chef does excellent work, making this Italian restaurant one of the best fish houses in the city. Open dinners only.

Dobson's

956 Broadway Circle, (619) 231-6771

Best bets here remain the signature soup, mussel bisque with a crust; the nightly fresh fish entrees; and rack of lamb. Monday through Thursday, fixed-price meal for \$21.95 includes soup, salad, or appetizer, and choice of one of four entrees, dessert, and beverage.

Upstairs seating area preferable. Excellent service. Closed Sunday. Lunch, Monday through Friday; dinner, Monday through Saturday; late hours on the weekends.

Fio's

801 Fifth Avenue (corner of F Street), (619) 234-3467

Northern Italian cooking is served in two stylish dining rooms. For light meals, your best bet is the pizza bar, where you may order pizza or salad, as well as any other menu item. Daily specials and pastas are recommended. Open for lunch, Monday through Friday. Dinner nightly, to 11:30 p.m. Friday and Saturday.

Grant Grill

U.S. Grant Hotel, 326 Broadway, (619) 239-6806

Deborah MacDonald Schneider, formerly at Dobson's, is the new chef de cuisine. As always, this restaurant serves quality meat in a traditional room that uses tableside service. Best bets are spinach salad, lobster paella, shrimp-and-scallop risotto, and, of course, the mixed grill. Open daily.

Harbor House

831 W. Harbor Drive, Seaport Village, (619) 232-1141

The two-level building and the view of the harbor are major attractions. Fish and seafood predominate but chicken, pasta, and steak are also available. The dining room seats 250, so don't expect intimacy. Preparations are wholesome but not original. Open daily for lunch; dinners nightly. Saturday and Sunday dinners begin at 4:30 p.m.

Karl Strauss' Old Columbia Brewery And Grill

1157 Columbia Street (between B and C Streets), (619) 234-2739

The star attractions here are the ales and beers brewed on the premises. Up to a dozen beers may be available. Food includes burgers, pastas, soup and salad, fish and chips, grilled sausage. During weekends the noise can be shattering, but it's fun. Lunch and dinner daily.

Kenny's Steak House

939 Fourth Avenue, (619) 231-8500

Lunch is a best bet here, with fine burgers, steak sandwiches, pastas, salads, plus bargain prices for steaks. Roast beef and fine steaks are available. If you'd like bangers and mash or great fish and chips call and request them 24 hours in advance. Closed Sunday. Open lunch and dinner, Monday through Friday; Saturday, dinner only.

King and I Thai Cuisine

618-622 Fifth Avenue (at Market), (619) 238-2328

Very attractive surroundings include one area with pillows and small tables for floor seating; the other side has tables and booths. The dinner menu offers 52 items, all a treat to the eye and palate.

Remember that "medium" spicy means very hot and green curry sauce is the spiciest. All appetizers are first rate and so are seafood dishes. Open daily, lunch and dinner; to 11:30 p.m. Friday and Saturday.

Kiyo's Japanese Restaurant

531 F Street (between Fifth and Sixth Avenues), (619) 238-1726

Lovely, warm, personal service, wholesome fresh food, and low prices mark this delightful spot in bustling downtown. Lunch is especially good for its low-cost dishes. You have a fairly wide choice of nicely prepared hot dinner entrees. Closed Sunday. Lunch Monday through Friday, dinner Monday through Saturday.

La Gran Tapa

611 B Street, (619) 234-8272

Here is a good spot for a light meal, especially before or after a cultural event. Tapas, Spanish appetizers, are prepared hot or cold, and the seafood, such as shrimp in sherry sauce and fresh octopus, is always fine. Try tortilla española (cold potato and egg "pie") and paella. Lively, casual atmosphere. Lunch Monday through Friday. Dinner nightly, late hours on the weekend.

La Provence

708 Fourth Avenue (corner of G), (619) 544-9707

The room is supposed to represent a country dining room with food to match. It's primitive but charming. Best bets are bouillabaisse, grilled seafood platter, lamb stew, and beef stew. Lunch is French and American, dinner French Provencal. Open daily.

La Strada

702 Fifth Avenue (at Fifth and G), (619) 239-3400

The setting is lovely, but the Northern Italian food preparation may be uneven. Stay with pasta dishes and low-priced items. Open daily for lunch and dinner, continuous service. Late hours weekends.

Lael's Restaurant

Hyatt Regency Hotel, One Market Street, (619) 687-6066

All-you-can-eat fish-and-seafood buffet, Friday nights only, 6 to 9 p.m., \$18.95. All-you-can-eat prime rib buffet, Thursday night, \$14.95. Wednesday night, all-you-can-eat Italian buffet for \$12.95. Worth trying for lovers of buffets.

Le Fontainebleau

Westgate Hotel, 1055 Second Avenue, (619) 238-1818

The newly redecorated room is both romantic and elegant. Considering the sumptuous sur-

South of the Border

For those of you with a hankerin' to head down to Mexico, here's an easy way: Catch the trolley.

- Exit the Hyatt at Market Place. Cross Harbor Drive and turn left at the tracks. The station is behind the Kansas City BBQ Restaurant. Tickets are \$2. each way to San Ysidro, and can be purchased from a machine at the station. Cross over the tracks and wait for the trolley heading north.
- Ride the trolley one stop to American Plaza Transfer Station. Transfer onto the trolley marked San Ysidro. The trolley takes 45 minutes to reach the border.
- After you've gone through customs, follow the walkway across the border. Once you arrive in Tijuana, you can take a cab to downtown (Avenida Revolucion) or bear to your right, following the signs to Centro Tijuana. You can also take a Red Bus in front of the trolley stop. The Red Bus is operated by Mexicoach and costs \$2 per person round trip. It makes two stops, at Pueblo Amigo and Avenida Revolucion. The bus runs every 30 minutes from 9 a.m. to 9 p.m.
- Trolleys run every 15 minutes between 5 a.m. and 9 p.m., and every 30 minutes from 9 p.m. to midnight.
- **Be advised: Proper identification is required for re-entry into California. U.S. citizens are required to provide either a birth certificate, voter registration card, military I.D., or passport. If you do not have one of these, you may be detained, and the hotel and GAVIN will not be held liable. All persons entering the United States are subject to inspection.**
- **Returning:** Board the Centre City trolley to American Plaza Transfer station. At this point, transfer to the Bayside trolley. The Hyatt is located at the Seaport Village trolley stop. The last northbound trolley departs San Ysidro at 1:02 a.m. Sunday through Friday, and on Saturdays stops once an hour between 2 a.m and 5 a.m. The Bayside trolley stops running on Saturdays at 12:02 a.m.

HEREFORE ART THOU, BABY.

The debut single blowing up:
LAST WEEK: 44 new R&B stations

Don't Sleep.....

100% Slam It or Jam It
WINNER @ V-103-Atlanta = ADD

100% Feelin' It or Not
WINNER @ WBLS-New York = ADD

PLUS 19 NEW ADDS Including:

WCDX-Richmond KMLM-St. Louis
WRDM-Columbia WQLE-New Orleans
WROD-Dayton

Top 5 requests at:

WBHJ-Birmingham-61x WBTT-Dayton-13x
WZHT-Montgomery-16x KMLJ-Shreveport-30x
KDKS-Shreveport-16x KJMM-Tulsa-12x
KXMT-Memphis-19x WJMT-Chatanooga-10x
WJBT-Jacksonville-12x WPEC-Charlotte-18x

INTRODUCING

SYLK-E. FYNNE

WITH "ROMEO AND JULIET."

THE DEBUT SINGLE FROM THE *FYNEST*
FEMALE MC TO HIT IN A LONG TIME.

THE ALBUM *RAW SYLK* COMING MARCH 1998

\$SHORT DOG IN THE HOUSE WITH SYLK E.

Saturday, February 7th 12:30PM @ the "Rap Radio, DJ, and Coalition Roundtable"

EXECUTIVE PRODUCERS: MICHAEL CONCEPCION, KEVIN EVANS AND GERALD BAILLERGEAU

A & R DIRECTION: KEVIN EVANS

MICHAEL CONCEPCION FOR GRAND JURY MANAGEMENT



roundings, the food is fairly priced. Finest quality fish and meat. Impeccable service and unobtrusive piano player. First-rate for a romantic evening. Open Monday through Saturday for dinner only. Elegant Sunday brunch.

Mister A's

2550 Fifth Avenue, (619) 239-1377

The views of the bay and the city are as dazzling as ever. The cadre of waiters and the luxury dining room have remained constant through the years. If you've dined here recently and enjoy the food, so much the better. But if you have never dined at Mister A's, be aware that the food preparation is average. Fish, chicken, steak, and beef Wellington are featured. Lunch, Monday through Friday, dinner nightly.

Morton's of Chicago, The Steakhouse

285 J Street, Harbor Club, (619) 696-3369

This stylish steak house offers a clubbish atmosphere, elegant appointments, a lounge that's "cigar friendly," and staggering portions. All vegetables are a la carte, and porterhouse (up to 48 ounces) is the signature steak. Very noisy, very expensive. Open nightly, dinners only.

Osteria Panevino

722 Fifth Avenue (Fifth and G), (619) 595-7959

You really can't miss this Tuscan-style Italian restaurant. The pastas are as close to heaven as you can get and so are the first courses. The stuffed focaccias are simply incredible. Also available are fresh fish and chicken. My favorites are the spinach ravioli and the gnocchi (potato dumplings) in a four-cheese sauce. The exposed brick walls enhance the European feeling. Open daily, lunch and dinner.

Paper Moon Cafe

734 Fifth Avenue, (619) 544-6456

Owned and operated by the same people as Bella Luna, this cafe won't win prizes for beauty, but the food is fresh, exciting, low priced. Best bets: quesadilla with duck and mushrooms, salad with grilled flank steak and vegetables, rotisserie chicken, and lasagna. Lunch and dinner. Open to 1:30 a.m. nightly.

Rainwater's

1202 Kettner Boulevard, (619) 233-5757

Though this attractive restaurant is noted for its fine steaks and chops, the live Maine lobster and fresh fish (especially the salmon in parchment) are outstanding here. For low-cost meal, try meat loaf and creamy mashed potatoes. On Wednesdays, chicken pot pie is a best bet for lunch. Open daily. Lunch, Monday through Friday; dinner seven nights a week.

Ruth's Chris Steak House

1355 North Harbor Drive, (619) 233-1422

Six cuts of steak are available, all cooked in a special broiler at 1800 degrees. The U.S. prime steaks are aged and hand cut daily. They're fabulous, but nothing is on the plate except the piece of meat. Vegetables and eight styles of potatoes are a la carte. Lobster tail, fresh fish, chicken, and chops also available. Gorgeous view and service. Open nightly for dinner. Reservations recommended three to five days in advance on weekdays. Call a week in advance for weekends.

Sally's Restaurant

One Market Place, rear of Hyatt Regency Hotel, (619) 687-6080

The new chef identifies the cuisine as "contemporary Mediterranean." You'll get great fish here as well as free-range chicken, lobster, and beef. Try Arctic char, loin of tuna, swordfish. Side dishes tend to be elaborate. Dinners for 6 to 12 served at chef's table in the kitchen.

Star Of India

423 F Street, (619) 544-9891

This Indian restaurant is most popular for the all-you-can-eat buffet, available weekdays from 11:30 a.m. to 2:30 p.m. and Saturday and Sunday from noon to 3 p.m. The weekend brunch costs a dollar more (\$8.95) but includes champagne. Vegetarians should make note of the many vegetable and rice dishes with innovative preparations. Restful atmosphere, good service. Be aware that breads are a la carte. Open daily, lunch and dinner.

Taka

555 Fifth Avenue, (619) 338-0555

This restaurant is a knockout. Gorgeous food and beautiful setting. A full sushi bar is presided over by Fuji (formerly at Cafe Japengo). Entrees, which combine Asian and Continental elements, can be ordered in half portions. Don't miss linguine and seafood, filet mignon, salmon saute. Highly satisfying food at prices you can afford. Closed Monday. Open Tuesday through Sunday; dinners only.

The Cheese Shop

401 G Street, (619) 232-2303

This cafe offers outrageously good sandwiches of which my favorites are the Black Forest ham and the roast pork. Muffins and cookies are baked on the premises. Paper plates for food but real mugs for coffee and tea. All items available from 8 a.m. to 5 p.m. Monday through Friday, from 10 a.m. to 4 p.m. Saturday. Closed Sunday.

The Fish Market

750 North Harbor Drive, (619) 232-3474 or Top of the Market, (619) 234-4867

This huge restaurant with its harbor view offers a fresh fish market, a separate room for sushi, an oyster bar, and a moderately priced restaurant downstairs. A gourmet room, Top of the Market, exists upstairs where menu and service are more elaborate and costly. If you enjoy the offerings at the sister restaurant in Del Mar, you'll appreciate this one more because of its beautiful setting. Lunch and dinner, continuous service, daily. Top of the Market serves an a la carte brunch Sunday 10 a.m. to 2 p.m.

Trattoria Mamma Anna

644 Fifth Avenue (between Market and G), (619) 235-8144

In my opinion, this is the best Italian restaurant downtown. At least 75 items grace the menu, most from northern Italy, some from Sicily. Two cooks prepare dishes with originality and verve. Half orders of pasta are available. The best dishes may be specials not listed on the menu. Be sure to request stuffed artichokes and chicken Valdostana stuffed with fontina cheese. Open daily, lunch and dinner. Food served to roughly 11 p.m. Sunday through Thursday and to midnight Friday and Saturday. Not to be missed.

Trattoria Portobello

715 Fourth Avenue (at G), Gaslamp Quarter, (619) 232-4440

The interior includes a cigar bar, which is separated by a thick wall from the dining room. The owners of Panevino operate this chic restaurant with its light menu and wide variety of dishes. You can make a meal from appetizers. The pastas are the best bets. Open daily, lunch and dinner.

Tupelo American

340 Fifth Avenue, between J and K, (619) 231-3140

Best bets are spinach salad, fresh sea bass or ahi, chicken breast with potato lasagne. Contemporary atmosphere, excellent service. Bar serves 50 types of martinis. Open nightly, dinner only.

Vicino Mare

1702 India Street, (619) 702-6181

This small, pleasantly decorated fish-and-seafood house serves food that's good though not remarkable. Share higher cost dishes. Open lunch, Monday through Friday; dinner nightly.

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On The Air

Meet some of the stations that give San Diegans the radio variety they crave.

KSON



Country outlet KSON has maintained dominance of the San Diego radio market for the past seven years, successfully fending off competition and discouraging new competitors, even during the format's growth in the early '90s. Although a heritage station, KSON has always been at the forefront of country radio, both in terms of music and presentation.

KSON has been an innovator in the country format, never been afraid to take chances. It features a Sunday night oldies show, the only major market bluegrass show in the nation, and it locally produces a top 30 countdown. KSON even grew its own morning show, recruiting Tony and Kris from market 175.

KSON was one of the very first stations to embrace St. Jude Children's Research Hospital as a

charity. The station has already raised over \$2 million for St. Jude, and is preparing for its 10th annual radiothon in March, 1998. KSON has also been instrumental in encouraging other stations to come on board for the Country Cares campaign.

KIFM: Smooth Jazz 98.1 The Breeze

While New Orleans slugs it out with New York City for the theoretical title "The American Capital of Jazz," many insiders will tell you that San Diego—with its listener support, climate, and sunny lifestyle—qualifies it as being the Smooth Jazz capital of the world.



In March of 1982, KIFM debuted Smooth Jazz in a gradual fashion, featuring Contemporary Jazz instrumentals as a one-hour show from eleven to midnight with a Lites Out specialty show.

Later that year, it expanded to a two hour show, and in late 1983, KIFM—then a middle-of-the-pack A/C station—bumped the show from 6 p.m. until midnight. Throughout 1984 and 1985, the station began sprinkling Smooth Jazz instrumentals into the daytime Soft A/C music flow, and by 1987, response was unstoppable. KIFM became a full-time Smooth Jazz station.

The rest is history. When GAVIN began its Smooth Jazz coverage in 1988, KIFM and then-PD Bob O'Connor were the first to receive GAVIN awards for the format; they went on to win several more times in station, PD, and MD categories.

Art Good, Bob O'Connor, and Bruce Walton were among the early architects of the sound and image of the station. When KIFM

was purchased by Jefferson Pilot Communications, Mike Shepherd assumed a group programming role, overseeing KIFM along with country outlet KSON (currently the top 12+ rated station in the market) and oldies KBZT.

Kelly Cole, KIFM's APD and MD, began as a board operator when Art Good served as KIFM's morning drive personality. Cole, a charismatic figure in radio/music circles, was named GAVIN Smooth Jazz Music Director of the Year in 1996.

Star 100.7 (KFMB/FM)

While Star 100.7 is considered one of America's pioneer (and one of the most successful) Modern A/C stations, we approach it as a contemporary music station for adults. You'll hear a fun, familiar, uptempo, personality-oriented station that breaks a lot of traditional program-



ming rules. Star has high-profile personalities on around the clock, including morning

stars Jeff & Jer, Greg Simms & Anita Rush, Jagger & Kristi, and the New Guy at Night. When you hear Star 100.7, you'll know that it's more than just the music, it's the whole package!

KSDS: San Diego's Jazz 88

KSDS, owned by the San Diego Community College District, has been in existence on the FM dial since 1951 and began programming jazz in 1973. In its early days, the station broadcast live concerts from various local venues, featuring artists like Chet Baker, Thad Jones, Mel Lewis, and Ahmad Jamal.

KSDS's full commitment to jazz has always been steadfast. By 1985, KSDS was San Diego's only 24-hour jazz station. In 1988, its hours were cut to 18 a day and 20 on week-

ends, but in 1995 KSDS returned to full strength, once again becoming the only 24-hour jazz station to bop the San Diego market.



Program Director Tony Sisti was nominated for GAVIN Jazz Radio Person of the Year honors in 1996 and 1997. The station was nominated for Jazz Station of the Year by GAVIN in 1992 and 1996. In 1993, the National Association of Broadcasters gave KSDS their prestigious Marconi Award for Jazz Station of the Year.

Today, KSDS broadcasts a full spectrum of jazz, from blues to big band to post-bop, championing what is arguably America's premiere homegrown art form.

KIOZ-Rock 105.3 FM

KIOZ traces its origins back to the early 1920s; it was the first station on the air in the universe. Our inaugural broadcast carried the election returns of Warren Harding's successful bid for the presidency of the United States of America. For the next 70 years, we aren't exactly sure what the station was doing, but we are positive that some time in 1990, station management decided to flip the format to a current-based rock format. Rock 105.3 has continued with its



Active Rock format the last eight years and has been the San Diego home of the Howard Stern Show since May 1, 1997.

Rock 105.3 consistently places near the top of its target demo (18-34 adults) and is the only San Diego station with balls. Sure, Rock 105.3 sucks, but we don't suck nearly as much as the other 40 some odd stations in town.

San Diego Fall Arbitrons

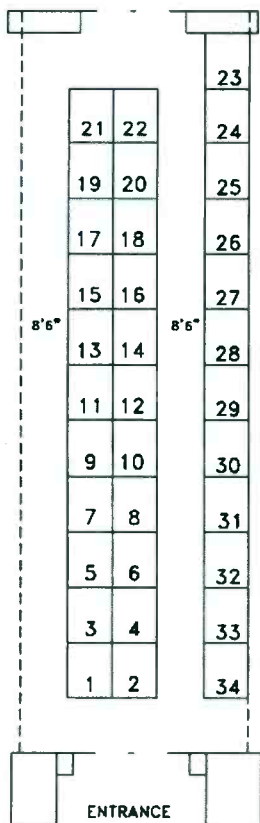
		S'97	F'97
KSON/F	Cntry	5.5	6.4
KFMB/F	Hot A/C	6.5	5.2
KYXY/F	A/C	6.1	5.1
KCGO/A	Talk	3.9	4.9
KGB/F	Cl Rk	3.8	4.5
XHTZ/F	T40	4.6	4.3
KHTS/F	T40	4.0	4.1
KIFM/F	SJ&V	3.5	3.8
KFMB/A	Fl Svc	5.5	3.6
KBZT/F	Old	3.5	3.5
KIOZ/F	Rock	3.6	3.5
KMCG/F	A/C	3.5	3.3
KPOP/A	Nost	2.6	3.1
XTRA/A	Spts	2.3	2.9
XTRA/F	Alt	2.7	2.3
KFVA	Talk	2.5	2.2
KKQ/F	T40	1.6	1.9
KPLN/F	Cl Hts	1.9	1.8
KJQY/F	A/C	1.5	1.7
KXGL/F	A/C	2.0	1.6
KXST/F	A3	1.7	1.6

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Gavin Exhibit Hall

Located on the second floor of the Hyatt Convention area (Manchester Foyer)

1. 360 Systems
2. Patchwork
3. Ocean Floor Productions
4. Patchwork
5. Com Quest
6. Antone's
7. Howard Rosen Promotions
8. Uno Productions
9. Ticket Savers
10. City Hall Records
11. Most High Entertainment
12. High Roller Records
13. A-ware Software
14. Quick Distribution Co.
15. World Telecom Group
16. Fearless Music
17. Harris Group Publishing
18. CMBE
19. Rock the Vote
20. Putumayo
21. Arkadia Records
22. Dormont Technologies Ltd.
- *23. GAVIN Seminar Bag Pick-up
24. GAVIN & GAVIN GM
25. LifeBeat
26. 4080 Magazine
27. \$295 Guys
28. Mia Mind Music
29. PSM
30. Chart Makers/Pipedream Promotions
31. Fidelipac Corp.
32. Guerilla Productions
33. Liquid Audio
34. Electric Village
35. Metro Traffic
36. Jam TV
37. Mediabase



Participating Companies

\$295 Guys create custom-printed heavyweight, 100% cotton T-shirts that can be shrink-wrapped into a variety of molds, including CDs, cassettes, sports shapes, and business card sizes.

