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**Kenny Chesney**

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# IN Charge

April 2004 • Volume 24 No. 4

## On the Cover

### Kenny Chesney

**Current Single & Video:** "When The Sun Goes Down"

**Current Producer(s):** Buddy Cannon, Kenny Chesney

**Hometown:** Luttrell, Tenn.

**Management:** I.M.S. (Clint Higham)

**Booking:** I.M.S. (Clint Higham)

**Recent Hits:** "There Goes My Life," "No Shoes, No Shirt No Problem," "Good Stuff," "Young," "Big Star," "Lotta Things Different"

**Awards:** ACM Top Male Vocalist 2003, Single of The Year for "The Good Stuff"

**RIAA Certs to date:** 3x Platinum—*Greatest Hits; No Shoes, No Shirt, No Problems*; 2x Platinum—*Everywhere We Go, When The Sun Goes Down*; Platinum—*I Will Stand; Gold—All I Want For Christmas Is A Real Good Tan, Me And You, All I Need To Know*

**Special TV/Film Appearances:** *A&E Life By Request*

**Birthdate:** March 26

**Outside Interests:** Sailing, football, marlin fishing, working out, the islands and his tan

**Musical Influences:** Keith Whitley, George Jones, Conway Twitty, Jimmy Buffett, Tom Petty, John Mellencamp

**Favorite Record(s):** Jet—*Get Born*; Fountains of Wayne—*Welcome Interstate Managers*; Hayseed Dixie—*Hillbilly Tribute To Mountain Love*

**Interesting Facts:** Just broke the attendance record at the Houston Rodeo & Livestock Show. *When The Sun Goes Down* was certified double platinum in 30 days. "There Goes My Life" was No. 1 for 7 weeks and his latest single "When The Sun Goes Down" went No. 1 in 9 weeks. He was the No. 3 ticket seller for 2003 behind Bruce Springsteen and the Dave Matthews Band.

It took some time—years on the road building his audience one fan at a time, but Kenny Chesney is now a superstar. Need proof? Look no further than his latest album, *When The Sun Goes Down*. It debuted at No. 1 on the *Billboard* 200 Albums chart and was certified double platinum in a mere month.

Chesney's success can be attributed to hard work, persistence, great song selection and more.

But it's his ability to connect with an audience that has made him one of country music's hottest commodities.

"My audience is smart," says Chesney. "They're real people who lead whole lives. They want to party on the weekend, feel free, but also feel that deep love, raise a family. I know that, because I know them, because I am them ultimately."



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As we power into the 16th edition of *In Charge*, it is clear that experience counts. In many cases, we are seeing talented professionals, who have suffered the slings and arrows of corporate downsizing, reinvent themselves. Their titles may have changed, but their ability to make a difference in the entertainment industry continues, and that of course is what this guide is all about.

*In Charge* should not be confused with some kind of social register, it strives to present and profile the most influential figures in the Nashville-based entertainment industry; people who buy or sell significant quantities of goods and services and those who are crucial in building entertainment careers for others.

As always, we try to approach this subjective task in an objective manner, and welcome your suggestions for next year's book. Because this tome attempts to chronicle those dynamic individuals redefining a constantly changing industry, our challenge is to search out the team members behind successful careers and those whose efforts result in meaningful industry contributions. It is a difficult and imperfect task—but a labor of love. Regardless, the annual contents of *In Charge* contain a wealth of information about Nashville's music industry and, when looked at as a series, highlight the faces and personalities of those whose combined achievements are reshaping the destiny of our city's renowned music machine.

This year's Gallery of Decision Makers numbers 381, dropping from last year's 398 and the previous year's total of 428 entries. Readers are encouraged to consult the Professional Categories, Company Affiliation and Label Staff appendices in the back of the book. *Music Row* and *RowFax* subscribers also have online access to the *In Charge* information (and more) in the Directory area at [www.MusicRow.com](http://www.MusicRow.com).

In closing, I would like to credit our readers and advertisers without whose support this publication would not exist. Also special recognition to an outstanding staff that leaped tall buildings in the quest to create this edition—John Hood, Senior Writer/Chart Director; Christie King Art Director/Production Manager; and Eileen Littlefield, Receptionist/Administrative Assistant.

Truely,

David M. Ross

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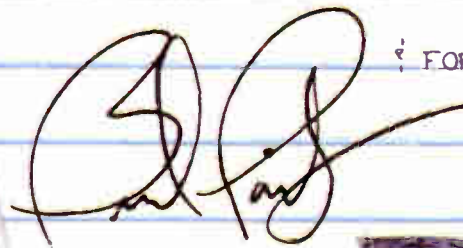
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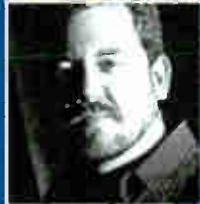
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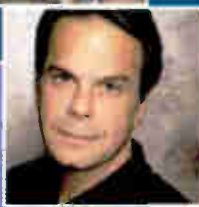
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 Blackstock heads the multi-purpose Starstruck organization and manages Reba McEntire. • CMA, NSAI, ACM, NARAS



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 Owns and operates 12-year-old full service multi-media company involved in television, radio, print, Internet and international concert promotion. Producer/host of *Billy Block's Western Beat Roots Revival Concert Series*, nationally-syndicated *Western Beat Radio Show*, *Western Beat with Billy Block* TV series and hosted Farm Aid 2000. Publishes *Western Beat Monthly*, a roots music guide that highlights the artists on his show. Operates Western Beat Records, Western Beat Music Publishing. Block, a professional drummer for 30 years, appeared on A&E's Fourth of July live telecast with Al Green, Lee Ann Womack and the Nashville Symphony. He also tours and records with Artemis Records soul singer Ellis Hooks. Westernbeat.com has surpassed the million-page mark. • SAG, NARAS, AFM, CMA, ACM, AMA, Leadership Music • Family, golf, reading, yoga



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This media relations company's clients include Equity Music Group and its roster, Jennifer Hanson, Mark Nesler, Southern Signal Entertainment and Reba McEntire. Previously VP of Publicity at MCA Nashville and spent 12 years as Starstruck Entertainment's VP Media Relations. • NARAS, ACM, CMA, Leadership Music • Advisory Board for First Book, gardening, painting, landscaping



**Woody Bomar**  
**Senior VP/GM Creative Services,  
 Sony/ATV Tree**  
 8 Music Sq. W.  
 Nashville, TN 37203  
**615-726-8300**  
 Fax: 615-244-6387

Bomar has managed Sony/ATV Tree's creative department since his company, Little Big Town, was acquired by the publishing giant in 1998. • Board—Copyright Society of the South; Member—CMA, NSAI, NARAS, ASCAP, CCMA, AMA, Leadership Music • Bicycling, reading, collecting vintage Hofner instruments



**Mike Borchetta**  
**President,  
 Lofton Creek Records**  
 209 10th Ave. S., #516  
 Nashville, TN 37203  
**615-726-0099**  
 Fax: 615-726-0096

mikeborchetta@loftoncreekrecords.com  
 www.loftoncreekrecords.com  
 Runs label. Music Industry vet instrumental in breaking careers for Glen Campbell, Tim McGraw, the Beach Boys and others. Has worked at RCA, Capitol and Curb in his 45-year music business career. • ACM, CMA, BMI • Baseball, hockey, football, car and horse racing, horseback riding



**Scott Borchetta**  
**Senior Executive Promotion  
 & Artist Development,  
 DreamWorks Nashville**  
 1516 16th Ave. S.  
 Nashville, TN 37212  
**615-463-4600**

Fax: 615-463-4651  
 sborchetta@dreamworksrecords.com  
 www.dreamworksrecords.com  
 Leads promotion and artist development for all DreamWorks acts. Been with label six years. • Leadership Music, CMA, ACM • Auto racing, snow skiing

**Gary Borman**  
**Owner, Borman Entertainment**  
 1250 6th St., Ste. 401, Santa Monica, CA 90401  
**310-656-3150** Fax: 310-656-3160  
 bormanent@aol.com

LA-based Borman Entertainment has been in operation for 28 years. Personal manager for Faith Hill, Lonestar, James Taylor, Keith Urban, Jimmy Wayne and Katrina Elam. • Board—CMA; Member—ACM, CMA, NARAS