360 Systems, founded in 1972, focuses on developing products for the music and recording industries. Innovations include DigiCart, Instant Replay with Hot Keys, and the Shortcut Digital Audio Editor.

A-ware Software will be demonstrating MusicMaster, scheduling software currently used by thousands of radio stations worldwide. Designed to work with your automation and traffic systems.

Arkadia Records is a full-service label, founded by V.I.E.W. Video founder and president Bob Karcy. To compliment its audio CDs, Arkadia is also involved in the production and worldwide distribution of enhanced CDs, CD-ROMs, performance and instructional videos, Internet marketing, merchandising, and music publishing.

Pipedream Promotions opens a world of opportunity for independent artists by providing record distribution, radio promotion, retail marketing, publicity, Internet promotion and sales, graphic design, and manufacturing services.

City Hall Records offers some of the best independent music to the most discriminating customers in the world. Featuring a deep catalog of underground rap, Celtic and world music, jazz and blues, imports, DJ vinyl, and hard-to-find titles.

CMBE is a broadcast facilities design and construction firm specializing in high performance radio studio and RF projects. CMBE has projects worldwide in acoustics, antennas, studios, equipment, architecture, boosters, mapping, broadcast design, studio design, radio station design, broadcast coverage maps, facility design, radio engineering, radio transmitters, towers, STL systems, digital consoles, RF systems, turnkey systems, systems integration, production studios, control rooms, etc.

Com Quest Totally cool interactive in-house callout music and perceptual research system. Live interviews screen and recruit qualified participants; song scores are collected by interactive, one-touch responses. Used by dozens of top rated stations nationwide.

Dormont Technologies Ltd., the creator of the StarTracker Media Module and Data Service, is revolutionizing the way the industry conducts business. Created especially for the Music and Entertainment industry's need for a user-friendly Windows-based application that can access all data information surrounding a given event.

Electric Village, along with strategic partner Katz Radio Group, administers Radio-VillageNet, an initiative offering groups, networks, and individual stations turnkey solutions for developing and maintaining Web sites.

Fearless Music was formed by Boro Vukadinovic, a Bosnian musician who emigrated from his war-torn home region, to provide a haven for artists from Europe and America. The label's first release, Rain of Mercy by Agartha, spawned the "Crossing" single, which landed on GAVIN's A/C Up and Coming chart last year.

Fidelipac Corp. has been providing equipment to the broadcast community for more than 30 years. Their continuing effort to offer the industry new varieties of equipment has led to a shift from analog tape and cartridge manufacturing to a variety of digital audio products.

Guerilla Productions is devoted to syndicating battle-tested television campaigns for radio stations. Every Guerilla campaign has been tested twice: once in focus groups and once in major markets across the country.

Harris Group Publishing is a multimedia company with divisions dedicated to publishing, music recording, and games.

Howard Rosen Promotions Howard Rosen Promotion is a full service promotion and marketing company, specializing in Top 40, Adult Contemporary, and Modern A/C formats.

Jam TV is the premier, independent music mega-site, with the Web's largest aggregation of multimedia assets and artist information. Strategic partners include Intel, Compaq, Microsoft, BlackWeb, Real Networks, Ticketmaster, iChat, and Pollstar.

Lifebeat is dedicated to utilizing celebrity talent and the expertise of the music industry as a fund-raising tool for existing community-based AIDS services and organizations throughout the U.S.

Liquid Audio is the first and only Internet company focusing exclusively on the needs of the music industry. The company is providing the music

industry with the software tools needed to utilize the rapidly growing online environment for distribution of professional quality music titles.

Metro Networks, Inc. is the largest provider of traffic reporting services and a leading supplier of local news, sports, weather, and other information reporting services to the television and radio broadcast industries.

Mia Mind Music Mia Mind Music is a promotion and marketing company that specializes in radio tracking, publicity, tour merchandise, and label representation.

Ocean Floor Productions Ocean Floor Records is a new label emerging from the San Francisco Bay Area. One of their main missions is to shed light on and propagate underground hip-hop worldwide.

Patchwerk Recordings is the brainchild of Atlanta Falcons Offensive Tackle Bob Whitfield and partner B.J. Kerr. "Remain Anonymous," the debut single from first signing Ras Kass, has been proclaimed an "underground classic" by *URB* magazine. *Source Magazine* called Ras "an underground legend."

PSM Positive Sound Massive Recordings is a label that deals strictly with the conscious vibe of dancehall reggae music. Many releases have gained international press, as well as adds on close to 300 radio stations worldwide.

Putumayo **Quick Distribution Co.** specializes in an extensive collection of hemp products, including paper, T-shirts, patches, hats, and twine. Their book department includes titles from 40 different publishers worldwide.

Ticket Savers Inc. is a manufacturer and distributor of laminated promotional products used primarily in the music, sports, and entertainment industries.

Uno Productions has been servicing the entertainment industry for more than a decade, leading the field of independent marketing and promotions to the U.S. Latin community and Puerto Rico.

World Telecom Group is a communications consulting agency specializing in long distance services that represents major carriers who provide the best combination of services for your business needs. Taking the headache out of your "phone situation" is their specialty.

1998 GAVIN SEMINAR

Agenda

**Wednesday
February 4**

3-7 P.M. HYATT LOBBY

Registration

- Seminar badges sponsored by Critical Mass Media
- Seminar lanyards sponsored by Tommy Boy
- Seminar bags sponsored by McGathy, Slipdisc, and Wendel Ralph Entertainment Group

Please Note: Badges are required for access to all awards presentations. Each badge comes with one meal ticket, good for use at the awards ceremony of the holder's choice. Additional meal tickets are available for \$30 apiece at the GAVIN Registration desk. Badges allow access; tickets provide food.

Please Note: Cocktail Party tickets are available at the GAVIN Registration desk for \$75 each. Cocktail Party tickets will not be sold after 3 p.m. on Friday, February 6.

**Thursday
February 5**

8 A.M.-7 P.M. HYATT LOBBY

Registration

8-9 A.M. GIBBONS

Friends of Bill W.

11 A.M.-4 P.M.

Exhibit Hall Open

This area gets bigger and better with each passing year. Stop by the GAVIN booth for your complimentary goodie bag, then check out all the participating companies. This is also where our Silent Auction will be taking place, so be sure to check out the bargains and get your bids in early (and late).



10:30 A.M.-NOON MANCHESTER ABC

**GAVIN Keynote:
Dr. Deepak Chopra**

Following a continental breakfast, world-renowned author and speaker Deepak Chopra, M.D. will address the relationship between mind, body, spirit, and health in this exclusive GAVIN keynote address. Self-control and self-reliance are the keys to personal success and longevity, and Dr. Chopra will explain how—only by realizing our individual potential and awareness—can we build a meaningful future in today's rapidly changing world. Reprise artist Beth Nielsen Chapman performs.



NOON-12:30 P.M. EXHIBIT HALL

**Book Signing:
Dr. Deepak Chopra**

Another reason to stop by the Exhibit Hall! After his keynote address, Dr. Chopra will be available to autograph his works. Books will be on sale, but if you've got a much-loved volume, bring it by. We're sure that after we've all been inspired by his talk, he'll be swamped with requests.

12:30-2 P.M. SUITE 3929

Rykodisc Party

A light lunch, beverages, and Kelly Joe Phelps performing for A3 and Americana enthusiasts. What more could you ask for?

12:30-2 P.M. WINDSOR

**Urban Keynote:
Cathy Hughes**

GAVIN's Radio Coach Quincy McCoy interviews the founder and owner of the nation's largest black-owned broadcast company, Radio One, Inc. Topics will range from the state of today's radio business to how Hughes grew her company from a solo AM in Washington D.C., to acquire high profile stations in Atlanta, Baltimore, Philadelphia, and most recently, Detroit and San Francisco. Hughes is an outspoken, savvy businessperson whose diverse career has established her as a prominent role model and mentor in our industry. Hughes, a strong believer in community-based radio and giving something back, will offer positive advice for everyone interested in where the fast-changing world of radio is headed and how it will transform us all.



12:30-2 P.M. CUNNINGHAM

**One-on-One With
Bill Moyes**

Sponsored by Windham Hill

Bill Moyes, President of Moyes Research Associates, has long been a champion of Adult Contemporary radio, and he will share his wisdom in this Q&A session. Moyes' extensive experience on the cutting edge



of ratings and research analysis makes him a logical choice to be GAVIN's first ever A/C keynoter.

We'll focus on what works and what doesn't in America's most listened-to radio format. Arrive early for a showcase from legendary singer-songwriter and Windham Hill recording artist Janis Ian.

12:30-2 P.M. REGENCY AB

**Smooth Jazz and
Jazz Whenjagitin**

Sponsored by Higher Octave Music

Saxophonist Bryan Savage is ready for his Higher Octave Music debut release in April, and here's our chance to hear Savage's quartet live a few weeks before the CD is out. Rick Braun produced seven tracks, no doubt adding some *oomph* to Savage's already sweet and "smooth" sound.



12:30-2 P.M. GIBBONS

**GAVIN Rocks'
Unnecessary Evil:
Chart Exploitation**

Do trade charts reflect what stations are actually playing, or are they just an instrument for promotion? Discover if charts are a true reflection of sales or just another deceitful avenue for over-zealous hard rock/metal directors who report fictitious spins for promo goods. Moderator: Joey Severance, Metal Blade Records. Panelists include: Marc Meltzer, The Syndicate; Sean McKnight, Nuclear

Blast Records; Kevin Rose, Mayhem/Fierce Records; The Tink, WVUD-Newark; Stef Wood, KCSU-Fort Collins.

12:30-2 P.M. GALLERY ROOM

College Career Day

Career-oriented college radio attendees will be able to have one-on-one discussions with various professionals from the entertainment industry in order to better educate themselves on how to focus on and achieve professional goals.

Informally chat with those who have already paid their dues and are enjoying the benefits of dedication, persistence, and, ultimately, success. Available for discussion will be Andrew Ellis, Converse; Amy Finnerty, MTV; Jim Guerinot, Time Bomb; Roland West, Live 105; Mark Trombino, /producer; and Mike Watt, Columbia recording artist.



2-3:30 P.M. MANCHESTER ABC

Rap Keynote Conversation: The X-ecutioners



Maximum respect for the format's sonic architects is long overdue and as always, GAVIN is first to give it to this pioneering four-man turntable crew. They will chat with Rap Editor Thembisa S. Mshaka, then they'll floor you when they speak with their hands.

2:15-3:45 P.M. CUNNINGHAM

Getting the Most out of Your Music Test

How often should you test your music? What's the best way to test it? What are the advantages and drawbacks of the different methodologies available? Some of radio's researchers offer insight—and some

controversy—in this audience-participation session. Panelists include: Broadcast Architecture's Frank Cody, Kelly Music Research's Tom Kelly, Critical Mass Media's John Martin, Moyes Research Associates' Bill Moyes, and Strategic Media Research's Amy Vokes.



2:15-3:45 P.M. REGENCY AB

Active/Alternative Crossfire: Can't We All Just Get Along?

Is there friction between the Active Rock and Alternative formats? If so, why? Is Active out-selling Alternative or visa versa? Are the formats inadvertently mutating into one? Why are artists pigeon-holed to one format or the other? Explore these and other issues at the first ever Active/Alternative GAVIN seminar panel. Co-Moderators: Max Tolkoff and Rob Fiend, GAVIN. Panelists include: Dave Douglas, WAAF-Boston; Leslie Fram, WNNX (99X)-Atlanta; Curtis Johnson, KRXQ-Sacramento; Dave Richards, WRCX-Chicago; Loris Lowe, KLBJ-Boston.

2-3:30 P.M. REGENCY DE

Top 40 Jukebox Jury

Sponsored by Millmark

What do the ears hear? Through the magic of interactive technology, brand new releases get put to the test. A panel of radio's most musically intense will rate the tunes. Find out how their scores match up with everyone else in the room. Among last year's big winners were Hanson, Third Eye Blind, Robyn, and Sister Hazel. You'll also be treated to a performance from Millmark recording artist Exta'Zia.



3:30-5 P.M. MANCHESTER GHI

GAVIN Global Soundstage: The Future of Radio, Music, and Online Technology

Sponsored by N2K Encoded Music



The Zimmermen join N2K Encoded Music President and noted producer Phil Ramone to take an entertaining and fast-paced look at past, present, and future technology and how it all relates to music and radio. Threat or exciting future growth potential? GAVIN and N2K team up by creating a special multimedia soundstage and broadcast our very first cyber Town Hall meeting. Three live musical guests—Jonathan Butler, Candy Dulfer, and Swamp Boogie Queen—from three corners of the world (South Africa, the Netherlands, and Los Angeles, respectively) will appear as musical walk-ons. Our riskiest endeavor yet! This is a live broadcast, so please be on time. Seating is limited.

4-5:30 P.M. REGENCY DE

Hip-Hop Jukebox Jury

Sponsored by MCA

Last year, we broke Buckshot's "No Joke" and DJ Pooh's "Whoop, Whoop!" to the industry during this interactive listening session. This year we do it with all new joints and a discussion of airplay dos and don'ts. Plus, a performance by MCA recording act Cosmic Slop Shop.

4-5:30 P.M. GALLERY ROOM

Top 40: The People's Court of Crossover

Sponsored by Def Beat

Can we get a witness? There'll be a dozen programmers "on the stand," being quizzed by members of the music biz on everything from the importance of a mixshow



base to the influence of indies and consultants. Extra security might be required in this courtroom. Check out new music from Def Beat recording artist Star, too.

5-7 P.M. WINDSOR

A3 New Faces Showcase

Sponsored by Columbia/Aware and Nettwerk

Columbia/Aware recording artists Train and Nettwerk recording artist Tara MacLean share the stage. Meet, mingle, and munch on complimentary treats.

5-7 P.M. CUNNINGHAM

Jesse Cook Musical Showcase

Sponsored by Narada

Narada recording artist Jesse Cook is literally working on his latest record as you read this. He only has a handful of tunes done, but he's flying out to San Diego to give everybody an advance of what he's laying down in the studio. His fiery and melodic blend of Flamenco-flavored guitar fits right in with the San Diego's Smooth Jazz heritage. Complimentary food and beverages will be served.



5:30-7:30 P.M. REGENCY AB

College Welcome Party

Sponsored by Blackbird Records

How can we top last year's Mexican wrestling you wonder? Well, this year we're bringing you remote control obstacle course racing. We'll feature styled-out Mercedes Benzes that go up to 25-miles per hour and the label reps that sponsor them. There will be a total of ten cars driven by the following teams: Atlantic, Mercury, Universal, A&M, Columbia, Zero Hour, Blackbird, and Interscope. We

will surely have some late entries as well. Contestants race the clock on



our custom built track to win the trophy. Food, drink, and entertainment will be provided by Blackbird Records; Brownie Mary and Everything will perform. Remember: friends don't let friends drive drunk.

7:30-9 P.M. MANCHESTER ABC

GAVIN Jazz & Smooth Jazz Awards Presentation

Sponsored by GRP Recording Company

Peel us a grape! In celebration of ten years of GAVIN Jazz/Smooth Jazz coverage, Impulse! recording artist Diana Krall will perform tunes from her bestseller, *Love Scenes*, which

has enjoyed Number One jazz airplay and Smooth Jazz crossover success.

Instead of a luncheon, we opted for a dress-up

dinner affair. In addition to Ms. Krall's set, we'll also present the 1998 GAVIN Jazz/Smooth Jazz Awards, complete with guest artist presenters. The late great Duke DuBois will be honored, and another Steve Feinstein Innovation Award will be given out. Guest host for the awards portion is Dave Koz.

7:30-9 P.M. REGENCY DE

Americana's Run for the Border

Sponsored by Rounder Records & Atlantic Records

GAVIN's Americana format kicks off its Seminar events with the ultimate fiesta! Corona, sangria, and the hottest party in San Diego! The Great Divide invites you to "Pour Yourself a Vacation" as they join L.A.'s hot Tejano rockers the Blazers and songbird Heather Myles at the Americana Cantina.



10 P.M.-2 A.M.
WORTHINGTON'S LOUNGE
**Club MCA:
Celebrating 40
Years of GAVIN**
Remember how convention parties used to be? I mean, *really* used to be? Club MCA will be kickin' free drinks, hot music, and no morals—do *not* bring your mother!

10 P.M.-1 A.M. SUITE 3906

Virgin After Hours

Special appearances by Virgin recording artists. Who will be there? Join us and find out!

10 P.M.-1 A.M. SUITE 933

Island, Columbia, Atlantic Meet and Greet

Artists from all three labels host this beach-themed shindig. Join us for casual conversation and cocktails.

10:30 P.M.-2 A.M. SUITE 924

Atlantic Jazz and Smooth Jazz Party

Enjoy the hospitality of Atlantic Records as you relax and wind down from the first day's events. A bevy of performers will be on hand to raise the party vibe.

Friday February 6

8 A.M.-5 P.M. HYATT LOBBY

Registration

8-9 A.M. GIBBONS

Friends of Bill W.

11 A.M.-5 P.M.

Exhibit Hall Open

This area gets bigger and better with each passing year. Stop by the GAVIN booth for your complimentary goodie bag, then check out all the participating companies. This is also where our Silent Auction will be taking place, so be sure to check out the bargains and get your bids in early (and late). Bidding closes at 4 p.m., and results will be announced here at a wine and cheese reception tonight at 5 p.m.

9-10:30 A.M. REGENCY AB

Programming Your Cluster: Defining the New Group PD

Sponsored by SW Networks

Enjoy a continental breakfast before you learn to develop an overall strategy. Conducting research,

balancing stations within a market cluster, melding corporate cultures under one roof.

Consolidation has introduced a number of new challenges to the role of program director—and we've assembled this panel of group programming experts to share their war stories with you.

Featuring Chancellor Media's Steve Rivers, Clear Channel Communications' John Roberts, Radio One's Steve Hegwood, and Emmis Broadcasting's Rick Cummings.

9:30-11 A.M. GALLERY

Smooth Jazz Format Meeting

Sponsored by Telarc Jazz Zone

What's the real story behind CD compilations? What are the latest

direct marketing weapons? How are label staffs accommodating artist relations? What promotions ideas (both institutional and new) will keep Smooth Jazz radio on top? Is there an ethnicity factor in programming Smooth Jazz? How is consolidation treating the format? We will examine how the music and the station sound has evolved over the

last decade. Your hosts will be



Broadcast Architecture's Allen Kepler and WQCD's Steve Williams, and panelists include artist manager Steve Chapman, media maven Susan Pfeifer, and other programmers and label experts TBA. Special performance by Telarc Jazz Zone guitarist Thom Rotella. Stop by for continental breakfast and some soulful guitar.