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 Appendices page 54-60





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**Mike Borne**

**Owner,**  
**Allstar Audio Systems, Inc.**  
602 Swan Drive  
Smyrna, TN 37167  
**615-220-0260**  
Fax: 615-220-0360

mike@allstaraudio.com • www.allstaraudio.com  
Borne has spent 30 years in the music business and 20 years with Allstar. Provides all types of production services including sound, lighting, staging and generators for corporate and concert special events around the nation. Corporate offices are in a new 24,000 sq. ft. facility in Smyrna. Recently opened a second office in Melbourne, Fla. Recent clients include TBA Entertainment, Clear Channel, Darryl Worley and the Memphis in May music festival. • CMA, AES, NSCA, LDI • Spending time with family and friends, barbecuing, boating, fishing, travel



**Jama Bowen**

**VP, Press, CMT**  
330 Commerce St.  
Nashville, TN  
**615-335-8405**  
Fax: 615-335-8615  
jama.bowen@cmt.com

www.cmt.com  
With company nine years, Heads publicity and press for CMT which reaches 75 million households. Responsible for developing CMT editorial coverage and network imaging throughout all news media—consumer and trade. Creates, implements and oversees all publicity initiatives for the network. Produces CMT celebrity Red Carpet events. Member of the CMT executive team. Represents CMT in MTV Networks Corporate Communications Group. • MTV Networks Diversity Council; Member—CMA, Leadership Music

**Jay Bowen**

**Senior Partner,**  
**Bowen Riley Warnock & Jacobson, Attorneys**  
1906 West End Ave., Nashville, TN 37203  
**615-320-3700** Fax: 615-320-3737

jbowen@bowenriley.com • www.bowenriley.com  
Practiced law since 1974 and founded current firm in 1995. Handles trial law and music business issues for clients including Warner Music, Sony Music, Curb Records, Universal Music, BMG Music and various artists. • Alumni Board—Montgomery Bell Academy; Member—Leadership Music • Golf, reading, travel



**Janet Bozeman**  
**Owner, Bozeman Media**  
127 Scenic Harpeth Dr  
Nashville, TN  
**615-952-3319**  
Fax: 615-952-2010  
bozemanmedia@comcast.net

Founded this publicity company almost four years ago after several major label stints. Handles TV, print and syndicated radio for clients such as CMT, Koch Records Nashville and comedian Brad Stine. • CMA, GMA • Animal Rescue

**Connie Bradley**

**Senior VP, ASCAP**  
2 Music Sq. W., Nashville, TN 37203  
**615-742-5000** Fax: 615-742-5020  
cbradley@ascap.com • www.ascap.com  
Climbed ASCAP ranks to the current position of



Senior VP. Outspoken advocate for creative rights. Main objective is to support the growing success of ASCAP's members and to sign new writers and publishers. Named CMA Board Chairman in 1989 and President in 1990.

• Board—CMA, NARAS, Country Music Foundation, St. Thomas Hospital Services Fund, W.O. Smith School, Alabama Hall of Fame, Georgia Hall of Fame, Tennessee Film Entertainment and Music Commission; Member—ACM, Copyright Society of the South, GMA, NARAS, SOURCE; Leadership Music alumni • Shopping, has a black belt



**Harold Bradley**  
**President, Nashville Association of Musicians/Local 257**  
11 Music Circle N.  
Nashville, TN 37203  
**615-244-9514**  
Fax: 615-259-9140

hbradley@afm.org  
A session musician for the past 59 years, Bradley holds the unofficial title of "Most Recorded Guitar Player in History." A member of the Musician's Union since 1941, he now handles all its presidential duties including that of being its Chief Business Agent. Past President, NARAS. Currently VP, AFM. • International VP—American Federation of Musicians, Trustee—AFM EP Fund; Member—CMA, NARAS • Tennis



**Mike Bradley**  
**Owner/Engineer, Sound Shop**  
1307 Division St.  
Nashville, TN 37203  
**615-244-4149**  
Fax: 615-242-8759  
loudmixer@aol.com

www.soundshopstudios.com  
With company 29 years. Awarded as Nashville's top engineer by *Music Row* 1995-1998. • NARAS



**Peggy Bradley**  
**President, Bradley Music Management, Inc.**  
1100 18th Ave. S.  
Nashville, TN 37212  
**615-320-3220**  
Fax: 615-320-3211

pbradpub@comcast.net  
Administrates and consults with numerous music publishing companies and artists. Negotiates rates for the use of music. • Copyright Society of the South, CMA, NARAS, SOURCE, Music Row Administrators • Oil painting, interior decorating