9:30-11 A.M. MANCHESTER BC

The "Professionalization" of Non-Commercial Radio

Sponsored by Revolution

This agenda includes cultivating industry relationships and the art of no-cost promo-

tions, the survival of locally-originated music programming versus satellite news programming, and the use (or non use) of

computer technology to road-map your sound. How do you brand yourself as a music station in-between landmark NPR shows like *Morning Edition* and *All Things Considered*? Building databases to help drive come. Succeeding at non-beg-a-thon pledge drives. All this hosted by Dore Stein of KALW-San Francisco, perennial host of one of the Bay Area's longest-running specialty shows, *Tangents*. Special musical guest Gerald Collier.



United Artist Theatres Teams with Gavin Music Evaluation

The Satellite Theatre Network

This is the room where the hits are born. United Artist's amazing Satellite Theatre Network technology will return to assist us in evaluating music at this year's Alternative Jukebox Jury 2000, A3 On the GRIDdle, as well as the Top 40, Jazz, Smooth Jazz, Active Rock, Hard Rock, College, and Hip-Hop Jukebox Juries. After a portion of the song is played, the entire room will make their evaluations along with the panel on a cordless keypad. The results will then be beautifully projected on the big screen. Breakdowns by gender, industry (records vs. radio), age, and many other specifics can add to a mere numerical rank, giving us all more information from which to base final decisions.

10-11:30 A.M. REGENCY DE

Adult Contemporary's All-Audio Experience and Jukebox Jury

Sponsored by Arista Austin

We begin with a showcase from the brilliant new Arista Austin recording artist Abra Moore.



Then it's on to a very unusual convention/seminar experience. No speakers or talking heads, just what we're calling the "A/C Earcheck." Listen to clips and other odd and/or entertaining moments from A/C radio. That's followed by the ever-popular Jukebox Jury, where we'll preview unreleased and very new music and rate 'em with hi-tech gadgets compliments of United Artists' theater research system.

10-11:15 A.M. WINDSOR

Radio One, Inc.: Superserving the African American Market

Top Radio One executives will explain their successful approach to radio programming and community service. This radio chain believes in its responsibility to serve the community, but also addresses the key issue of what people want from the radio—entertainment. We'll answer questions key to every station, including how to mix community commitment with entertainment and successfully brand yourself. This panel will be moderated by Radio One's Vice President of Programming, Steve Hegwood.

10:45 A.M.-12:15 P.M. CUNNINGHAM

Re-issues at College Radio: Do They Belong?

Sponsored by Tripek Records

Re-issued music has become sort of a no-man's land in the world of college radio. While some stations embrace re-issues, others will not play them because the music is considered "too old." We have seen a surprising number of re-issues impact our charts recently, and a growing number of companies are investing time and money delving

into archives to re-release rare or previously unheard material.

Rhino's Bill Smith will lead a close examination of how this music fits into the whole college radio picture. Panelists include: Ian Fitzpatrick, WUNH; Lawrence Kay, KALX; Tara MacKay, WTSR; Dan Mackta, Autotonic; Julie Muncey, Warner Bros.; Carolyn Wolfe, Atlantic Records. Performance by Tom, Dick & Harry.

11:30 A.M.-1 P.M. MANCHESTER GHI

Rap Gets Back to Basics: The Connection Between Street Promotion and Radio Success

Seems with all the hype around hip-hop going pop, urban executives are underestimating the power of street coverage. This panel examines why we've forgotten our roots, the future of street promotion, and its link to long-term success at radio.

11:45 A.M.-1:15 P.M. REGENCY DE

Jazz Jukebox Jury

Sponsored by Verve Records

Tony Sisti of KSDS and WDNA's Arturo Gomez host this session. In addition to grading new music, you in the audience will provide an electronic consensus on today's hot topics via multiple choice and true/false responses. We'll also be featuring a short set by Verve recording artists Charlie Haden and Kenny Barron along with the music evaluation.



11:45 A.M.-1:15 P.M. WINDSOR

A3 Glory & Consequence: From Notable Successes to Bad Habits

Sponsored by Windham Hill

This is the stuff no one ever talks about. What started as an invitation to Jody Petersen of The Point

(WNCS) to help us put together a discussion group resulted in her enlisting Ryko's Mike



Marrone and Songlines' Sean Coakley. Mike will swing the mic, posing questions to a panel and the room. Subjects on a focused agenda: Reasons to play artists as opposed to reasons not to. What's wrong with owning an artist and how do you do it? Radio's reliance on record companies to subsidize their marketing budget. Artist development—what does it really cost and why? Live music by Windham Hill recording artist Jules Shear plus a secret guest.

11:30 A.M.-1 P.M. GALLERY ROOM

Gavin Urban Awards Presentation

Sponsored by Mercury Records

The Urban Awards presentation will take a little longer because of the expanded categories. This year the station of the year categories include major, large/medium, and small markets, plus winners for Program Director and Music Director in each of the three groups. This will also be the debut year for Urban A/C Station of the Year, Artist of the Year award, and Comeback Label of the Year award. Last but not least, we will award the Sunny Joe White Award for creativity and innovation and the Quincy McCoy Mentoring Award for outstanding service in helping others. Join us as we honor the best minds in our format for their contributions to the urban format.

12:30-2 P.M. CUNNINGHAM

The Truth About Phantom Cume

Almost half of all ratings diaries don't include all stations that diary-keepers actually listened to during that survey period. You know it as Phantom Cume, and it's the basis for a major study conducted by Paragon Research for GAVIN. What does Phantom Cume mean for you? Can you convert some of those



cumers into diary mentions? Does it matter? These questions and many more will be answered during this exclusive presentation by Paragon Research Managing Partner Mike Henry.

1-2:30 P.M. REGENCY AB

Top 40 Roundtable

Sponsored by Polydor

As the format fire continues, expect a candid discussion of what it took to right the ship—and ways to avoid following the map left behind by the Titanic. Hear tips on how to stay on top as we approach the millennium. Participants include Jefferson-Pilot VP/Programming Don Benson, KIIS/FM-Los Angeles PD Dan Kieley, Z100-New York PD Tom Poleman, and KRQ-Tucson PD Tim Richards. An a cappella performance by Code Red opens the meeting.



1:15-3:15 P.M. MANCHESTER ABC

Gavin A/C Awards Presentation

Sponsored by McD Promotion, Entertainment Promotion, BNA Records, and Vanguard Records

This year's awards luncheon will start with showcases from Venice and Ray Vega, and then we'll proceed to hand out 15 GAVIN Awards, including our first-time ever Hot A/C awards for PD, MD, and Station of the Year.

1:30-2:45 P.M. REGENCY DE

Hard Rock Jukebox Jury

Listen to the new aggressive music that will be worked to hard rock/metal radio in 1998. Judge what works and what doesn't through the UA electronic scoring system and find out what will top the charts in the new year. Moderator: Tom "Smitty" Smith. Panelists include: D.J. Pelusa, WCWP-Brookville; Pete Marluzzi, WVUM-Coral Gables; Chip McCabe, WFCS-New Britain.

1:30-2:45 P.M. GALLERY ROOM

Country Welcome Luncheon

Sponsored by Curb/Universal

This delicious California cuisine treat will be highlighted by a performance from Curb/Universal newcomer Brad Hawkins. Meet and mingle with friends old and new.

2-3:30 P.M. GIBBONS

Warner Bros. Jazz Meet & Greet

Immediately following the Jazz Jukebox Jury, Warner Jazz will host an artist meet-and-greet with a little food and beverage. Artists are TBA, but, jeez, if Chris Jonz, Matt Pierson, Deborah Lewow, Randall Kennedy, and other Warner heavies are hanging around, who could beat that?

2:30-4 P.M. MANCHESTER GHI

Branding Your Station on the Internet

Is the Internet a cash cow...or just plain bull? This "JAM-packed" session, developed by Chicago-based JAMtv, examines how you can make your Web site an extension of your station. How do you build a Web site that provides substance to the flash? How do you create a real on-line vibe? Can you make money on the Internet? This exclusive session dispenses with the bull and gives you straight answers. Moderated by JAMtv's Patrick Blake and including a panel of experts.

2:45-4 P.M. REGENCY DE

Active Rock Jukebox Jury: Hit or Miss?

Get a sneak preview of the music that will impact the future of Active Rock airwaves. Listen to new music and decide if its worthy of Active airplay by casting your vote via the UA electronic scoring system. Moderator: Ray Gmeiner, Virgin Records. Paul Cannell, KTUX-Shreveport; J.J. Jeffries, KUPD-Phoenix; Shanon Leder, KIOZ-San Diego; Jo Robinson, WRCX-Chicago.



3:30-5 P.M. WINDSOR

Country's Three Cs: Consolidation, Competition, and Congestion

Sponsored by Arista Nashville & Asylum Records

KMPS-Seattle MD Tony Thomas leads an open forum discussion focused on the issues that are causing growing frustration in the for-

mat. Will radio bow to pressure from Wall Street to up the bottom line? How will labels compete in an ever more crowded field? How will new music fare as playlists continue to tighten? Arista Nashville newcomer Jim Collins and Asylum's Melodie Crittenden will perform.



4-5:30 P.M. CUNNINGHAM

Americana: Pro-active Programming and Creative Marketing

Sponsored by Rounder Records

Bruce Kidder of KHYI, Eric Kaufman of KLOA, and Tom Frouge of WPKN get together with label gurus Brad Hunt of Paladin, Karen Lee of Ark 21, and Liz Opoka of Razor & Tie to discuss the relationships between marketing and programming. Emphasis will be on creative approaches to raising station's visibility and growing a niche in the marketplace. Performing will be Rounder recording artists the Woodys.

4:30-6 P.M. REGENCY DE

Alternative Jukebox Jury 2000

Rich Wall, Sean Demery, Carter Alan, Pat Ferrise, Dave Hill, Suzie Dunn, Mike Peer, and Chris Ewing will sit behind bullet-proof glass while passing judgment on new songs no one has (hopefully) leaked. Like last year we're using a new high-tech system created by United Artists for their theater chain. Just about everyone in the room will get a little electronic box to play with. You're gonna love it. Last year you loved Third Eye Blind (became huge thankyouverymuch), Naked (another radio friendly band in 1997), Abra Moore (Grammy nomination thankyouverymuch), and Lecture on Nothing (on a little label from San Francisco called Pop Mafia...there's a new song coming: pay attention). Wait 'til you hear this year's entries.

5-5:30 P.M. EXHIBIT HALL

Silent Auction Wine & Cheese Reception

Join us as we announce the winning bids in our first ever Silent Auction. All proceeds benefit

Musician's Assistance Program, so be sure to drop by.

6:30-9 P.M. HYATT REGENCY EMBARCADERO NORTH

The Gavin Cocktail Party: Tastes of San Diego

Presented in association with JAMtv, MCA, and Gig Magazine

We once again bring you the best sioreé in town, happening this year in the cove on the bay behind the Hyatt. In the event El Niño decides to pay us a visit, we'll be moving the party to a drier location. As always, we don't want to give too much away, but be prepared for surprises.

10 P.M.-2 A.M.
WORTHINGTON'S LOUNGE
Club MCA: Celebrating 40 Years of GAVIN
Remember how convention parties used to be? I mean, really used to be? Club MCA will be kickin' free drinks, hot music, and no morals—do not bring your mother!

10 P.M.-2 A.M. SUITE 924

Broadcast Architecture Reception

Unwind from the day's events and enjoy the hospitality of Broadcast Architecture in a Jazzy and Smooth environment.

Saturday February 7

9 A.M.-3 P.M. HYATT LOBBY

Registration

8-9 A.M. GIBBONS

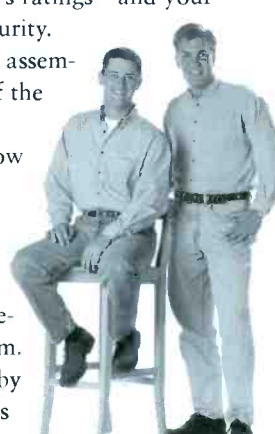
Friends of Bill W.

9:30-11 A.M. REGENCY AB

Anatomy of a Killer Morning Show

Sponsored by SW Networks & SESAC

Your morning show is key to your station's ratings—and your own job security. This session assembles some of the industry's morning show stars to see what's involved in developing a killer drive-time program. Moderated by the infamous



Jack Silver, PD at KLSX/FM-Los Angeles.



Participants include Tony & Kris, KSON/FM-San Diego; Tracy Johnson, PD at KFMB/FM Star 100; and Karen Lightfoot, Exec. Producer of Sway and KMEL/FM-San Francisco's *Sway and the Breakfast Club*.

9:30-11 A.M. REGENCY DE

Smooth Jazz Jukebox Jury: More Than Just Examining the Hits

Sponsored by Instinct Records

It's one of our most talked-about sessions! Hit records for the format are born in this room! We're bringing back the United Artists Network Theater technology and, in addition to grading new music, you in the audience will provide an electronic consensus on today's hot topics via multiple choice and true/false responses. Guest jurors include GRP-Impulse! President/producer Tommy LiPuma, Windham Hill exec Ron McCarrell, WNUA's Paul Goldstein, KIFM's Kelly Cole,



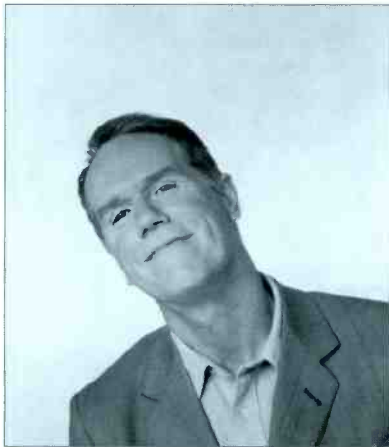
KYOT's Nick Francis, Verve Records' Bud Harner, guest KIFM Smooth Jazz listeners, and programmers from the audience who will fill vacant "hot seats." This year, meet guitarist Brian Tarquin, currently on the air with a mellow version of Jeff Beck's "Freeway Jam." Continental breakfast served at 9 a.m.

10-11 A.M. CUNNINGHAM

Americana Meet and Greet

Sponsored by Virgin

Stop by and say hello to Loudon Wainwright III, who will perform a few songs from his upcoming Virgin release *Little Ship*. Meet, mingle, and enjoy the tunes.



10:45 A.M.-12:30 P.M. MANCHESTER ABC

Southern California's Legends of the Airwaves

Sponsored by RCA Records

Radio greats gather for what promises to be yet another unforgettable discussion, sure to reveal some never-before-heard stories. On hand will be: Star 100.7-San Diego funsters Jeff & Jer, longtime San Diego morning man (now at KMXZ-Tucson) Bobby Rich, KHJ Boss Jock (now at KIK/FM-Los Angeles) Charlie Tuna, and San Diego superstar (now at KRTH/K-Earth-Los Angeles) "Shotgun" Tom Kelly. RCA recording act Behan Johnson will perform.



11:30 A.M.-1 P.M. WINDSOR

Women of the Radio and Music Landscape: Entitlement and Empowerment

Three years ago, this workshop was known as "Women of the Urban Landscape," but this session became so populated with women from every format and music genre that we've opened it up to keep pace

with the momentum and power of women in our industry. Moderating for her third year is Helen



Little, Operations Manager of WUSL/FM-Philadelphia. Other panelists include: Michelle Madison, VP Promotion Elektra Entertainment; Marthe Reynolds, Senior Director Crossover Promotion Island Records; and KMPS/KYCW-Seattle GM Becky Brenner.



11:30 A.M.-1 P.M. REGENCY DE

A3 On the GRIDdle

Sponsored by Mercury Records

This time it's serious. We'll be bringing back the United Artists Satellite Theater Network technology to evaluate music and discuss related hot-button topics spinning out of the music. WXPN's Bruce Warren will select the music, and results will be instantaneously sorted and displayed. Mercury artist Steve Poltz will be our special musical guest.

11:30 A.M.-1 P.M. GIBBONS

Jazz Format Meeting

Sponsored by Honest Entertainment/Linn Records

Jazz radio has had a rough and tumble year, and needs to restrengthen its focus. It needs to know who it's competing with, how to tighten up its music delivery, establish "station-ality," and exam-



ine its music scheduling infrastructure. Expect a free-for-all and lots of heat. KXJZ's Gary Vercelli and GAVIN's Keith Z will host this hot session. Guests will include KPLU's

Joe Cohn, KLON-Long Beach General Manager Judy Jankowski, and WDUQ-Pittsburgh PD Dave Becker. Honest Entertainment/Linn Records recording artist Claire Martin will perform a few tunes.

12:30-2 P.M. MANCHESTER GHI

Rap Radio DJ and Coalition Roundtable

Sponsored by RCA Records

This solution-oriented "anti-panel" promises as much controversy as it does information. Rap Editor Thembisa S. Mshaka gathers programmers and executives in the round for open discussion of our format's burning issues. Think of it as the inaugural session of the GAVIN Rap Congress, with coalitions from the Bay Area, New York, the Carolinas, and the Northeast represented. Performance by RCA recording artist Sylk E. Fyne

12:30-2 P.M. CUNNINGHAM

GAVIN Americana Awards Presentation

Sponsored by Decca Records

Who will the winners be this year? Drop by and find out. We'll also be featuring a showcase from Decca recording artist Chris Knight. You don't want to miss it!

1:30-3 P.M. MANCHESTER ABC

GAVIN Top 40 Awards Presentation

Sponsored by Elektra and Curb

Capping off this year's Seminar is our annual Awards Luncheon. Find out who you've voted for as the best in Top 40 radio and music; plus, this year's Charlie Minor Best Buddy Award will be handed out. You'll also be entertained by music from Elektra's Dakota Moon and Curb's Jana.

1:30-3 P.M. REGENCY DE

College Jukebox Jury

Sponsored by Red Ant Entertainment

Last year's Jukebox Jury turned out to be a huge success and surprise with the Asylum Street Spankers and Atari Teenage Riot cold kickin' it live! This year should be a worthy followup, as ten lucky contestants will be plucked from the captive audience and placed on-stage to listen to and rate soon-to-be released music using the latest technology. We will then discuss the

results among panelists as well as participating audience members. Expect some heated critiques, as our judges are tighter than James Brown's horn section. Symposium will perform.

1:30-3:30 P.M. REGENCY AB

GAVIN A3 Awards Presentation

Sponsored by Sire Recording Group



The previous two years, we enjoyed Steve Earle and Paula Cole. This year Sire recording group the Farm Dogs have consented to be our special musical guests for the A3 Awards. They'll be featuring new material from their upcoming album, *Immigrant Sons*. Always the Seminar's hottest Triple A event, join Bernie Taupin and his fellow mutts as we honor the brightest and the best.

4:30-5:30 P.M. MANCHESTER ABC

JVC All-Stars Featuring Chieli Minucci and Hiroka Kokubu

Sponsored by JVC/JMI Music

JVC Music is home to many jazz and Smooth Jazz hit-makers. Gracing one stage for a compact set will be a dominant lineup: guitarist Chieli Minucci, keyboardist Hiroko Kokubu, newcomer saxophonists Steve Nieves and Eddie M, and pianist Roger Smith. Also appearing:



a new JVC signing too hot to mention.



4:30-6 P.M. REGENCY ABC

**GAVIN Rap Awards
Presentation**

Sponsored by Epic

This event gets better every year. With Wu-banger Cappadonna and Entertainment artists Charli Baltimore and Cam-Ron slated to appear, the tradition continues. Plus: One-time only Dubious Awards! Don't miss knowing who comes out on top.

5-7 P.M. 4TH & B

**GAVIN Alternative
Awards
Presentation**

Sponsored by Arista Austin

I'm tired of hearing about how hung-over everyone is when we do the awards luncheon. Fine. Go have fun Saturday, then come back and get ready to party. BR5-49 will entertain, we'll hand out awards, then we'll watch Halloran's Fourth Annual Video Year in Review. At that point, we'll all be drunk and laughing too hard to be mad at Halloran. This off-site affair happens at a cool Gaslamp District club. Shuttle leaves from the front of the Hyatt at 4:45 p.m. sharp.

7-11 P.M. HORNBLOWER YACHT

**GAVIN
Rocks/College
Awards Boat Bash**

Sponsored by Jive/Silvertone, Century Media, Slipdisc, and Cyber Octave

Come aboard the Hornblower Yacht's Lord Hornblower for the 1998 GAVIN Rocks/College Awards and boat bash. All Active Rock, Hard Rock, and College format people are welcome to cruise the San Diego harbor and take in performances by Cyber Octave's Buckethead, Century Media's Stuck Mojo, Slipdisc's Icos and Jive/Silvertone's Hed(pe). Also, see who takes home trophies this year. The boat boards at 7 p.m. sharp at the Marriott Hotel Dock, next to the Hyatt Regency.