**Alan Brewer**  
**President/Owner,**  
**Brewman Music & Entertainment**  
56 Music Sq. W.  
Nashville, TN 37203  
**615-320-7555**  
Fax: 615-320-0007

alan\_brewer@BMEmusic.com  
www.BMEmusic.com  
Writers for this publishing company include Matt King, Steven Bliss and Tenna Barnes. As a producer, Brewer has worked with the music of Pete Townshend, Eric Clapton, Phil Collins, Sister Sledge, Ruben Blades, Rick Derringer and Rick Wakeman of YES. Currently producing country artists, film and television projects. • Advisory

Council—W.O. Smith School; Board VP—Nashville Film Festival, FilmNashville; Member—AFM, CMA, NARAS, NSAI, Leadership Music  
• Education, wine, travel, SCUBA



**Clyde W. Bright**  
**President,**  
**Collinsworth, Bright & Co.**  
50 Music Sq. West #702  
Nashville, TN 37203  
**615-322-9900**  
Fax: 615-3229379

clyde@collinsworthbright.com  
www.collinsworthbright.com  
This 23-year-old management/certified public accountant firm attends to entertainment clients including Andy Griggs, Emerson Drive, Vivaton Records and Rushlow. • CMA, ACM, NARAS • SCUBA, motorcycle riding, hunting



**Mark Bright**  
**Co-Owner, Teracel**  
40 Music Sq. W.  
Nashville, TN 37203  
**615-259-5440**  
Fax: 615-259-441

Producers or co-produces Rascal Flatts, Megan Mullins, JoDee Messina, Pinmonkey, Lila McCann and Malibu Storm. Oversees publishing operations of Teracel. • NARAS, CMA, Copyright Society of the South, ASCA • Being a father and husband, boating



**Allison Brown**  
**President, Compass Records**  
117 30th Ave. S.  
Nashville, TN 37212  
**615-320-7672**  
Fax: 615-320-7378  
info@compassrecords.com

www.compassrecords.com  
Grammy-winning banjoist Allison Brown and bassist/producer Garry West co-founded Compass Records in 1995, and have led the label to both commercial and critical success. Artist-owned and independent, Compass's roster is an eclectic blend of contemporary bluegrass, jazz, Celtic and British Isles folk music, and adult pop.



**Allen Brown**  
**VP Media/Marketing,**  
**RCA Label Group**  
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allen.brown@bmg.com • www.rcalabelgroup.com  
Oversees media campaigns for RLG artists and projects. Heads media department.



**Paul Brown**  
**Senior VP Operations & Business Affairs, Broken Bow Records**  
646 W. Iris Dr.  
Nashville, TN 37204  
**615-244-8600**  
Fax: 615-244-3700

paulbrown@brokenbowrecords.com  
www.brokenbowrecords.com  
Oversees day-to-day operations and business affairs for this five-year-old label and affiliated publishing company, Magic Mustang Music.  
• ACM, CMA • Chess, sports, travel



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**Tony Brown**  
**Senior Partner, Universal South**  
 40 Music Sq. W.  
 Nashville, TN 37203  
**615-259-5300**  
 Fax: 615-259-5301  
 tony.brown@umusic.com

www.universal-south.com

As Senior Partner for Universal South he oversees, along with partner Tim DuBois, an artist roster that includes Amanda Wilkinson, Joe Nichols, Matthew West, Katrina Elam, Cross Canadian Ragweed and others. With MCA 18 years, he led the company to Nashville's top spot as Label of the Decade for the '90s. Has produced records for Rodney Crowell, Joe Ely, Vince Gill, Jimmy Buffett, Nanci Griffith, Patty Loveless, Lyle Lovett, Steve Earle, Reba McEntire, George Strait, Trisha Yearwood, Wynonna and others. Named by *Entertainment Weekly* one of the 100 most powerful people in entertainment. Formerly worked in A&R at RCA Records and played and/or toured as a musician with Rodney Crowell, Emmylou Harris and Elvis Presley. • Board—TJ Martell Foundation, Leadership Music (founding board member), Bank of America, W.O. Smith School Council; Trustee—NARAS Nashville Chapter; Member—CMA, ACM, IBMA



**Ree Guyer Buchanan**  
**President/Owner, Wrensong Publishing/WE Records**  
 1229 17th Ave. S.  
 Nashville, TN 37212  
**615-321-4487**  
 Fax: 615-327-7917

reeGB@aol.com • www.wrensong.com  
 Has operated company (which also maintains offices in St. Paul, MN) since 1983. Runs day-to-day operations, develops/guides writer/artists and plugs songs. • Board—NARAS; Member—NMPA, NARAS, CMA, Chicks With Hits, SOURCE, Leadership Music • Gardening, Hot Yoga, traveling with husband



**Steve Buchanan**  
**Senior VP Media/Entertainment, Gaylord Entertainment**  
 2804 Opryland Dr.  
 Nashville, TN 37214  
**615-316-6090**  
 Fax: 615-458-0440

sbuchanan@gaylordentertainment.com  
 www.gaylordentertainment.com

With the company over 19 years, Buchanan oversees the Grand Ole Opry, Ryman Auditorium, WSM, and Gaylord Program Services. • Board—W.O. Smith Music School, Leadership Music, CMA, TJ Martell Foundation, NARAS, St. Thomas Health Services Fund; Member—ACM • Golf, wine



**Steve Buckingham**  
**Senior VP, The Welk Music Group (Vanguard Records/Sugar Hill Records)**  
 POB 159159  
 Nashville, TN 37215  
**615-297-2588**  
 Fax: 615-297-2510 • DanEdog@aol.com

Buckingham oversees the creative aspects of the two Welk Music Group labels, Vanguard and Sugar

Hill, which concentrate on eclectic and roots based music. As a producer, Buckingham received his fourth Grammy for Dolly Parton's *The Grass Is Blue*. He has produced 10 platinum and 20 gold albums, 27 No. 1 singles and dozens of Top 10 records in many genres. (LA office: 2700 Pennsylvania Ave., Santa Monica, CA 90404. 310-829-9355)

**Kim Bule**  
**VP A&R, Lost Highway Records**

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 kim.buie@umusic.com



**Al Bunetta**  
**President, Al Bunetta Management/Oh Boy Records/Blue Plate Music/Big Ears Music Publishing/Red Pajamas Records**  
 33 Music Sq. W., Ste. 102-B  
 Nashville, TN 37203

**615-742-1250** Fax: 615-742-1360  
 al@ohboy.com • www.ohboy.com

Industry veteran Al Bunetta has managed the career of John Prine for the last 33 years, is a founder of three award-winning independent labels (Oh Boy Records, Red Pajamas Records and Blue Plate Music) and is an active music publisher. In 1986, Bunetta won a Grammy for co-producing the Best Contemporary Folk Recording, *A Tribute To Steve Goodman*. • Board—NARAS; VP—W.O. Smith School • Car collecting, farming and family

**Karen Byrd**  
**Owner, Karen Byrd Public Relations**

2020 Fieldstone Pkwy, #900-219  
 Franklin, TN 37069  
**615-595-1500** Fax: 615-595-6844  
 karenbyrdpr@comcast.net

Started company in 2000 to represent Garth Brooks. Develops and implements media plans based on clients current goals, which might be short or long term. Clients include Sherrié Austin and *Nashville Star* on USA Network. Former VP Publicity at Capitol Records and in-house publicist at GB Management and Bob Doyle & Associates. • CMA, ACM, NARAS • Spending time with family, going to movies, home decorating, visiting historical sites, volunteering with ChildHelp USA



**William Byrd**  
**President, William Byrd Productions**  
 POB 120843  
 Nashville, TN 37212  
**615-327-1820**  
 Fax: 615-320-0884

will@willbyrd.com • www.willbyrd.com

Byrd produces radio remotes for the Grammy, ACM and CMA awards. He produces label shows for Fan Fair, produced the *Living Histories* documentary with Robert Oermann for NARAS, and has produced TV series for Turner Broadcasting, TNN and syndication. • CMA, NARAS • Show tunes, family



**Craig Campbell**  
**Director Press/Publicity, Sony Music Nashville**  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-4314**  
 Fax: 615-742-5741

craig\_campbell@sonymusic.com  
 www.sonymusic.com



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With the company 10 years, oversees publicity activities for artists on Sony Nashville's Columbia, Epic, Lucky Dog and Monument labels. • NARAS, CMA, ACM, CCMA



**Vincent F. Candllora**  
*Senior VP/Director of Licensing,  
ASCAP*

2 Music Sq. W.  
Nashville, TN 37203  
**615-742-5000**  
Fax: 615-742-5060

www.ascap.com

Part of the performing rights industry since 1969. Candllora is regarded as an authority on performing rights for composers and publishers and has testified frequently before Federal committees in both the House and Senate. Previously Executive VP with SESAC. Joined ASCAP in 1995. Responsible for licensing ASCAP repertoire. • NAB, AMUA, NRB • Houseboat & lake activities