10 P.M.-2 A.M. WORTHINGTON'S
LOUNGE

**Club MCA:
Celebrating 40
Years of Gavin**

Remember how convention parties used to be? I mean, *really* used to be? Club MCA will be kickin' free drinks, hot music, and no morals—do *not* bring your mother!

The First Annual Gavin Seminar Silent Auction Help Gavin Help MAP

MAP
musicians' assistance program

The Musicians' Assistance Program (MAP) was founded in April, 1992, to help members of the music community recover from drug and alcohol abuse. Since then, over 300 music and industry professionals have turned to MAP for assistance.

Headquartered in Los Angeles, MAP now provides services in New York City, Chicago, Nashville, Minneapolis, and New Orleans. MAP's remarkable success is due in great part to its network of recovering music industry professionals, who willingly donate their time and money to the organization they credit with helping them overcome their addictions.

Thursday, February 5, 11-4 p.m.: Open Bidding
Friday, February 6, 11-5 p.m.: Open Bidding
Friday, February 6, 5-5:30 p.m.: Wine & Cheese Reception with official announcement of winning bids.

Where: Gavin Exhibit Hall/Manchester DEF
(2nd Floor, Hyatt Regency)

Congratulations

To The 1998 Gavin Award Nominees

WINNERS WILL BE ANNOUNCED AT INDIVIDUAL FORMAT PRESENTATIONS
THROUGHOUT THE SEMINAR. PLEASE CHECK THE AGENDA FOR TIMES AND LOCATIONS.

A3

Major Market Station of the Year

CIDR-Detroit
KFOG-San Francisco
KGSR-Austin
KMTT-Seattle
WVRY-St. Louis
WXRT-Chicago

Station of the Year

KOTR-Cambria
KPIG-Watsonville
KRSH-Santa Rosa
KTHX-Reno
WNCS-Montpelier
WRRX-Gainesville

Non-Commercial Station of the Year

KSUT-Ignacio
WCBE-Columbus
WFUV-New York
WNCW-Spindale
WXPB-Philadelphia
WYEP-Pittsburgh

Non-Commercial Radio Person of the Year

Maxx Faulkner, WCBE-Columbus
Rita Houston, WFUV-New York
Stasia Lanier, KSUT-Ignacio
Greg Meitus, WYEP-Pittsburgh
Leslie Stewart, WFPK-Louisville
Bruce Warren, WXPB/World Cafe-Philadelphia

Program Director/Operations

Manager of the Year
Barbara Dacey, WMVY-Martha's Vineyard
Jody Denberg, KGSR-Austin
Jim Herron, WBOS-Boston
Paul Marszalek, KFOG-San Francisco
Chris Mays, KMTT-Seattle
Norm Winer, WXRT-Chicago

Music Director/Assistant

Program Director of the Year
Dean Carlson, KMTT-Seattle
Susan Castle, KGSR-Austin
Ann Delisi, CIDR-Detroit/Windsor
Bill Evans, KFOG-San Francisco
Patty Martin, WXRT-Chicago
Jody Petersen, WNCS-Montpelier

Major Label of the Year

A&M Records
Arista Records
Elektra/EEG
Interscope Records
Mercury Records
Warner Bros. Records

Label of the Year

Arista Austin
Ark 21
Capricorn Records
Rouder Records
Razor & Tie
Vanguard Records

National Major Label Promotion Person of the Year

Ted Edwards, Virgin Records
David Einstein, Mercury Records
Lisa Michelson, Elektra/EEG
Art Phillips, RCA Records
Bonnie Slifkin, Atlantic Records
Nancy Stein, Warner Bros. Records

National Promotion Person of the Year

Jeff Cook, Capricorn Records
Michael Marrone, Rykodisc
Meg MacDonald, Vanguard Records
Liz Opoka, Razor & Tie
Leslie Rouffe, Rouder Records
Susanne White, Guardian Records

Independent Promotion Person of the Year

Michele Clark, Michele Clark Promotion
Sean Coakley, Songlines
Michael Ehrenberg, Outsource Music
Susan Levin, Coast to Coast Promotion and Marketing
Harry Levy, Levitation Entertainment
Kevin Sutter, M3

Gavin Artist of the Year

Fiona Apple (WORK/Clean Slate)
Paula Cole (Warner Bros./Imago)
Shawn Colvin (Columbia/CRG)
John Fogerty (Warner Bros.)
Sarah McLachlan (Arista/Nettwerk)
The Wallflowers (Interscope)

Gavin Album of the Year

Paula Cole, *This Fire* (Warner Bros./Imago)
Shawn Colvin, *A Few Small Repairs* (Columbia/CRG)
Dave Matthews Band, *Crash* (RCA)
Sarah McLachlan, *Surfacing* (Arista/Nettwerk)
Rolling Stones, *Bridges to Babylon* (Virgin)
The Wallflowers, *Bringing Down the Horse* (Interscope)

Gavin New Artist of the Year

Matchbox 20 (Atlantic/Lava)
Abra Moore (Arista Austin)
Beth Orton (Dedicated/Heavenly)
Jeb Loy Nichols (Capitol)
Maia Sharp (Ark 21)
Whiskeytown (Outpost/Geffen)

Adult Contemporary

Label of the Year

A&M
Arista
Atlantic
Columbia
Mercury

Label Promotion Executive of the Year

Mary Conroy, Atlantic
Scott Emerson, A&M
Elaine Locatelli, Columbia
Claire Parr, Curb
Mark Rizzo, Arista
Kerry Wood, Mercury

Label Promotion Person of the Year

Bill Cason, Mercury
Dana Keil, Elektra
Etoile Shapiro, Arista and EMI
Linde Thurman, Elektra
Irene Vargas, Reprise

Independent Promotion Person of the Year

Donna Brake, Donna Brake Promotion
Jerry Lembo, Lembo Entertainment
Sandi Lifson, Sandi Lifson Promotion
Mike Martucci, Tucci Promotion
Tom Mazzetta, Mazzetta Promotion
Jill McDonald, McD Promotion

Major Market Station of the Year

KOST-Los Angeles
KVIL-Dallas
WBEB-Philadelphia
WLIT-Chicago
WLTE-Minneapolis
WLTW-New York City

Major Market Program Director of the Year

Bill Curtis, KVIL-Dallas
Mark Edwards, WLIT-Chicago
Jhani Kaye, KOST-Los Angeles
Gary Nolan, WLTE-Minneapolis
Jim Ryan, WLTW-New York City

Major Market Music Director of the Year

Johnny Chaing, KOST-Los Angeles
David Joy, WPCH-Atlanta
Charlie Lombardo, WALK-Long Island
Alex O'Neal, KVIL-Dallas
Donna Rowland, WBEB-Philadelphia

Large/Medium Market Station of the Year

KKCW (K103)-Portland, Ore.
KOSI-Denver, Colo.
KSFI-Salt Lake City
WRCH-Hartford, Conn.
WTPI -Indianapolis, Ind.

Large/Medium Market Program Director of the Year

Alan Camp, WRCH-Hartford, Conn.
Dain Craig, KSFI-Salt Lake City
Tom Holt, WWLI-Providence, R.I.
Steve Suter, WLTS-New Orleans
Scott Taylor, KOSI-Denver

Large/Medium Market Music Director of the Year

Joe Hahn, WRCH-Hartford, Conn.
Jim Hanzo, WLTS-New Orleans
Kevin Miller, KURB-Little Rock
Scott Miller, WDOK-Cleveland

Small Market Station of the Year

KELO-Sioux Falls, S.D.
KOSO-Modesto, Calif.
WAHR-Huntsville, Ala.
WBBQ-Augusta, Ga.
WKWK-Wheeling, W. Va.
WMGN-Madison, Wis.

Small Market Person of the Year

Mark Anthony, KMXL-Joplin, Mo.
Reid Holsen, KELO-Sioux Falls, S.D.
Donna Miller, KOSO-Modesto, Calif.
Bonny O'Brien, WAHR-Huntsville, Ala.
John Patrick, WBBQ-Augusta, Ga.
Greg Vincent, WCBH-Terre Haute, Ind.

Hot A/C Station of the Year

KDMX-Dallas
KFMB-San Diego
KYSR-Los Angeles
WBMX-Boston
WTKI-Milwaukee
WYXR-Philadelphia

1998 GAVIN SEMINAR NOMINEES

Hot A/C Program Director of the Year

Danny Clayton, WKTI-Milwaukee
Mason Dixon, WAKS-Tampa, Fla.
Tracy Johnson, KFMB-San Diego
Chuck Morgan, WMTX-Tampa
Russ Morley, WMC-Memphis
Angela Perelli, KYSR-Los Angeles

Hot A/C Music Director of the Year

Michelle Engel, WBMX-Boston
Art Monroe, KMXG-Quad Cities
Kelly Nash, WDAQ (98Q)-Danbury, Conn.
Leonard Peace, WKTI-Milwaukee
Greg Simms, KFMB-San Diego

Alternative

Major Market Station of the Year

KITS (Live 105)-San Francisco
KROQ-Los Angeles
WBCN-Boston
WHFS-Washington, DC
WKQX (Q101)-Chicago
WNNX (99X)-Atlanta

Medium Market Station of the Year

KOME-San Jose
KXRR (X96)-Salt Lake City
KXTE-Las Vegas
WEDG-Buffalo
WEND-Charlotte
WPBZ-West Palm Beach

Small Market Station of the Year

KFMA-Tucson
KGDE-Omaha
KQXR-Boise
WGRD-Grand Rapids
WHMP-Springfield, Mass.
WQBK-Albany

Major Market Program Director/Operations Manager of the Year

Leslie Fram, WNNX (99X)-Atlanta
Shellie Hart, KEDJ-Phoenix
Alex Luke, WKQX (Q101)-Chicago
Jim McGuinn, WPLY (Y100)-Philadelphia
Oedipus, WBCN-Boston
Kevin Weatherly, KROQ-Los Angeles

Medium Market Program Director/Operations Manager of the Year

Ron Bunce, KWOD-Sacramento
Mark Hamilton, KNRK-Portland
John O'Connell, WPBZ-West Palm Beach
Mike Stern, KXTE-Las Vegas
Jay Taylor, KOME-San Jose
Rich Wall, WEDG-Buffalo

Small Market Program Director/Operations Manager of the Year

Lynn Barstow, KGDE-Omaha/KMYZ-Tulsa
Dan Binder, WQBK-Albany
Rob "Blaze" Brooks, KRZQ-Reno
Suzie Dunn, KFMA-Tucson
Paul Kreigler, KMYZ-Tulsa/KYYS-Kansas City
John Moschitta, WQXA-Harrisburg/WXDX-Pittsburgh

Major Market Music Director of the Year

Aaron Axelsen, KITS (Live 105)-San Francisco
Pat Ferrise, WHFS-Washington, D.C.
Kim Monroe, KNDD-Seattle
Chris Muckley, XTRA/FM (91X)-San Diego
Chris Patyk, KEDJ-Phoenix
Mike Peer, WXRK-New York

Medium Market Music Director of the Year

Rick Brewer, WEND-Charlotte
Robert English, WPBZ-West Palm Beach
Chris Ewing, KXTE-Las Vegas
Dave Hill, WMRO-Hartford
Al Mitchel, WROX-Norfolk
Rod Ryan, KKND-New Orleans

Small Market Music Director of the Year

Nikki Basque, KPOI-Honolulu
Sophia John, KKDM-Des Moines
Tim Johnstone, KQXR-Boise
Chaz Kelly, WXSX-Tallahassee
Kelli McNamara, WQBK-Albany
Steve Picard, WBTZ-Burlington

Major Label of the Year

Atlantic
Capitol
Geffen
Interscope
Universal
Virgin

Indie Label of the Year

Capricorn
Caroline
Epitaph
Mammoth
Matador
TVT

Major Label National Promotion Person of the Year

Stu Bergen, Epic
Jon Cohen, Columbia
Michael Ildis, Mercury
Gary Spivack, Atlantic
Sherri Trahan, Maverick
Ted Volk, Geffen

Indie Label National Promotion Person of the Year

"Fat" Pete Burness, Fat Wreck Chords
Nan Fisher, Capricorn
Doug Ingold, Free World Ent.
Jack Isquith, Time Bomb
Errol Kolosine, Caroline
John Perrone, TVT

Independent Promotion Person of the Year

Scott Burton, Jeff McClusky & Assoc.
Marc Kordelos, U.N.C.L.E.
Jonathan Lev, Mutant Promotions
Jack Springer, Teknicolor
Ted Taylor, Levitation Entertainment
Del Williams, ARMS

Americana

Label of the Year

Ark 21
Bloodshot
Hightone
Rounder
Sugar Hill
Watermelon

Independent Promotion Person of the Year

Michele Clark Promotion, Kim DiPietro
Counterpoint Music Group, Jon Grimson, Tiffany Suiters
Jackknife Enterprises, Jenni Sperandeo, Chris Roldan
Al Moss Promotion, Al Moss, Mick Wainman
Bill Wence Promotion, Bill Wence

Gavin Album of the Year

Steve Earle, *El Corazon* (E-Squared)
Robbie Fulks, *South Mouth* (Bloodshot)
Alison Krauss, *So Long, So Wrong* (Rounder)
Tim O'Brien, *When No One's Around* (Sugar Hill)
Buddy Miller, *Poison Love* (High Tone)
Dale Watson, *I Hate These Songs* (Hightone)

Label Promotion Person of the Year

Darrell Anderson, Hightone Records
Gail High, Sugar Hill Records
Leslie Rouffe, Rounder Records
Nan Warshaw, Bloodshot Records
Eric Zappa, Watermelon Records

Station of the Year

WNCW, Spindale, N.C.
KNBT, New Braunfels, Texas
WMLB, Atlanta, Ga.
KHYY, Dallas, Texas
KPIG, Watsonville, Calif.

Programmer of the Year

Laura Hopper, KPIG-Watsonville, Calif.
Mark Keefe, WNCW-Spindale, N.C.
Bruce Kidder, KHYY-Dallas, Texas
Matteson Rainer, KNBT-New Braunfels, Texas
Don Yates, KCMU-Seattle, Wash.

College

Station of the Year

KUNY-Las Vegas, Nev.
WICB-Ithaca, N.Y.
WICB-University, Miss.
WUNH-Durham, N.H.
WTUL-New Orleans, La

Music Director of the Year

Ian Fitzpatrick, WUNH-Durham, N.H.
Tara MacKay, WTSR-Trenton, N.J.
Jonathan Mock, WUMS-University, Miss.
David Shaenfield, KVRX-Austin, TX
Ducky Slaughter, KUNV-Las Vegas, Nev.

Major Label of the Year

Capitol
Elektra
Interscope
Virgin
Warner Bros.

Major-Affiliated Indie of the Year

Astralwerks
Grand Royal
Matador
Minty Fresh
Sub Pop

Independent Label of the Year

Drag City
Gern Blandsten
Jade Tree
Merge
Ninja Tune

Label Promotion Person of the Year

Mike DePippa, Elektra
Jenny Hayo, Sub Pop
Julie Muncy, Warner Bros.
Mike Newman, Virgin
Carolyn Wolfe, Atlantic

Independent Promotion Person of the Year

Jon Landman, AIM
Stephanie LeBeau, Vision Trust
Dan Mackta, Autotonic
Scott Rogers, McGathy
Dave Sanford, SPECTRE
Fred Schaaf, McGathy

Jazz

Station of the Year

KLON-Long Beach
KPLU-Seattle/Tacoma
WBGO-Newark
WCPN-Cleveland
WDNA-Miami
WWOZ-New Orleans

Radio Person of the Year

Joe Cohn, KPLU-Seattle/Tacoma
Bobby Jackson, WCPN-Cleveland
Erv Jezek, WDCB-Glen Ellyn/Chicago
Tony Sisti, KSDS-San Diego
Gary Walker, WBGO-Newark
Scott Willis, KLON-Long Beach

Major Label of the Year

Blue Note Records
Columbia Records
Impulse! Records
Verve Records
Warner Bros. Records

Independent Label of the Year

Arkadia Jazz
Concord Records
Evidence Records
MAMA Foundation
N2K Encoded Music
Telarc International

National Promotion Person of the Year (The Duke DuBois Award)

Laura Chiarelli, Impulse! Records
Stan Dunn, Concord Records
Chris Jonz, Warner Bros. Records
Julie Kerr, Verve Records
Vikki Rickman, Telarc International

Independent Promotion Person of the Year

Michael Carlson, MC Promotions
Neil Gorov, Groov Marketing
Michael Hurzon, The Tracking Station
Dr. Jazz, Dr. Jazz Operations
Susan Levin, Coast To Coast Promotion & Marketing
Neal Sapper, New World 'N' Jazz

Gavin Artist of the Year

Joe Henderson (Verve)
Diana Krall (Impulse!)
Kevin Mahogany (Warner Bros.)
T.S. Monk (N2K Encoded Music)
Oscar Peterson (Telarc International)
Billy Taylor (Arkadia Jazz)

Gavin Album of the Year

Chick Corea & Friends, *Remembering Bud Powell* (Concord)
Charlie Haden and Pat Metheny, *Beyond the Missouri Sky* (Verve)
Joe Henderson, *Porgy and Bess* (Verve)
Diana Krall, *Love Scenes* (Impulse!)
Kevin Mahogany, *Another Time Another Place* (Warner Bros.)
Jacky Terrasson & Cassandra Wilson, *Rendezvous* (Blue Note)

Rap

Record Pool of the Year

Heavyweights, Los Angeles
Fut, Record Pool, Los Angeles
Eardrum, Tables of Distinction, Washington, D.C.
Rico Casanova, The PROS Record Pool, Oakland

College/Community Station of the Year

KUNV-Las Vegas
WHCR-New York
WFOV-Hampton
WRAS-Atlanta

College/Community Programmer of the Year

Warren Peace, KUNV-Las Vegas
Kevvy Kev, KZSU-Stanford
Jay Wright, WFOV-Hampton
James Lewis, WTCC-Springfield
Shanik Mincie, WRAS-Atlanta

Retailer of the Year

Beat Street, New York City
Earwax, Atlanta
Fat Beats, New York City
Fortune Records, Los Angeles
George's Music Room, Chicago
VIP Records, Long Beach

Commercial Station of the Year

KKBT-Los Angeles
KMEL-San Francisco
KPWR (Power 106)-Los Angeles
WHTA (Hot 97.5)-Atlanta
WQHT (Hot 97)-New York

Mixshow Personality of the Year

Julio G, KKBT-Los Angeles
Fuzzy, KPWR (Power 106)-Los Angeles
Angie Martinez, WQHT (Hot 97)-New York
Kool DJ Red Alert, WQHT (Hot 97)-New York
Sway & King Tech, Wake-Up Show (Syndicated)

Independent Label of the Year (Self-Distributed)

7 Heads Entertainment
Makin' Records
No Limit Records
Rawkus Entertainment
Tommy Boy

Independent Radio Promotion Person of the Year

Byze-One, Word...Lyfe Promoshunz
Jackie Paul, East-to-West
Tyesh Harris, Odyssey Entertainment
Wes Jackson, 7 Heads Entertainment

Independent Label of the Year (Distributed by a Major)

Bad Boy Entertainment
Def Jam Recording Group
Jive Records
Loud Records
No Limit Records
Roc-A-Fella Records

College & Mixshow Promotion Person of the Year

Al Lindstrom, Jive Records
Eric Parler, Elektra Entertainment
Mike Spivey, Interscope Records
Mong, Loud Records
Ralph White, Universal Records
Robin Kearse, Epic Records
Savalas Holloway, Death Row Records

Major Label of the Year

Arista Records
Big Beat/Atlantic Records
Elektra Entertainment
Mercury Records
Universal Records

National Marketing & Promotion Person of the Year

Chris "Atlas" McDaniel, Tommy Boy
Garnett Reid, Universal Records
J-Grand, Makin' Records
Just O, Atlantic Records
Marlo Matin, Mercury Records
Rene McLean, Elektra Entertainment

Gavin Rocks

Commercial Station of the Year

KUPD-Phoenix, Ariz.
KZRK-Amarillo, Tex.
WKLL-Utica, N.Y.
WKTA-Northbrook, Ill.

College Station of the Year

WDBM-East Lansing, Mich.
WELH-Providence, R.I.
WKNC-Raleigh, N.C.
WSOU-South Orange, N.J.

Commercial Director of the Year

Deana Rica, KHOP-Modesto, Calif.
Harvey Weinstein, KNDI-Honolulu
Larry Mac, KUPD-Phoenix
Eric Slayter, KZRK-Amarillo

College Director of the Year

Jimmy Fredrick, WBGU-Bowling Green, Ohio
Dustin Goldfarb, WCWP-Brookville, N.Y.
Joey Severance, WELH-Providence, R.I.
Andrew Stewart, WSOU-South Orange, N.J.

Independent Promotion Person of the Year

Rob Gill, McGathy Edge
Steve Krucher, McGathy Edge
Marc Melzter, AIM Marketing
Munsey Ricci, Skateboard Marketing

Gavin Artist of the Year

Korn (Epic Records)
Overdose (Futurist Label Group)
Sepultura (Roadrunner)
Tool (Zoo Entertainment)

Gavin New Artists of the Year

Five Seconds Expired (Another Planet Records)
Gravity Kills (TVT Records)
V.O.D. (Roadrunner)
P*st On (Futurist Label Group)

Smooth Jazz & Vocals

Station of the Year

KKSF-San Francisco
KMJZ-Minneapolis
KTWV (The Wave)-Los Angeles
WLOQ-Orlando
WNUA-Chicago
WQCD (CD101.9)-New York

Program Director/Operations Manager of the Year

Paul Goldstein, WNUA-Chicago
Ann Gress, WJZZ-Philadelphia
Lee Hansen, KKSF-San Francisco
Steve Huntington, WLOQ-Orlando
Rob Moore, KMJZ-Minneapolis
Steve Williams, WQCD (CD101.9)-New York

Music Director/Assistant Program Director of the Year

Ron Cadet, KBLX-San Francisco
Michelle Chase, KCIY-Kansas City
Kelly Cole, KIFM-San Diego
Blake Lawrence, KKSF-San Francisco
Ralph Stewart, KTWV (The Wave)-Los Angeles
Michael Tozzi, WJZZ-Philadelphia

Major Label of the Year

Columbia Records
GRP Records
i.e. music
Mesa Bluemoon Recordings
Verve Forecast Records
Warner Bros. Records

Independent Label of the Year

Heads Up International
Higher Octave Music
Instinct Records
N2K Encoded Music
Unity Label Group
Zebra Records

National Promotion Person of the Year

Leigh Armistead, Discovery/Sire Record Group
Bud Harner, Verve Records
Deborah Lewow, Warner Bros. Records
Erica Linderholm, Atlantic Records/Mesa Bluemoon Recordings
Claudia Navarro, Shanachie Records

Independent Promotion Person of the Year

Cliff Gorov and All That Jazz
Susan Levin and Coast to Coast Promotion & Marketing
Roger Lifeset and Peer Pressure Promotion
Neal Sapper and New World 'N' Jazz Promotion & Marketing
Michael Moryc and Matrix Promotions
Marla Roseman and Promark Radio Promotions

Gavin Artist of the Year

Chris Botti (Verve Forecast)
Rick Braun (Mesa/Bluemoon)
Joyce Cooling (Heads Up International)
Boney James (Warner Bros.)
Lee Ritenour (GRP Records/i.e. music)
Philippe Saisse (Verve Forecast)

Gavin Album of the Year

3rd Force, *Vital Force* (Higher Octave Music)
Gato Barbieri, *Qué Pasa* (Columbia)
Chris Botti, *Midnight Without You* (Verve Forecast)
Rick Braun, *Body and Soul* (Bluemoon/Atlantic)
Boney James, *Sweet Thing* (Warner Bros.)
A Twist of Jobim (i.e. music)

Top 40

Major Market Station of the Year

KDWB/FM-Minneapolis
KHKS-Dallas
KRBE-Houston
WHTZ (Z100)-New York
WXXS/FM (Kiss 108)-Boston

Major Market Operations Manager/Program Director of the Year

Frankie Blue, WKTU-New York
John Ivey, WXXS/FM (Kiss 108)-Boston
Dan Kieley, KIIS/FM-Los Angeles
"Mr. Ed" Lambert, KHKS-Dallas
Michael Martin, KYLD (Wild 94.9)-San Francisco
Tom Poleman, WHTZ (Z100)-New York

Major Market Assistant Program Director/Music Director of the Year

Tracy Austin, KIIS/FM-Los Angeles
Erik Bradley, WBBM/FM (89.6)-Chicago
Paul "Cubby" Bryant, WHTZ (Z100)-New York
Jay Michaels, KRBE-Houston
Andy Shane, WKTU-New York

Large Market Station of the Year

KKRZ-Portland
KMXV-Kansas City
WFLZ-Tampa
WKSE-Buffalo
WPXY (98PXY)-Rochester

Large Market Operations Manager/Program Director of the Year

Ken Benson, KKRZ-Portland
John Dimick, WNCI/FM-Columbus
Clarke Ingram, WPXY (98PXY)-Rochester
Jeff Kapugi, WFLZ-Tampa (now at KLSZ-St. Louis)
John Roberts, KHFI-Austin
Jon Zellner, KMXV-Kansas City

Large Market Assistant Program Director/Music Director of the Year

Tommy Austin, KKRZ-Portland
Domino, WFLZ-Tampa
J.J. Rice, WPXY (98PXY)-Rochester
Neal Sharpe, WNCI/FM-Columbus
Dave Universal, WKSE-Buffalo

Medium Market Station of the Year

KQKQ (Sweet 98)-Omaha
KRQ-Tucson
WAPE/FM-Jacksonville, Fla.
WFBC-Greenville, S.C.
WFLY-Albany
WKRZ-Wilkes-Barre/Scranton, Pa.

Medium Market Operations Manager/Program Director of the Year

Wayne Coy, WABB-Mobile, Ala.
John O'Dea, WNNK (Wink 104)-Harrisburg, Pa.
Tim Richards, KRQ-Tucson
Mike Steele, KQKQ (Sweet 98)-Omaha
Cat Thomas, WAPE/FM-Jacksonville, Fla.
Rob Wagman, WFBC-Greenville, S.C.

Medium Market Assistant Program Director/Music Director of the Year

Dan "Dino" Nespola, KRQ-Tucson
 Jerry Padden, WKRZ-Wilkes-Barre/Scranton, Pa.
 Mike Rossi, WSTW-Wilmington, Del.
 Scott Shaw, WNNK (Wink 104)-Harrisburg, Pa.
 Darrin Stone, WABB-Mobile, Ala.

Small Market Station of the Year

KHTN/FM-Modesto/Merced, Calif.
 WLAN-Lancaster, Pa.
 WNDU-South Bend, Ind.
 WOCQ (OC104)-Ocean City, Md.
 WPST-Trenton, N.J.

Small Market Operations Manager/Program Director of the Year

Pete Jones, KHTN/FM-Modesto/Merced, Calif.
 Dave McKay, WPST-Trenton, N.J.
 Jill Meyer, WLKT-Lexington, Ky.
 Bill Mitchell, WNDU-South Bend, Ind.
 Jordan Walsh, WLAN-Lancaster, Pa.
 Wookie, WOCQ (OC104)-Ocean City, Md.

Small Market Assistant Program Director/Music Director of the Year

Mike Brown, WRFY-Reading, Pa.
 Scotty Mack, WSPK/FM-Poughkeepsie, N.Y.
 Mark Reid, KQKY-Kearney, Neb.
 Dino Robitaille, WJET/FM-Erie, Pa.
 Bill Shakespeare, KWVZ-Reno, Nev.
 Andy West, WPST-Trenton, N.J.

Label of the Year

Arista Records
 Atlantic Records
 Columbia Records
 Elektra Entertainment
 Mercury Records

Independent Label of the Year

Bad Boy Records
 Curb Records
 Interscope Records
 Jive Records
 Priority Records
 Tommy Boy Records

Promotion Senior Vice President of the Year

Jerry Blair, Columbia Records
 Danny Buch, Atlantic Records
 Steve Ellis, Mercury Records
 Richard Palmese, Arista Records
 Brenda Romano, Interscope Records
 Greg Thompson, Elektra Entertainment

Promotion Vice President of the Year

Bonnie Goldner, MCA Records
 Chris Lopes, Mercury Records
 Bill Pfordresher, Elektra Entertainment
 Tony Smith, Mercury Records
 Paula Tuggey, Interscope Records
 Charlie Walk, Columbia Records

National Promotion Director of the Year

Don Coddington, Elektra Entertainment
 Scot D.J. Finck, A&M Records
 Ed Green, Island Records
 Lee Leipsner, Columbia Records
 Ed Nuhfer, Warner Bros. Records
 Bob Weil, Reprise Records

Associate National Promotion Director of the Year

Nino Cuccinello, Interscope Records
 Tom Cunningham, Reprise Records
 Ann Hesen, Reprise Records
 Mike Klein, Mercury Records
 Erik Olesen, Elektra Entertainment
 Felicia Swerling, Epic Records

Urban

Major Market Station of the Year

WKYS-Washington, D.C.
 WGCI-Chicago
 KKB-T Los Angeles
 KKDA- Dallas
 WVEE-Atlanta
 WAMO-Pittsburgh

Major Market Program Director/OM of the Year

Skip Cheatham, KKDA-Dallas
 Helen Little, WUSL-Philadelphia
 Elroy Smith, WGCI- Chicago
 Chuck Atkins, KMJM-St. Louis
 Michael Saunders, WJLB-Detroit
 Kathy Brown, WWIN-Baltimore
 Ron Atkins, WAMO-Pittsburg

Major Market Music Director of the Year

Daisy Davis, WDAS-Philadelphia
 Don E. Cologne, WGCI-Chicago
 Vicky Preston, WCHB-Detroit
 Rajeeyah Shabazz, WVEE-Atlanta
 Kris Kelley, WAMO-Pittsburgh
 Glenn "Golden Boy" Cooper, WUSL-Philadelphia
 Carla Boatner, KMJQ-Houston

Large/Medium Market Station of the Year

WPEG-Charlotte
 WQUE-New Orleans
 KPRS-Kansas City
 WHRK-Memphis
 WBLK-Buffalo
 WOWI-Norfolk
 WIZF-Cincinnati

Large/Medium Market Program/OM of the Year

Andre Carson, WPEG-Charlotte
 Gerod Stevens, WQUE-New Orleans
 Sam Weaver, KPRS-Kansas City
 Bobby O'Jay, WHRK-Memphis
 Skip Dillard, WBLK-Buffalo
 Tony Fields, WIZF-Cincinnati

Large/Medium Market Music Director of the Year

Nate Quick, WPEG-Charlotte
 KC Clark, WQOK-Raleigh
 Heart Attack, WOWI-Norfolk
 Myron Fears, KPRS-Kansas City
 Laurie Jones, WIZF-Cincinnati

Small Market Station of the Year

WBHJ-Birmingham, Ala.
 WBLX-Mobile, Ala.
 WJIZ-Albany, Ga.
 WJTT-Chattanooga, Tenn.
 WJMI-Ridgeland, Miss.
 KIIZ-Killeen, Texas
 WFXE-Columbus Ga.

Small Market Program Director/OM of the Year

Mickey Johnson, WBHJ-Birmingham
 Michelle Price, WJIZ-Albany
 Niecy Davis, WBLX-Mobile
 Stan Branson, WJMI-Ridgeland
 Michael Maguire, KIIZ-Killeen
 Phillip March, WFXE-Columbus

Small Market Music Director of the Year

Lance Patton, WFXA-Augusta, S.C.
 Candy Marshall, KMJJ-Shreveport, La.
 Kelly Berry, WJMZ-Greenville, S.C.
 Paul Perry, WYNN-Florence, S.C.
 Lou Bennett, KTBT-Baton Rouge, La.
 Phil Daniels, WPLZ-Richmond, Va.

Urban A/C Station of the Year

WHUR-Washington, D.C.
 WVAZ-Chicago
 WDAS-Philadelphia
 WWIN-Baltimore
 KMJQ-Houston
 WYLD-New Orleans

Urban A/C Program Director/OM of the Year

Maxx Myrick, WVAZ-Chicago
 Joe "Butterball" Tamburro, WDAS-Philadelphia
 Hector Hannibal, WHUR-Washington, D.C.
 Monica Starr, WMXD-Detroit
 Carl Conners, KMJQ-Houston
 LaBron Joseph, WYLD-New Orleans

Heritage Station of the Year

WDAS-Philadelphia
 WBLS-New York
 WDIA-Memphis
 KDKO-Denver
 WEDR-Miami
 KJLH-Los Angeles

Major Label of the Year

Mercury Records
 Elektra Records
 MCA Records
 Island Records
 Arista Records
 Universal Records
 RCA Records

Executive of the Year (Senior/VP)

Richard Nash, Elektra Entertainment
 Wayman Jones, Mercury
 David Linton, Arista
 Doug Daniel, Island
 Tom Bracamontes, Sony/550 Music
 Michelle Madison, Elektra
 Michael Johnson, RCA

National Promotion Person of the Year

Vanessa Barryer, Arista
 James Boyce, RCA
 Ken James, MCA
 Randy Franklin, Sony/550 Music
 Jodie Williams, Mercury
 Rodney Shealey, Island
 Mike Kelly, Elektra

Artist of the Year

Dru Hill
 Erykah Badu
 Sean "Puffy" Combs
 Maxwell
 Rome

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Churches/Organizations

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--African American Parent's Council

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--Library Journal

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to become acquainted with these materials." □
--National Alliance of Black School Educators

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For More Information Contact Tom Magee or Arthur Mitchell at (619) 284-3700

GVN-001

HOTEL

PERFORMANCES AT THE GAVIN SEMINAR

Thursday

Beth Nielsen Chapman
10:30 a.m. Manchester ABC

Singer-songwriter Beth Nielsen Chapman, an early-'90s A/C hit-



maker who left the spotlight in 1993 when her husband was diagnosed with terminal cancer, returned last year with *Sand and Water*, a touching pop album that has been embraced by many for its powerful lyrics and message of healing. Elton John has adopted the title track, and performs it in concert as a tribute to his friends Princess Diana and Gianni Versace. A longtime friend of GAVIN keynoter Dr. Deepak Chopra, Nielsen will open the GAVIN Seminar with a brief performance, and then return to sing "Sand and Water" during Chopra's presentation.

Kelly Joe Phelps
12:30 p.m. Suite 3929

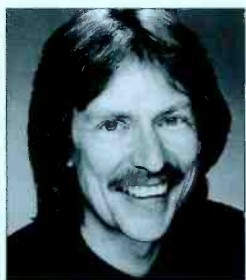
Janis Ian
12:30 p.m. Cunningham

Janis Ian recorded her first Number One hit, "Society's Child" in 1967 at the tender age of 15. The song and Janis Ian were made famous by conductor Leonard Bernstein, who showcased Ian and the song with his New York Philharmonic Orchestra on his CBS-Television special *Inside Pop: The Rock Revolution*. Ian won her first Grammy, for Best Female Vocal, at the age of 23 with "At Seventeen."

Ian, currently recording for Windham Hill, has a new single, "Honor Them All" which is currently charted on GAVIN's A/C chart. Her new Windham Hill album, *Hunger*, is out now and receiving critically favorable reviews.

Bryan Savage
12:30 p.m. Regency AB

Saxophonist Bryan Savage is ready for his Higher Octave Music debut release in April, and here's our chance to hear his



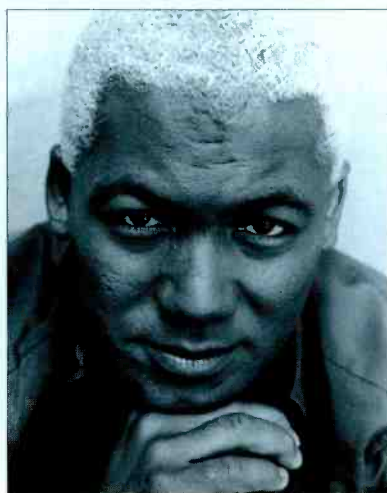
quartet live a few weeks before the CD is out. Rick Braun produced seven tracks, no doubt adding some *oomph* to Savage's already sweet and "smooth" sound.

X-ecutioners
2 p.m. Manchester ABC



Exta'Zia
2 p.m. Regency DE

Jonathan Butler
3:30 p.m. Manchester GHI



Candy Dulfer
3:30 p.m. Manchester GHI



Swamp Boogie Queen
3:30 p.m. Manchester GHI

Cosmic Slop Shop
4 p.m. Regency DE

Star
4 p.m. Gallery Room

Recording artist Star's debut CD is currently in production, but



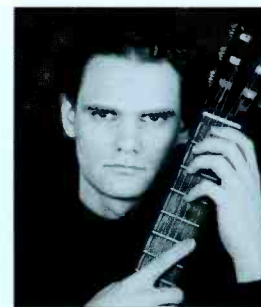
already the vocalist/keyboardist/guitarist/songwriter is being compared to Whitney Houston and Mariah Carey for her powerhouse vocals. Influenced by R&B, hip hop, and gospel, Star's new pop/dance single "Do U Want My Love?" was produced and mixed by the hit making Euro production team Positive Groove/Team 33.

Train
5 p.m. Windsor

Tara MacLean
5 p.m. Windsor

Jesse Cook
5 p.m. Cunningham

Narada recording artist Jesse Cook is literally working on his latest record as you read this. He only has a handful of



tunes done, but he's flying out to San Diego to give everybody an advance taste of what he's working on in the studio. His fiery and melodic blend of Flamenco-flavored guitar fits right in with the San Diego's Smooth Jazz heritage. The record won't be out until May, but you can catch Jesse directly following our big Internet extravaganza.

Brownie Mary
5:30 p.m. Regency AB



Everything
5:30 p.m. Regency AB



Diana Krall
7:30 p.m. Manchester ABC

Singer/pianist/band leader Diana Krall got her music education growing up in Nanaimo, British Columbia. Classical piano lessons began at age four. By high school, she joined the school jazz band. But



it was her father, a stride piano player with an extensive record and sheet music collection that electrified Diana. She attended Berklee College of Music on a scholarship during the early '80s. After moving to Los Angeles, Krall moved east to Toronto and by 1990 was based in New York, performing with her trio, releasing her first album on the Justin Time label in 1993. Under Tommy LiPuma, Krall has released a timeless trilogy of Impulse! albums, *Only Trust Your Heart*, *All for You*, and *Love Scenes*, the latter two garnering Grammy nominations. By 1997, Diana Krall's star had truly risen, performing blockbuster sets at the Monterey Jazz fest and appearing on the television nighttime soap, *Melrose Place*. She is one of the Jazz world's hottest mainstream performers, and GAVIN is proud to have her perform for our Tenth Annual Jazz and Smooth Jazz GAVIN Awards.

The Great Divide
7:30 p.m. Cunningham

The Blazers
7:30 p.m. Cunningham

Good things come in threes they say. 1994 saw the release of the



Blazers' debut album, *Short Fuse*, a record that was devoured by a starved roots rock audience. Their follow-up, 1995's *East Side Soul*, won even greater critical acclaim, launching the band on several trans-Atlantic tours. For their third album, the toughest sounding band from East L.A. has pulled out all the stops. They've taken their blend of R&B, '60s roots rock, and steamy Latin rhythms and brought them to

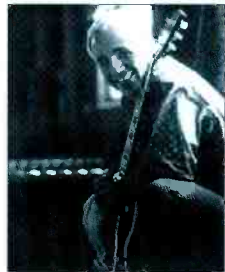
the capable hands of producer Pete Anderson. Together, they've come up with a celebration of true rock spirit.

Heather Myles
7:30 p.m. Cunningham

Friday

Thom Rotella
9:30 a.m. Cunningham

Telarc Jazz Zone guitarist Rotella's latest record, "What's the Story?" from the Telarc Jazz Zone release *Can't Stop*, has the catchiest hook currently on the Smooth Jazz airwaves.



Gerald Collier
9:30 a.m. Gibbons

Abra Moore
10 a.m. Manchester ABC

Strangest Places, Moore's major label debut for Arista Austin, is a perfect blend of the various sounds that have shaped her life since early childhood. "It's a canvas that I threw all my life experiences and musical influences onto, and this is what came out," she says. And it's a wide range of eclectic influences, indeed. "I come from a very artistic family, so I've always done this," Moore continues. "My father is an artist from the Beat generation. I grew up hearing Billie Holiday, Chet Baker, the whole jazz era. My step-mother was into the Beatles, the Rolling Stones, Bob Dylan, and all the '70s stuff. It's all colored my palette."