**Buddy Cannon**  
*Independent Producer/Songwriter,  
Bud Ra Productions*

1706 Grand Ave.  
Nashville, TN 37212  
**615-320-4880**  
Fax: 615-320-4883

bud\_ro@hotmail.com

Currently produces Kenny Chesney, Reba McEntire, and Shelly Fairchild. During six years at Mercury was instrumental in signing Shania Twain, Sammy Kershaw and Billy Ray Cyrus. Song catalog includes "Set 'Em Up Joe," "She's Not Cryin' Anymore" and "I've Come To Expect It From You." • CMA, NSAI, ACM, NARAS



**Ralph Carroll**  
*Owner, R&R And Associates, LLC*

239 Indian Springs Dr.  
Florence, AL 35634  
**256-766-9979**  
Fax: 419-710-4885  
randrllc@bellsouth.net

This industry promotion veteran formed his own company nine years ago after leaving Polydor Records, where he served as VP Promotion.

• Muscle Shoals Music Association • Golf digital recording and imaging

**Joe Carter**

*Owner, Carter & Co.*

1114 17th Ave. S., Ste. 103, Nashville, TN 37212  
**615-329-2145** Fax: 615-329-0416  
jtc@carterandcompany.com

Began in Beaumont, Texas with Ritter/Carter Management in 1991 and later formed Carter & Co. in Nashville. Currently manages Tracy Byrd and Brad Martin. • CMA, ACM, NARAS  
• Running, golf, hunting, fishing



**Keith Case**  
*Owner, Keith Case & Associates*

1025 17th Ave. S., 2nd Fl.  
Nashville, TN 37212  
**615-327-4646**  
Fax: 615-327-4949  
keith@keithcase.com

www.keithcase.com

Case and his staff book some of America's top bluegrass, root and folk acts, including Alison Krauss + Union Station, Jeannie Kendall, Beth Nielsen Chapman, Slaid Cleaves and the Fairfield

Four. Established this company in 1984. • Founding Member—IBMA; Member—CMA, APAP, Folk Alliance • Fly fishing, deep sea fishing



**Buzz Cason**  
*Owner/President,  
Southern Writers Group/Creative  
Workshop/musicnashville.com*

2804 Azalea Pl.  
Nashville, TN 37204  
**615-383-8682**

Fax: 615-383-8696

bcason@musicnashville.com

www.musicnashville.com

Cason, who has had his company 33 years, is a songwriter and producer with releases by U2, Gloria Estefan, Pearl Jam and Martina McBride. He is currently producing Anthony Crawford, Heather Holland and Shane Owens. • Board of Electors—CMA Hall of Fame; Board—GIFT (non-profit organization assisting needs of music industry)  
• Golf, photography, travel



**Todd Cassetty**  
*President, Hi-Fi Fusion*

816 8th Ave. S.  
Nashville, TN 37203  
**615-298-3873**

Fax: 615-244-3196

todd@hififusion.com

www.hififusion.com

Oversees online and offline marketing campaigns for record companies and their artists, as well as DVD authoring, enhanced CD creation, ecard design, video capture/editing/encoding and online streaming

services. Clients include Capitol, CMT, Curb, DreamWorks, Lyric Street, RLG, Sparrow, Universal and Word. • CMA, ACM, Leadership Music



**Bill Catino**  
*Executive VP, Capitol Nashville*

3322 West End Ave., Fl. 11  
Nashville, TN 37203  
**615-269-2000**

Fax: 615-269-2045

bill.catino@emicap.com

www.capitol-nashville.com

Oversees all aspects of the promotion department and radio-related activities for all Capitol Nashville artists. • Trains, Italian food



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**Liz Cavanaugh**

**VP Publicity/Media Relations, Curb Records**

47 Music Sq. E., Nashville, TN 37203

615-321-5080 Fax: 615-327-1964

Oversees publicity efforts for Curb Records and its roster. Has been with label for 12 years. • March of Dimes Radio Air Awards Board of Governors; Member—CMA, ACM, GMA, NARAS



**Karen Clark**

**Group VP, SunTrust Bank Music Row Financial Center**

1026 17th Ave. S.