Tom, Dick and Harry
10:45 a.m. Gibbons

Tom, Dick and Harry, the five year-old San Francisco-based band,



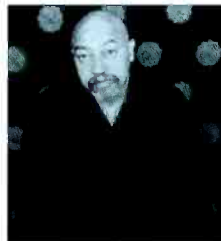
have their listeners stumped. Their soulful style—best described as Curtis Mayfield and the Isley Brothers meet Paul Weller, along

with the occasional dance groove and acid jazz bass line—is a mix that defies typical musical genres. Known for their energetic live shows, Tom, Dick and Harry perform at the GAVIN College Re-issue Panel.

Charlie Haden & Kenny Barron
11:45 a.m. Regency DE



Verve recording artists Charlie Haden and Kenny Barron will perform in conjunction with the Jazz Jukebox Jury. How do you gauge the creative output of bassist Charlie



Haden? His solo, session, Quartet West, and Liberation Music Orchestra projects represent the pinnacle of jazz artistry. Pianist Kenny Barron visits the GAVIN Jazz top ten with each new release, and we're honored to have him. Meet them both and experience a cozy, short, live set.

Jules Shear
11:45 a.m. Windsor



Code Red
1 p.m. Regency AB

Venice
1:15 p.m. Manchester ABC

Venice, the Southern California band comprised of brothers and cousins, has been compared with classic rockers Fleetwood Mac and the Eagles for their beautiful vocal harmonies. The band has been a recent favorite on the Southern California scene and have toured and recorded with Jackson Brown, David Crosby, Warren Zevon, and Stevie Nicks.

Ray Vega
1:15 p.m. Manchester ABC

Ray Vega's philosophy about life is evident in every soaring note of

his music. It's about passion; it's about romance; it's about drama; it's about love; it's about movement. "The ultimate thing for me writing or singing a song is expressing my passion," he elaborates. "The song represents how I feel about life. The melody, how it starts right here," he says, lowering his arms, "and ends up here," he continues, raising them. "That's just how I've always seen my life, with lots of movement."

Brad Hawkins
2 p.m. Gallery Room

"I've seen almost every country artist in concert," says Brad Hawkins. "I've spent a lot of time thinking about the way I would do a show if and when I was given the chance. Now when I step onstage, I'm not real sure what's going to happen next. I just feed off the audience. As far as I'm concerned, I'm just a kid who's been given the chance to live out my family's dream."

Melodie Crittenden
3:30 p.m. Windsor

Artist Melodie Crittenden recently told Gavin country editor Jamie Matteson, "I felt if I was going to show everybody who Melodie is, I had to show all aspects of me. I hope I've captured that on this record. 'If This Ain't Love,' which I co-wrote with Austin Cunningham really describes me. In the mood of it, it shows strength, passion, and vulnerability. I think everybody can relate to those emotions."



Jim Collins
3:30 p.m. Windsor

Until February, 1995, Jim Collins was the undisputed conqueror of the dance hall circuit throughout his native Texas. Playing to SRO crowds night after night, he was doing what so many aspiring singers merely dream of—making a living playing music. But, says Collins, "I got tired of being judged by how many beers I sold that night as opposed to whether I sang well or put on a good show. That's not how I wanted to be remembered." Now, with an Arista Nashville contract and his dreams within arm's reach, the multi-talented musician exempli-

fies the best of Texas heritage: unremitting determination, high spirits, and the hard-to-find ability to do more than just aspire.

The Woodys

4 p.m. Cunningham

When Dyan and Michael Woody



harmonize, a magical thing happens. You can feel something resonating inside you. They seem to be reaching into a place of half-forgotten pleasure, a musical place where memory, nostalgia, tradition, and innovation meet. It's almost as if they're plucking the strings of your soul. Whether on hillbilly stomps like "Mama and Them" and "I Don't Mean Maybe" or on sweetly wistful ballads like "A Hundred years of Solitude" and "Circle of Angels," you're going to tumble for the extraordinary sound of this duo.

Saturday

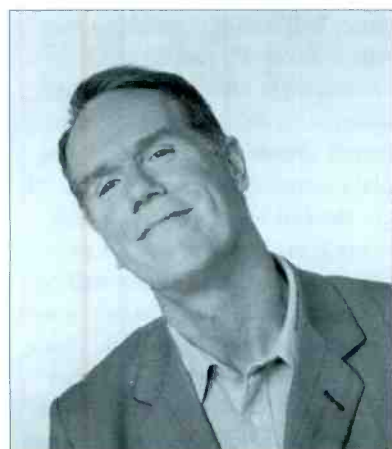
Brian Tarquin

9:30 a.m. Regency DE

Loudon Wainwright III

10 a.m. Cunningham

Throughout his career, Loudon Wainwright III has engaged in the type of soul-baring that many other artists talk about doing, but few actually have the guts to do. His latest album continues his delicacy-bedamned mission: *Little Ship*, like



each of its 15 predecessors, comes into the world as fresh, unspoiled, wide-eyed, and howling as the newest of babies. But his insistence on raw, compulsive honesty has certainly not dulled Wainwright's senses; if anything, his razor-like humor and wry introspection have grown sharper with time.

Behan Johnson

10:45 a.m. Manchester ABC

Behan Johnson brings their eclectic mix of jazz, soul, pop, and folk music to the GAVIN Legends of the Airwaves Showcase. The group consists of Monica Behan and Deron Johnson, whose wide ranging influences—everything from Joni Mitchell to Stevie Wonder to Miles Davis—is apparent on their debut album, co-produced by Michael Mantini (*Digable Planets*).

Steve Poltz

11:30 a.m. Regency DE

Claire Martin

11:30 a.m. Gibbons

This just in: Honest Entertainment/Linn Records record-



ing artist Claire Martin will perform a few tunes at our Saturday jazz meeting. Her new record, *Make This City Ours*, will be out in late January. Meet Claire and give her a transcontinental welcome.

Sylk E. Fyne

12:30 p.m. Manchester GHI

Chris Knight

12:30 Cunningham

Chris Knight is the rarest kind of artist: a clenched teeth devotee to the truth. With plain language and a melodic undertow that'll drag you along as his tales of fierce pride, betrayal, sweetness, and disappointment unfold around you, the Kentuckian captivates his listeners with the jagged edges that make real life more interesting than fiction.

Dakota Moon

1:30 p.m. Manchester ABC

Dakota Road members Ray Artis, Joe Dean, Malloy and Ty Taylor came together in search of a way to make pop and R&B interchangeable again, and the 13 songs on their breakthrough CD reflect a refreshing effortlessness as well as a pure love of storytelling that would make James Taylor proud. Whether it's the buoyant harmonies and crafty slide work of "Another Day Goes By," the Doobie Brothers-like refrain of "She Knows," or the heart-wrenching ballad "A Promise I Make," Dakota Road leaves and indelible stamp on each song.

Jana

1:30 p.m. Manchester ABC

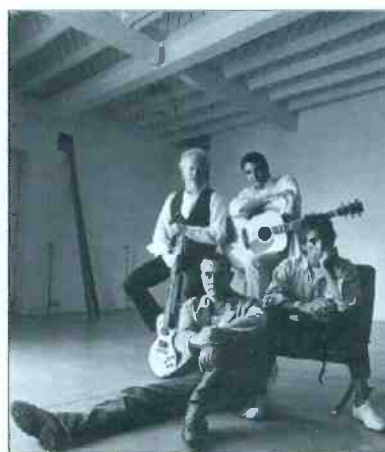
Symposium

1:30 p.m. Regency DE

Farm Dogs

1:30 p.m. Regency AB

The Farm Dogs were assembled and led by Bernie Taupin, best



known as the lyrical half of Elton John's songwriting team. Like the classic *Tumbleweed Connection*, the Farm Dog's music shows a continuing infatuation with American roots music. Their first album, *Last Stand in Open Country* was recorded at Taupin's home studio in the Santa Ynez Valley. The new Sire album, *Immigrant Sons*, features fellow mutts Jim Cregan, Robin LeMesurier, Tony Brock, and Tad Wadhams.

JVC All-Stars

4:30 p.m. Manchester ABC

JVC Music is home to many jazz and Smooth Jazz hit-makers. Gracing one stage for a compact set will be a dominant lineup: guitarist Chieli Minucci, keyboardist Hiroko Kokubu, newcomer saxophonists Steve Nieves and Eddie M, and pianist Roger Smith. The new Chieli Minucci CD, *It's Gonna Be Good*, more than lives up to its title, and keyboardist Hiroko Kokubu's latest, *Bridge*, spans both Japan and the United States, as well as jazz and Smooth Jazz. Also appearing: a new JVC signing too hot to mention.

Cappadonna

4:30 p.m. Regency ABC

BR5-49

5 p.m. 4th & B

Buckethead

7 p.m. Lord Hornblower Yacht

Buckethead, the towering, ski mask-wearing, fried chicken bucket-



bedecked guitar wonder brings his innovative music to the GAVIN College Awards. Taking his inspiration from Japanese and horror films, Buckethead's music ranges from post metal, funk, dub reggae, and jungle. His guitar work, in the form of lightning fast guitar runs and quick tempo changes, can be heard in movies such as *Mortal Combat*, *Last Action Hero*, and in Sega video game commercials. Buckethead has just released his third solo album, *Colma*.

Stuck Mojo

7 p.m. Lord Hornblower Yacht

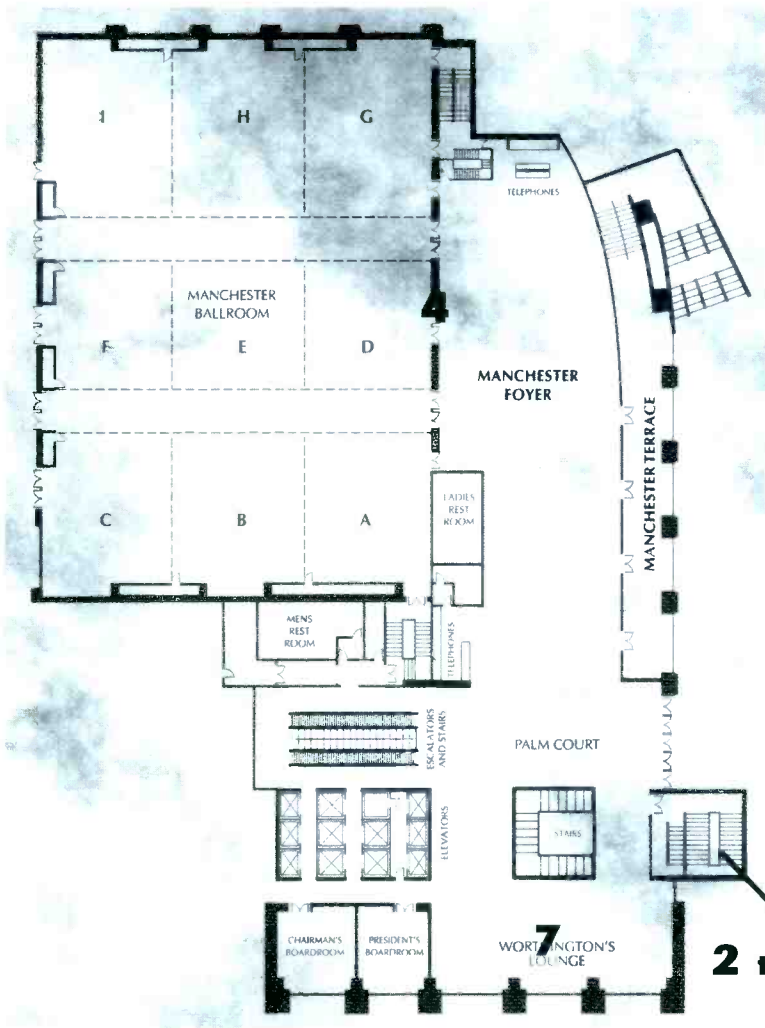
Fastball

7 p.m. Lord Hornblower Yacht

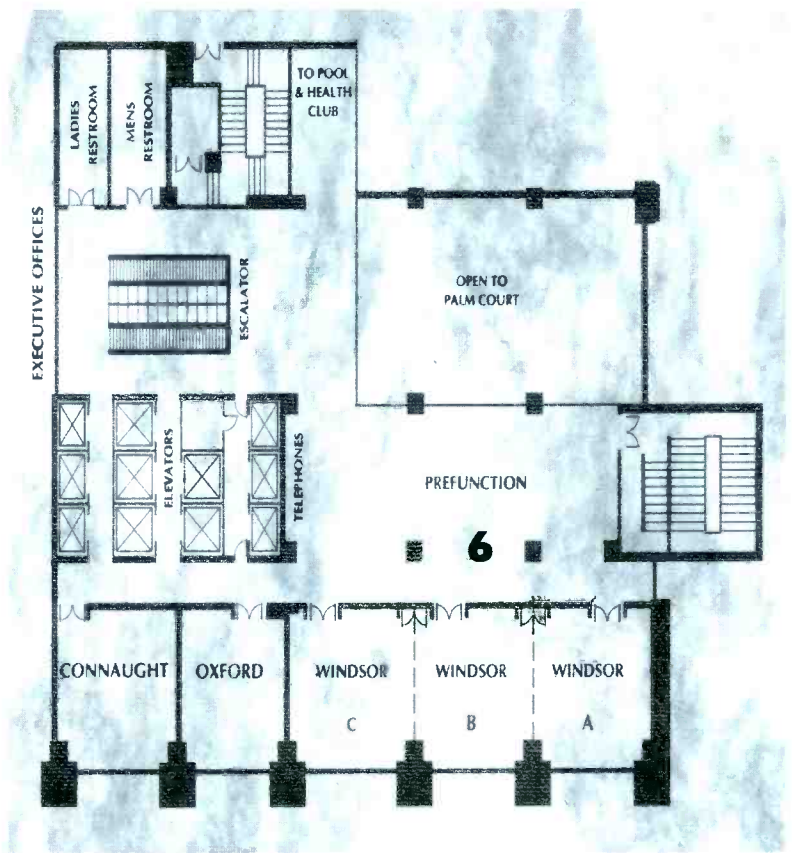
Hed(pe)

7 p.m. Lord Hornblower Yacht

Second Floor

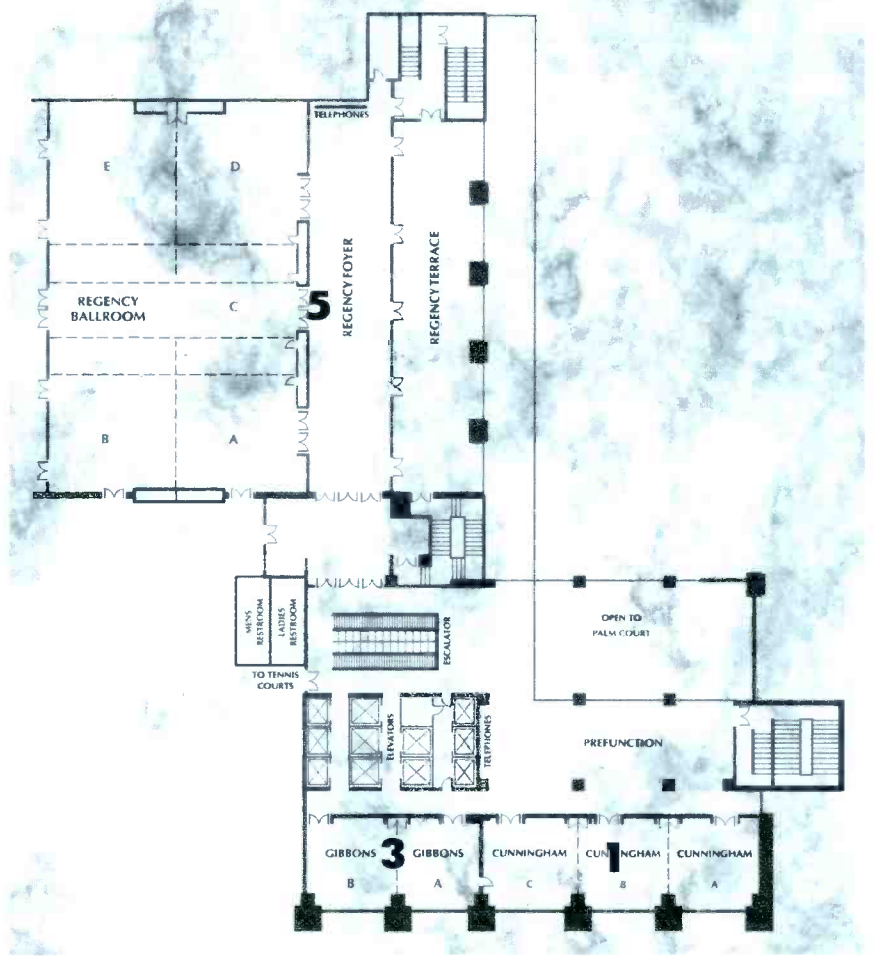


Third Floor



2 to the Gallery Room

Fourth Floor



Seminar Room Key

- | | |
|-------------------------|-----------------------|
| 1. Cunningham | Fourth Floor |
| 2. Gallery Room | Second Floor, outside |
| 3. Gibbons | Fourth Floor |
| 4. Manchester | Second Floor |
| 5. Regency | Fourth Floor |
| 6. Windsor | Third Floor |
| 7. Worthington's Lounge | Second Floor |

*Suite Parties are located within the residence portion of the hotel.

Exhibit Hall



AgeNDa

AT-A-GLANCE

Wednesday, February 4, Registration 3-7 p.m. Hyatt Lobby

Thursday, February 5

8 a.m.-7 p.m. Hyatt Lobby
Registration

8-9 a.m. Gibbons
Friends of Bill W.

11 a.m.-4 p.m.
Exhibit Hall Open

10:30 a.m. Manchester ABC
Keynote: Dr. Deepak Chopra

noon Exhibit Hall
Book Signing: Dr. Deepak Chopra

12:30 p.m. Suite 3929
Rykodisc Party

12:30 p.m. Windsor
Urban Keynote: Cathy Hughes

12:30 p.m. Cunningham
One-on-One With Bill Moyes

12:30 p.m. Regency AB
Smooth Jazz and Jazz Whenjagitin

12:30 p.m. Gibbons
Gavin Rocks' Chart Exploitation

12:30 p.m. Gallery Room
College Career Day

2 p.m. Manchester ABC
Rap Keynote: The X-ecutioners

2:15 p.m. Cunningham
Getting the Most out of Your Music Test

2:15 p.m. Regency AB
Active/Alternative Crossfire

2 p.m. Regency DE
Top 40 Jukebox Jury

3:30 p.m. Manchester GHI
Gavin Global Soundstage

4 p.m. Regency DE
Hip-Hop Jukebox Jury

4 p.m. Gallery Room
Top 40: The People's Court of Crossover

5:30 p.m. Regency AB
College Welcome Party

7:30 p.m. Manchester ABC
Gavin Jazz & Smooth Jazz Awards

7:30 p.m. Regency DE
Americana's Run for the Border

10 p.m.-2 a.m. Worthington's Lounge
Club MCA: Celebrating 40 Years of Gavin

10 p.m.-1 a.m. Suite 3906
Virgin After Hours

10 p.m.-1 a.m. Suite 933
Island, Columbia, Atlantic Meet and Greet

10:30 p.m.-2 a.m. Suite 924
Atlantic Jazz and Smooth Jazz Party

Hotel Performances

10:30 a.m. Manchester ABC
Beth Nielsen Chapman

12:30 p.m. Suite 3929
Kelly Joe Phelps

12:30 p.m. Cunningham
Janis Ian

12:30 p.m. Regency AB
Bryan Savage

2 p.m. Manchester ABC
X-ecutioners

2 p.m. Regency DE
Extra'Zia

3:30 p.m. Manchester GHI
Jonathan Butler, Candy Dulfer, Swamp Boogie Queen

4 p.m. Regency DE
Cosmic Slop Shop

4 p.m. Gallery
Star

5 p.m. Windsor
Train, Tara MacLean

5 p.m. Cunningham
Jesse Cook

5:30 p.m. Regency AB
Brownie Mary, Everything

7:30 p.m. Manchester ABC
Diana Krall

7:30 p.m. Cunningham
The Great Divide, The Blazers, Heather Myles

10:30 p.m. Worthington's Lounge
Semisonic

Friday, February 6

8 a.m.-5 p.m. Hyatt Lobby
Registration

8-9 a.m. Gibbons
Friends of Bill W.

11 a.m.-5 p.m.
Exhibit Hall Open

9 a.m. Regency AB
Defining the New Group PD

9:30 a.m. Gallery
Smooth Jazz Format Meeting

9:30 a.m. Manchester BC
The "Professionalization" of Non-Commercial Radio

10 a.m. Regency DE
A/C's All-Audio Experience and Jukebox Jury

10 a.m. Windsor
Radio One, Inc.: Superserving the African American Market

10:45 a.m. Cunningham
Re-issues at College Radio

11:30 a.m. Manchester GHI
Rap Gets Back to Basics

11:45 a.m. Regency DE
Jazz Jukebox Jury

11:45 a.m. Windsor
A3 Glory & Consequence

11:30 a.m. Gallery Room
Gavin Urban Awards

12:30 p.m. Cunningham
The Truth About Phantom Cume

1 p.m. Regency AB
Top 40 Roundtable

1:15 p.m. Manchester ABC
Gavin A/C Awards

1:30 p.m. Regency DE
Hard Rock Jukebox Jury

1:30 p.m. Gallery Room
Country Welcome Luncheon

2 p.m. Gibbons
Warner Bros. Jazz Meet & Greet

2:30 p.m. Manchester GHI
Branding Your Station on the Internet

2:45 p.m. Regency DE
Active Rock Jukebox Jury

3:30 p.m. Windsor
Country's Three Cs

4 p.m. Cunningham
Americana Pro-active Programming and Creative Marketing

4:30 p.m. Regency DE
Alternative Jukebox Jury 2000

5 p.m. Exhibit Hall
Silent Auction Wine & Cheese Reception

6:30-9 p.m. Hyatt Regency Embarcadero North
The Gavin Cocktail Party: Tastes of San Diego

10 p.m.-2 a.m. Worthington's Lounge
Club MCA: Celebrating 40 Years of Gavin

10 p.m.-2 a.m. Suite 924
Broadcast Architecture Reception

Hotel Performances

9:30 a.m. Cunningham
Thom Rotella

9:30 a.m. Gibbons
Gerald Collier

10 a.m. Manchester ABC
Abra Moore

10:45 a.m. Gibbons
Tom, Dick and Harry

11:45 a.m. Regency DE
Charlie Haden & Kenny Barron

11:45 a.m. Windsor
Jules Shear

1 p.m. Regency AB
Code Red

1:15 p.m. Manchester ABC
Venice, Ray Vega

2 p.m. Gallery
Brad Hawkins

3:30 p.m. Windsor
Jim Collins, Melodie Crittenden

4 p.m. Cunningham
The Woody's

Saturday, February 7

9 a.m.-3 p.m. Hyatt Lobby
Registration

8-9 a.m. Gibbons
Friends of Bill W.

9:30 a.m. Regency AB
Anatomy of a Killer Morning Show

9:30 a.m. Regency DE
Smooth Jazz Jukebox Jury

10 a.m. Cunningham
Americana Meet and Greet

10:45 a.m. Manchester ABC
Legends of the Airwaves

11:30 a.m. Windsor
Women of the Radio and Music Landscape

11:30 a.m. Regency DE
A3 On the GRIDdle

11:30 a.m. Gibbons
Jazz Format Meeting

12:30 p.m. Manchester GHI
Rap Radio DJ and Coalition Roundtable

12:30 p.m. Cunningham
Gavin Americana Awards

1:30 p.m. Manchester ABC
Gavin Top 40 Awards

1:30 p.m. Regency DE
College Jukebox Jury

1:30 p.m. Regency AB
Gavin A3 Awards

4:30 p.m. Regency ABC
Gavin Rap Awards

5-7 p.m. 4th & B
Gavin Alternative Awards

7-11 p.m. Hornblower Yacht
Gavin Rocks/College Awards Boat Bash

10 p.m.-2 a.m. Worthington's Lounge
Club MCA: Celebrating 40 Years of Gavin

Hotel Performances

9:30 a.m. Regency DE
Brian Tarquin

10 a.m. Cunningham
Loudon Wainwright III

10:45 a.m. Manchester ABC
Behan Johnson

11:30 a.m. Regency DE
Steve Poltz

11:30 a.m. Gibbons
Claire Martin

12:30 p.m. Manchester GHI
Sylk E. Fyne

12:30 p.m. Cunningham
Chris Knight

1:30 p.m. Manchester ABC
Dakota Moon, Jana

1:30 p.m. Regency DE
Symposium

1:30 p.m. Regency AB
Farm Dogs

4:30 p.m. Manchester ABC
JVC All-Stars: Chiefti Minucci, Hiroko Kokubu & more

4:30 p.m. Regency ABC
Cappadonna

5 p.m. 4th & B
BR5-49

7 p.m. Lord Hornblower Yacht
Buckethead, Stuck Mojo, Icos, Hed(pe)

Thursday

Friday

Saturday



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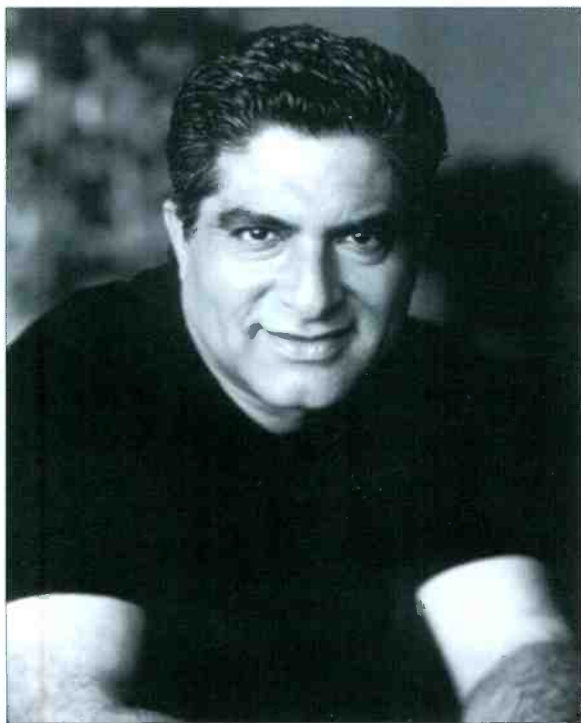
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Seminar Stars

Deepak Chopra

Deepak Chopra, M.D. is acknowledged as a world leader in establishing



a new life-giving paradigm that has revolutionized common wisdom about the crucial connection between mind, body, spirit, and healing. He has transformed our understanding of the meaning of health. Dr. Chopra established the fundamental principle that perfect health is not just the absence of disease, but a lively state of balance and integration of body, mind, and

spirit. He is widely credited with melding modern theories of quantum physics with the timeless wisdom of ancient cultures.

With his gift for bridging the technological miracles of the west with the wisdom of the east, Dr. Chopra has fostered inspirational yet realistic goals for living more meaningful, harmonious, and fulfilling lives.

Dr. Chopra is the author of 19 books and more than 30 audio, video, and CD-ROM programs. He has been published on every continent and in dozens of languages. Nearly ten million copies of his books have been sold in English alone. Some of his best-selling books include *Perfect Health*, *Ageless Body*, *Timeless Mind*, *The Seven Spiritual Laws of Success*, *The Return of Merlin*, and *The Path to Love*.

Dr. Chopra's seminars and presentations to world leaders, educational institutions, and vast public audiences have generated international recognition. He appeared as a keynote speaker at the inauguration of the State of the World Forum and the Peace and Human Progress Foundation, founded by Oscar Arias, the former President of Costa Rica and Nobel Peace Prize winner. *Esquire* magazine has named Chopra one of the top ten motivational speakers. In the distinguished company of President Nelson Mandela, Congresswoman Barbara Jordan, Tom Peters and Garrison Keillor, Toastmasters International awarded him highest honors for communication excellence and leadership, as one of the five outstanding speakers of 1995. He was also recipient of the Golden Gavel Award in 1997. Dr. Chopra was awarded the Medal of the Presidency of the Italian Republic by the Pio Manzu Centre, chaired by Mikhail Gorbachev.

Former chief of staff at the Boston Regional Medical Center, Dr. Chopra has taught at Tufts University and Boston University Schools of Medicine

and established a successful endocrinology practice in Boston. In 1992, he served on the National Institutes of Health Ad Hoc Panel on Alternative Medicine.

In 1995, Dr. Chopra established The Chopra Center for Well Being in La Jolla, California, where he serves as educational director. The Center offers a wide variety of individual and group programs in mind/body medicine and personal development, integrating the best of western medicine and natural healing traditions to provide a fresh approach to modern health needs.

Chopra's techniques emphasize meditation, a balanced lifestyle, health-promoting foods and herbs, rejuvenating body therapies, and personal empowerment to promote longevity and maximize potential and success, while increasing personal balance, happiness and fulfillment.

Dr. Chopra sees the application of mind/body techniques as the cornerstone for a future of greater self-reliance and self-awareness. In his view, this enlightened self-knowledge will be embraced as the most valuable personal and societal asset for our rapidly evolving, ever-challenging world.

Cathy Hughes

"I still feel that my function in life, my goal, is not to acquire radio stations, but to create job opportunities for broadcasters of color," Hughes recently told Gavin's Quincy McCoy.



"When I see the number of individuals who have excelled because of our emphasis on staff development, and the number of people who work for us that make six-figure salaries, that's where I get my joy. It's not the number of stations I own, it's the number of jobs I provide for the African American community."

Hughes' company, Radio One Inc., is the largest black-owned broadcast operation in America. Since acquiring WOL/AM-Washington, D.C. in 1980, Hughes has grown the company by leaps and bounds, most recently purchasing powerful stations in Philadelphia, Washington, D.C., Atlanta, Detroit, and San Francisco. These outlets should only enhance Radio One's reach, which had

already more than doubled since 1996.

Not bad for a woman who, just a few years ago, had to resort to selling her house and sleeping at her only station (WOL/AM) just to make ends meet.

"Information Is Power" is more than a catch phrase for Hughes. As a minority business owner, Hughes understands the need for support from the community to maintain a successful business. Advising her listeners on financial gains, Hughes is a walking, talking advocate of African American entrepreneurship and Buying Black.

Undoubtedly, there is more to come from Cathy Hughes, a true media entrepreneur and role model for people pursuing ownership of their own businesses.

SALLY'S CRAB CAKES

- 6 ozs. *mayonnaise*
- 1 1/2 oz. *lemon juice*
- 2 *eggs*
- 2 tsp. *dijon mustard*
- 1 oz. *old bay*
- 1 tsp. *worcestershire*
- 2 tblsp. *chopped parsley*
- 1 lb. *picked lump crab*
- 3.2 ozs. *white bread crumbs*

Mix mayonnaise, lemon juice, eggs, dijon mustard, old bay, worcestershire, and parsley. Add crab meat and mix gently. Add bread last, adding only enough to bind the mixture together. Form the mixture into balls about 3 oz. each, then flatten into cakes. Grill on medium high grill until golden brown on both sides. If griddle is not available sauté in a non-stick pan. Makes 4 to 5 crab cakes.



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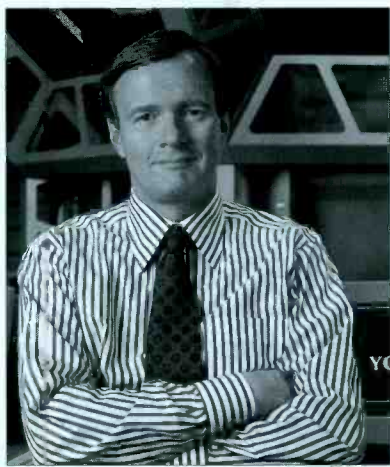
**RESERVATIONS SUGGESTED
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SEAFOOD ON THE WATER

Bill Moyes

Bill is the President of Moyes Research Associates, a company he founded in 1996 and which now serves 25 of the nation's leading radio stations. He is perhaps best known as the founder of The Research Group in Seattle, Washington, and was its Chairman until departing in 1996 to start his new company.



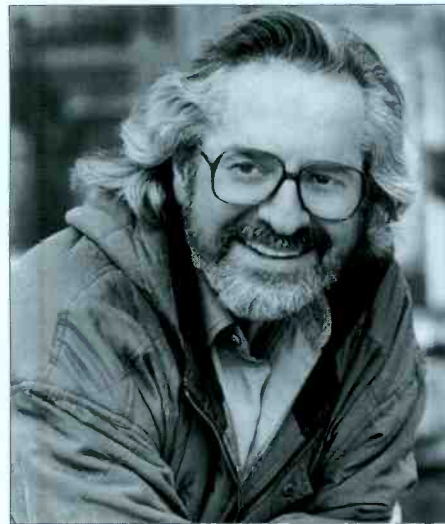
Bill is regarded by most in the radio industry as the dean of strategically-oriented radio research in America, having introduced such innovations as perceptual and branding studies, auditorium music testing, and the application of wearfare strategy to planning programming and marketing direction for stations—all of which were

new when he first proposed them but which are now widely used at many radio stations today. He was also one of the founding partners of the Transtar Radio Network.

A graduate of Dartmouth College for his undergraduate work, Bill also holds an MBA from Dartmouth's Tuck School of Business, where he graduated as an Edward Tuck Scholar. With his longtime business partner C.T. Robinson, he has owned over 35 radio stations in 16 states.

Phil Ramone

N2K's Phil Ramone's world of music production is as diverse as it gets. From Classical to Jazz to Rock, Ramone has helmed talent the likes of



Barbra Streisand, Billy Joel, Paul Simon, Simon and Garfunkel, Frank Sinatra, Gloria Estefan, and many more. Besides music, Ramone is a fountain of information regarding sound and Internet technology information. On the GAVIN Global Soundstage, we'll explore those applications at radio and music downloading. Three live musical guests and their bands—Candy Dulfer, Jonathan Butler, and Swamp Boogie Queen—come from three corners of the world.

Ramone and the bands will also field questions over the Internet.

Ramone has a knack for being in the studio each time a new technology takes hold, whether it be the stereo LP, multi track recording, CD, fibre optical phone line studio recording, or DVD. Also when landmark recordings like Stan Getz's bossa nova classic *Giberto/Getz* or Bob Dylan's *Blood on the Tracks* albums were being recorded, Ramone was there rolling the tapes.

The GAVIN Global Soundstage will represent a unique convention experience, reversing the intimacy by allowing the performers to play in the round. In addition, this session will be broadcast live over the Internet, so our Thursday, 3:30 p.m. start time will be extremely sharp.

Stef Woods

Gavin Rocks' Unnecessary Evil: Chart Exploitation

Woods is the current Metal Director for KCSU in Fort Collins, Colorado. Her town was hit by a terrible storm this past summer, wiping out half of the campus including her radio station. Showing her loyalty to KCSU, Stef and a team of others helped rebuild the station.

The Tink

Gavin Rocks' Unnecessary Evil: Chart Exploitation

A mammoth of a man in stature alone, WVUD's Metal Director is more than just that. The Tink not only has a full-time job as an engineer for Boeing, but he also has an extremely popular video show called Vid-Dreams and has been known to contribute to zines. The Tink lives, breathes, thinks, eats, and makes metal, 25 hours a day.

Sean McKnight

Gavin Rocks' Unnecessary Evil: Chart Exploitation

Some may say that growing up in Dutch Pennsylvania could never spawn a passionate metal head. But Sean McKnight, Director of Radio Promotions for Nuclear Blast America, would argue that point. Sean found his way into the metal world via the Relapse mail order catalog, which he discovered was located near his home. He eventually handled radio and video for Relapse before moving into his current position.

Chainsaw

Gavin Rocks' Unnecessary Evil: Chart Exploitation

Being the Director of Radio promotions and Mayhem/Fierce Records has been a long and grueling road for Chainsaw. Before his time at the forefront of his own label, Chainsaw spent several semesters as the Metal Director for WZMB in Greenville, N.C. Chainsaw's real name is Kevin, and he is originally from Canada

Joey Severance

Gavin Rocks' Unnecessary Evil: Chart Exploitation

Joey Severance is the current Radio Promotions Director for Metal Blade, a position he's held since mid-'97. He's also still on the air for WELH in Providence, R.I. Joey is a long-standing figure in the music industry, originally entering as the lead vocalist for both Severance and Gothic Slam.

Jim Guerinot

College Career Day

Jim Guerinot runs Time Bomb Recordings and Rebel Waltz management from his offices in Laguna Beach, Calif. Established in 1995, Time Bomb is a joint venture with Arista/BMG. Prior to Time Bomb's inception, Guerinot was the GM/Senior VP of Marketing at A&M Records. While there, he supervised the Marketing, Promotion, Sales, Publicity, and Creative Services departments—great training for running his own show. Before A&M, Jim spent time as an artist manager, booking agent, college promoter, and talent buyer.

MAKE *ELUSION* YOUR REALITY

REALITY – The new single from **ELUSION**'s debut album **THINK ABOUT IT!!!!** coming this March.

Reality: the quality or state of being actual or true; the totality of all existing things
 —Webster's II-New Riverside Edition



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 WJMH-Greensboro WJMZ-Greenville WQJK-Raleigh WZAK-Cleveland WDKX-Rochester

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Roland West

College Career Day

Roland West is Assistant Program Director and midday jock at (LIVE 105) 105.3/FM-San Francisco. He began his career at the California State University at Chico campus, then moved to afternoon drive and Music Director at KNAC in Long Beach. Before making the transition to LIVE 105, he honed his skills in "alternative rock personality" radio at KROQ.

Andrew Ellis

College Career Day

"It's difficult to pinpoint exactly where it all went wrong, but my best guess would be working as crew chief and stage manager at the Ritz. Two of my favorite moments at the Ritz were being called a firm by Robert Smith and hanging with Hunter S. Thompson during his election night fiasco. Since those dizzying days, I have interned for *Sunday Night* (Lorne Michaels' ill-fated variety show), Elektra Records, and WNEW/FM. From miserable slave labor, I moved on to booking for the Grand, Manhattan Center, and Continental. During that time I also was doing product placement for Fila, and eventually left to work for Converse, where I have been for the last six years."

Mark Trombino

College Career Day

Former Drive Like Jehu member Mark Trombino may have left the performance life behind, but he's remained knee-deep in the world of music. Now considered one of San Diego's underrated production wizzes, he's manned the tables on recordings by Blink 182, No Knife, Fluff, the Meat Puppets, Rocket From the Crypt, and many others.

John Martin

Getting the Most Out of Your Music Test

John Martin has been President of Critical Mass Media since 1991. Critical Mass provides music research, perceptual studies, and direct marketing to many of the top radio stations in the country, including the number one station in nine of the top eleven markets.

Prior to that, Martin was VP/GM of KHYI/FM (Y95) in Dallas for Evergreen

Media. He was with CBS Radio Networks for five years as VP of Affiliate Relations in New York, and as Midwest Sales Manager in Chicago. Prior to CBS, Martin's extensive Chicago radio experience included GSM at WUSN/FM (US99), Sales Manager at WFYR, and Account Executive for RKO Radio Sales and WLS AM/FM.

Amy Vokes

Getting the Most Out of Your Music Test

VP Sales and Client Services for Strategic Media Research, Amy has established a strong reputation within the radio industry as an innovative and strategic thinker with the proven ability to deliver consistently high-quality analysis. She has thorough knowledge of the entire research process, including questionnaire design, project coordination, analysis, and consulting. Prior to joining the company, Amy held market research positions with A.C. Nielsen and Heakin Research.



Frank Cody

Getting the Most Out of Your Music Test

Cody is CEO of Princeton-based Broadcast Architecture. For the past seven years, Cody's team of researchers and consultants have contributed to the ratings and revenue improvements for numerous clients worldwide.



Broadcast Architecture has served a variety of radio formats, including Top 40, A/C, Smooth Jazz, AOR, classic rock, oldies, News/Talk, as well as European and Asian broadcasters and VH1.

Tom Kelly

Getting the Most Out of Your Music Test

Kelly is a 23-year veteran of radio programming and music research. He started his career as a disc jockey, worked as a program director and Group PD for Holt Communications in the early '80s. For seven years, Tom brought new

innovations to client station he consulted at VP of Programming for Harris Communications, and in 1991, turned all his attention to music research and formed Kelly Research. His mission statement is simple: "Excellent information, excellent service, excellent value."

Curtiss Johnson

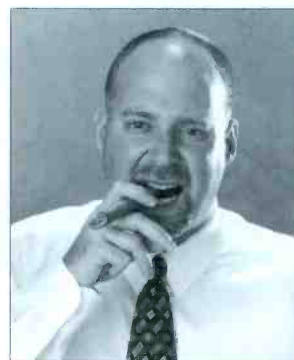
Active/Alternative Crossfire

Curtiss Johnson is Station Manager of Sacramento's Active Rock station KRXQ. Before becoming the KRXQ's Program Director in 1995, he resided in Phoenix, where he served as Program Director of KUPD for ten years, during which time the station never dropped below number one for adults 18-34. Johnson was also an on-air personality on Sacramento's KZAP and KPRI in San Diego.

Dave Richards

Active/Alternative Crossfire

Currently Program Director in Tucson's KRQ, Tim Richards got his start in radio as an intern and disc jockey at B96 in Chicago with Dave Shakes and Todd Cavanah in 1990. He has also worked as Assistant Program Director and Music Director in Denver at KIMN, and WBMX in Boston.



Dave Douglas

Active/Alternative Crossfire

Dave's radio career began in 1979, and early stints include KEZE-Spokane and KGB-San Diego. He sharpened his programming skills during a 7-year stretch at KISW-Seattle, where he was APD. After an 18-month tour of duty as PD of KIBZ/KKNB-Lincoln, Nebraska, he took over the programming reins at WAAF-Boston in the spring of '95.

Higher Octave Music

Smoothin' & Groovin' in 98!



Brian Hughes

"One 2 One"

#1 Most Added/#1 Chartbound Gavin SJ&V

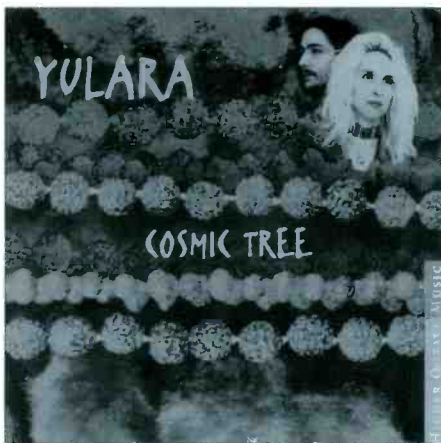
#1 Most Added Tracks/Albums R&R NAC

"Canadian guitarist Brian Hughes is this week's Most Added by a prairie mile, with 30 stations out-of-the-box." Gavin

Promotion: Peer Pressure/Roger Lifeset (818) 991-7668



HIGHER
OCTAVE
J A Z Z



Yulara

"Rain on Fire" from the CD Cosmic Tree

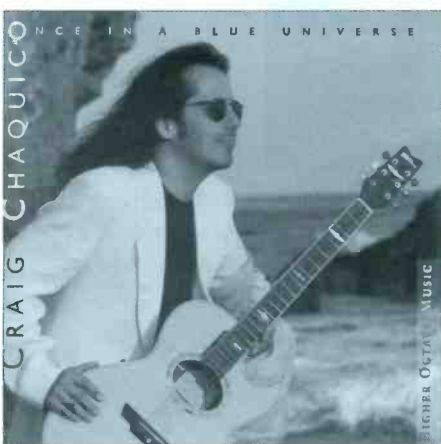
#2 Most Added Gavin SJ&V

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"Once in a Blue Universe"

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Promotion: Peer Pressure/Roger Lifeset (818) 991-7668

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Bryan Savage

Higher Octave Jazz recording artist Bryan Savage appearing live Thursday Feb. 5th 12:30 p.m. at Gavin's Smooth Jazz & Jazz Whenjagitin gala soiree.



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Higher Octave Music/Contact: Jo Ann Klass
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(310) 589-1515 Fax# (310) 589-1525

J.J. Jeffries

Active/Alternative Crossfire

J.J. entered the radio biz as a lowly intern at KJJO-Minneapolis, but worked his way up to MD of the station. After holding down an air-shift at KQRS-St. Paul, he moved to WHMH-St. Cloud as PD. Tired of the snow, the next move was to KCLB-Palm Springs as OM/PD. He is currently PD of KUPD-Phoenix.

Dave Koz

Gavin Jazz and Smooth Jazz Awards

Dave Koz and his independent spirit has consistently taken him "off the beaten path," which is coincidentally the name of Dave's most recent album and Smooth Jazz #1. Dave first picked up the saxophone in junior high, and upon graduation from UCLA played his first pro gig with Bobby Caldwell. As a session man, Koz appeared on recordings by U2, Celine Dion, Stevie Nicks, Julio Iglesias, Vanessa Williams, and Stevie Nicks. At the urging of Caldwell and Jeff Lorber, the Koz-man went solo in 1990. By 1993, he had sold more than 650,000 CDs, launching a 132-date tour, opening for the likes of Kenny Loggins and Michael Bolton. Koz's "Faces of the Heart" became the first new theme song for ABC's General Hospital in 30 years. By 1995 Koz was hosting his own syndicated radio show, *Personal Notes*, interviewing musicians like Al Jarreau, Anita Baker, Luther Vandross, David Sanborn, and George Benson along with jazz fans like Billy Crystal, Danny Glover, Bill Cosby, and Jerry Seinfeld.

Allen Kepler

Smooth Jazz Format Meeting

Allen Kepler is currently VP of Programming for Broadcast Architecture, a prestigious music research and consulting firm out of Princeton, New Jersey. Few industry insiders have as much hands-on experience and grounded insight on the exploding Smooth Jazz radio format as does Kepler. Allen is best known among his peers for being equally knowledgeable, opinionated, and enthusiastic for the music as he is for the programming side of Smooth Jazz.



Steve Williams

Smooth Jazz Format Meeting

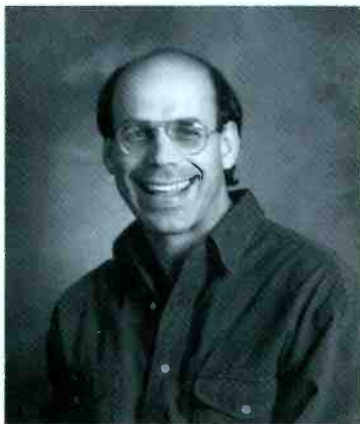
Quite simply, Steve Williams is one of the most charismatic programmers in the country. As Program Director of WQCD (CD101.9), Williams joins an elite group of PDs in competing in the volatile Manhattan radio market. Steve is several formats deep in radio experience, and first found industry prominence as Music Director of WJZZ, the former jazz outlet in Detroit. After short stays in Ann Arbor and Washington D.C., Williams landed in the Big Apple doing music for WQCD. Last year he was promoted to Program Director, and was nominated this year for a GAVIN Smooth Jazz PD of the Year Award after one year at the helm.



Dore Stein

The "Professionalization" of Non-Commercial Radio

One of the most creative and versatile programmers in radio, Dore Stein is an advocate for "genre-bending" radio. He produces and hosts the long running *Tangents* program on NPR affiliate KAWL in the San Francisco Bay Area, exploring the bridges connecting various styles of music, such as world and roots music, and jazz hybrids. Stein's unusual background bridges commercial and non-commercial radio, dating back to commercial free-form rock radio at legendary WQBK in Albany, New York. He went on to KCSM, the Bay Area's jazz outlet, and returned to commercial radio as Music Director at KKSF (smooth jazz) where he was a five time GAVIN Award nominee.



Steve Hegwood

Superserving the African American Market/Programming Your Cluster

Steve Hegwood currently serves as VP of Programming for Radio One, Inc. and Program Director of WKYS-Washington D.C. Radio One, Inc. owns stations in Washington, D.C., Baltimore, Atlanta, Philadelphia, Detroit, and San Francisco.

A native of Milwaukee, Wisconsin, where he began his career at WNOV, Steve hosted the 6-10 p.m. shift on WLUM while attending the University of Wisconsin, Milwaukee. Steve's programming career includes WNOV and WLUM-Milwaukee, KHYS-Beaumont/Houston, WJLB-Detroit, WKYS-Washington, D.C., and WHTA-Atlanta.

Steve Rivers

Programming Your Cluster

Steve Rivers is Vice President of Programming for Evergreen Media Corporation, now Chancellor Media Corp. which includes a network of more than 100 radio stations. A twenty-five year veteran of the radio industry, Rivers was formerly Vice President of Programming for WXKS/FM/AM, which evolved to his role as Chief Programming Officer of Pyramid Communications Boston, and then his current position.



Arturo Gomez

Jazz Jukebox Jury

Arturo Gomez originally hails from Southern California, but currently oversees jazz music at WDNA, the jazz/public radio powerhouse station in Miami. Gomez is well rounded in all sorts of modern music, including jazz, of course, since he's co-hosting the GAVIN Jazz Jukebox Jury. But he's also well-versed in Hip-Hop and Latin sounds. Under Gomez's tutelage, WDNA has been twice nominated for GAVIN Jazz Station of the Year honors in 1996 and 1997.

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Tony Sisti

Jazz Jukebox Jury

When GAVIN started its jazz airplay coverage ten years ago, San Diego air personality and Program Director Tony Sisti signed on as a charter member GAVIN reporter with KSDS. Sisti is still affiliated with KSDS and with the Seminar based in San Diego, Tony as co-host of Friday's Jazz Jukebox Jury, puts a local spin on the session. Sisti was nominated for GAVIN Jazz Radio Person of the Year honors in 1996 and 1997. KSDS was nominated for GAVIN Jazz Station of the Year in 1992 and 1996.

Bill Smith

Re-issues at College Radio

As National Manager of Promotion for Rhino Records, Bill Smith is responsible for planning and executing promotional campaigns for Rhino releases to commercial formats. During his reign as Manager of College Radio for Rhino, he revived Rhino's college radio program, earning him a nomination as College Rep of the Year in the 1995 GAVIN Awards.



Carolyn Wolfe

Re-issues at College Radio

Carolyn Wolfe joined Atlantic Records in 1994 as the National Manager of College Promotion. She was previously Manager of National Promotion at TVT Records, and handled alternative radio and club promotion at Roadrunner Records from 1991-1993. She is a graduate of the University of Vermont, and was the Music Director at WRUV.

Julie Muncey

Re-issues at College Radio

Muncey joined Warner Bros in July of 1995 as National Manager of College Promotion. Prior to that, she worked at WEA Distribution in Chicago for two years as assistant to the branch manager. She entered the industry as a three-year intern for Virgin Records. She's a Scorpio and her favorite ice cream is chocolate.

Mike Henry

The Truth About Phantom Cume

Mike Henry is a founding—and now Managing—Partner of Paragon Research, a Denver-based firm specializing in programming and marketing research for the radio industry. Prior to Paragon, he was Marketing Director for Surrey Research, spent two years on the local sales staff of WSB AM/FM-Atlanta, put in time as sales rep and sports reporter for Wave 97-Savannah, was GM of WUOG/FM-Athens for two years, and served as air talent for WREC/AM, WAGQ/FM, and WUOG.

Don Benson

Top 40 Roundtable

As Corporate Vice President of Operations/Programming for the radio division of Jefferson-Pilot Communications Company, Don Benson oversees the operations and programming for the company's 17 radio stations. A 20-year broadcast veteran, Benson is a former operations manager of WQXI AM/FM, which is now Jefferson-Pilot's STAR 94. During Benson's 11-year stint there, the station became one of the nation's major ratings and billing successes. Benson served as Vice President of operations at KIIS/FM-Los Angeles, where he hired Rick Dees for mornings and changed the format from dance to Top 40. While Corporate Vice President of Programming for Western Cities Broadcasting's seven station group, Benson launched KZZP, which became the contemporary market leader in Phoenix.



Dan Kieley

Top 40 Roundtable

Covering a 20-year span, Dan has successfully programmed such legendary stations as KDWB-Minneapolis, Omaha's Sweet 98, and KDWZ-Des Moines. During this time, he also served as Group PD for Ingstad Broadcasting. In his short tenure at KIIS/FM-Los Angeles, he has already taken the station to its highest ratings position in three years.

Tom Poleman

Top 40 Roundtable

Tom Poleman is currently Program Director of Z100 in New York, where he has returned the station to its Top 40 roots and boosted the ratings considerably. He got his start in radio as disc jockey and Program Director at Cornell University's WVBR, after which he moved on to become disc jockey, Assistant Program Director, and Music Director at KC101 in New Haven, Connecticut. He has also worked as Program Director and disc jockey in Houston at KRBE.



Tim Richards

Top 40 Roundtable

Currently Program Director in Tucson's KRQ, Tim Richards got his start in radio as an intern and disc jockey at B96 in Chicago with Dave Shakes and Todd Cavanah in 1990. He has also worked as Assistant Program Director and Music Director in Denver at KIMN, and WBMX in Boston.



Ray Gmeiner

Active Rock Jukebox Jury

Gmeiner joined Virgin Records as Senior VP of Promotion after 2 1/2 years with Zoo Entertainment. In his new post, Gmeiner oversees Virgin's entire rock department, coordinating field staff efforts and orchestrating campaigns encompassing A3, heritage, Active, and album rock radio promotion.



Jo Robinson

Active Rock Jukebox Jury

After a ten-year tour of duty as APD/MD and midday hostess at WLVQ-Columbus, Ohio, Jo signed on with Rock 103.5. Since 1994, she has continued in all three jobs, as well as overseeing all music research, jock and music scheduling for the station. She works hand-in-hand with Dave Richards to select and program the music and the station's sound. She has also interviewed Metallica, Aerosmith, Sammy Hagar, Rush, AC/DC, Ozzy Osbourne, and many others for syndicated shows like *Rockline* and *The Album Network Presents*. She's won many industry awards and can do a cool-but-scary devil voice thing.

J.J. Jeffries

Active Rock Jukebox Jury

J.J. entered the radio biz as a lowly intern at KJJO-Minneapolis, but worked his way up to MD of the station. After holding down an air-shift at KQRS-St. Paul, he moved to WHMH-St. Cloud as PD. Tired of the snow, the next move was to KCLB-Palm Springs as OM/PD. He is currently PD of KUPD-Phoenix.

Shanon Leder

Active Rock Jukebox Jury

Leder grew up, got her first start in radio, and continues to live in San Diego. She came to KIOZ-San Diego in 1990 and has worked every air shift ever invented and has been the music director for two years.

Patrick Blake

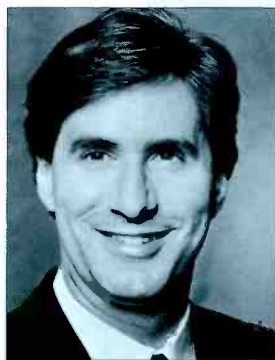
Branding Your Station on the Internet

JAMtv President Patrick Blake comes from an equity trading background, and he's used this knowledge to invest in the growing Internet marketplace. JAMtv has assembled the world's largest aggregation of music programming, content, and information, and distributes this programming through their Internet brands, which include JAMtv Radio network (jamtv.com) and the Rolling Stone Network (rollingstone.com). The JAMtv Radio Network has over 100 radio station affiliates in the top 50 markets.

Jack Silver

Anatomy of a Killer Morning Show

Silver's radio background is long and distinguished, including programming, on-air, and production stints at KMEL and KFRC-San Francisco, KIIS/FM-Los Angeles, WLUP/AM-Chicago, and KKBH/FM and KGB/FM-San



Diego. He's currently PD of FM Talk station KLSX-Los Angeles, but Silver is today best known as a coach for some of the top morning shows in the country. As President of Morning Shows, Inc., Silver serves as a "personal trainer," beefing up air talent and whipping presentation into shape.

Karen Lightfoot

Anatomy of a Killer Morning Show

Currently Executive Producer of KMEL-San Francisco's *Sway & the Breakfast Club*. Lightfoot was also an early producer of Doug Banks' highly-rated morning show for WGCI-Chicago.

Michael Fischer

Smooth Jazz Jukebox Jury

This is the third year in a row that Michael Fischer has been called on to host the Smooth Jazz Jukebox Jury and choose music for the event. Last year Fischer grabbed GAVIN Smooth Jazz PD of the Year honors after his first year with KOAI in Dallas. Prior to the Oasis, he served at a programming/syndication post with SW Networks, and before that, was Music Director at WNUA-Chicago.

"Shotgun" Tom Kelly

Legends of the Airwaves

For nearly three decades, "Shotgun" Tom Kelly was known as one of San Diego's most beloved air personalities. He now works the afternoon drive slot at Oldies Radio K-Earth 101/FM-Los Angeles.



Kelly has also received two Emmy Awards for his work as host of two children's television shows, *Words-A-Poppin'* and *Kids Club*.

Bobby Rich

Legends of the Airwaves

Bobby Rich's first experience as a disc jockey occurred at age 15 in his home state of Washington. A few years later, he went on to become a Program Director in Davenport, Iowa.



Rich is known for developing the Hot A/C format at KFMB/FM-San Diego, where he served as Vice President/General Manager and morning show anchor during the mid to late '80s. He has also held posts in Los Angeles at KHJ and KHTZ, and WXLO in New York. Rich has since turned his focus to mainstream A/C at KMXZ in Tucson.

Charlie Tuna

Legends of the Airwaves

Charlie Tuna has worked as morning drive personality for more stations and formats than anyone in Los Angeles radio history: Top 40, A/C, Hot A/C, oldies, talk, sports talk, and for the past three years, country at KIK-FM 94.3.

As a GAVIN "Legends of the Airwaves" pan-

elist, Tuna draws on his experience as part of the legendary KHJ Boss Jock lineup in the late '60s, beginning at KROQ in 1972 and serving as Program Director and morning DJ for KIIS/AM and FM in the mid-'70s.

Tuna has been heard around the world daily on the Armed Forces Radio Network for the past 25 years, and currently hosts three internationally syndicated TV shows.

Helen Little

Women of the Radio and Music Landzcape

Helen Little has made huge strides in her fifteen years in the music industry. As Operations Manager at Philadelphia's WUSL/FM (POWER 99), Little is the first known African American woman in the country to hold this title at a radio station.



Beginning her career as a disc jockey at WCHL/AM-Chapel Hill at the University of North Carolina, Little went on to become Assistant Program Director at KJMZ/FM-Dallas before going to New York as a midday personality and Music Director. Little is founder of "Women on the Air" (WOTA), an organization now part of American Women in Radio and Television, providing women with networking and communication opportunities with fellow broadcast mentors.

Becky Brenner

Women of the Radio and Music Landzcape

Becky Brenner is General Program Manager for American Radio Systems in Seattle, which includes country stations KMPS/FM, KYCW/FM, as well as KZOK/FM and KISS 106. Brenner also serves as program director of KYCW/FM.

Her 20 years of broadcasting experience includes 13 years in various programming positions for EZ Communications/American Radio Systems in Seattle, plus three years as Vice President/Programming and Country Consultant for Broadcast Programming and the BP



Consultant Group. She also has five years of experience doing afternoon drive, radio news, promotions, and production for the Value Radio Corporation (Midwest Family) in Oshkosh, Wisconsin.

Bruce Warren

A3 On the GRIDdle

You can tell a lot about a Music Director like Bruce Warren from his favorite records of 1997. They include Radiohead, Beth Orton, Jeb Loy Nichols, Jonatha Brooke, Bob Dylan, Cornershop, Belle and Sebastian, and Hanson. And it's a safe bet that a majority of those artists have appeared on WXPN and World Cafe in Philadelphia, where Bruce acts as Music Director and producer. He's also a multiple GAVIN Award winner. This is Bruce's third stint selecting GRIDdle music to be evaluated by a panel of experts. Expect lots of new, unheard groovy stuff.

Gary Vercelli

Jazz Format Meeting

Gary Vercelli is a jazz programming pioneer, most predominantly with KXJZ in Sacramento. An inveterate jazz authority, Gary has authored CD liner notes and has written articles on a wide range of topics concerning jazz. Both Gary and KXJZ have won multiple GAVIN jazz awards for excellence in programming.

GAVIN

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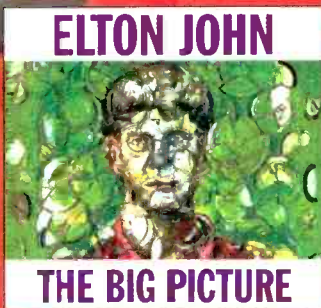
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THE BIG PICTURE



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