Nashville, TN 37212

615-748-4434

Fax: 615-327-3602

karen.clark@suntrust.com • www.suntrust.com  
A 18-year banking veteran, Clark handles financial services for the music industry. Has been with the company for over ten years. • Board—SOURCE, W.O. Smith School; Member—CMA, NARAS, Leadership Music



**Kay Clary**

**Owner/Operator, Commotion PR**

811 18th Ave. S.

Nashville, TN 37203

615-467-6677

kay@commotionpr.com

www.commotionpr.com

Opened Commotion PR in 2002. Clients include Rodney Crowell, Bruce Robison, BR549, Leftover Salmon, Doyle Lawson & Quicksilver, and vintage country reissues (for various labels). • AMA, CMA, IBMA • Mountain biking, yoga, reading, classic film



**Dave Cilne**

**President/Co-Owner, Seventeen Grand Recording**

1001 17th Ave. S.

Nashville, TN 37212

615-327-9040

Fax: 615-321-9666

dav17grand@aol.com

Has had this popular recording studio for nine years. Oversees all studio operations. Clients include Alison Krauss, Edwin McCain, John Prine, Mindy Smith and Jimmy Buffett. • AES, NARAS • Photography, snow skiing



**Barry Coburn**

**Co-President, Ten Ten Music Group, Inc.**

33 Music Sq. W., Ste. 110

Nashville, TN 37203

615-255-9955

Fax: 615-255-1209

www.tentenmusic.com

Formed the company in 1984 with Jewel Coburn. Writers include Harley Allen, Keith Urban, Angela Kaset, Bobby Huff and Angeleena Presley. • Outdoor photography, hiking, tennis, diabetes research



**Jewel Coburn**

**Co-President,**

**Ten Ten Music Group, Inc.**

33 Music Sq. W., Ste. 110

Nashville, TN 37203

615-255-9955

Fax: 615-255-1209

jcoburn@tentenmusic.com • www.tentenmusic.com

Oversees operations and pitches songs for this 20-year-old publishing company. Writers include Keith Urban, Harley Allen, Angela Kaset, Bobby Huff and Angeleena Presley. • Chicks With Hits, SOURCE, ACM, CMA • Cooking, running, gardening, raising two boys ages 11 and 12°



**Nicole Cochran**

**President, Nic of Time Communications**

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615-254-6955

Fax: 615-523-1638

nicole@nicoftimepr.com • www.nicoftimepr.com

This eight year old company handles PR for Nashville recording studios including Emerald Entertainment Group and Sound Kitchen.

• Executive Director—Society of Professional Audio Recording Services (SPARS); Sergeant at Arms—NAPRS; Member—AFS, CMA



**Tom Collins**

**President,**

**Tom Collins Productions**

21 Music Sq. W.

Nashville, TN 37203

615-255-5550

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tcollmuz@aol.com

Collins likes to be known for developing writers and artists. Built one of Nashville's largest independent publishing concerns before selling it to Acuff Rose. Presently developing new ventures.

• Board—Leadership Music, CMA; Franklin Road



**Kim Wood Sandusky**

*Vocal Consultant for Major Recording Artists and Artist Development*

**Credits include:**

Beyoncé Knowles – Destiny's Child, Columbia Records

Toby Mac, Forefront Records

Pam Tillis, Sony Records

Souljahz, Warner Bros.

Kelly Rowland – Destiny's Child, Columbia Records

Michelle Williams – Destiny's Child, Columbia Records

Jadyn Maria, Sparrow Records

Play, Sony Records

Tom Keifer of Cinderella, Sony Records

Jaci Velasquez, Word Records

Solange Knowles, Music World/Sony Records

Beyoncé Knowles, Destiny's Child  
*"Kim knows exactly what you need to get the results you need. She has helped me tremendously."*

Kelly Rowland, Destiny's Child  
*"I've worked with Kim and after the first session I was amazed. I've noticed a big difference on tour with my voice stamina being stronger."*

Michelle Williams, Destiny's Child  
*"Kim has helped me so much. I see a big difference in my voice."*

Kim is also experienced in Artist Development for various Record Labels, Producers, and Managers.

**Voting Member, NARAS**



**PHONE: 615.327.2523**

900 19th Avenue S., Ste. 1106 ■ Nashville, TN 37212 ■ www.kimwoodsandusky.com



Academy Trustee • Tennis, oriental rugs, real estate, collects art



**David Conrad**  
Executive VP A&R,  
MCA Nashville/Mercury  
60 Music Square E.  
Nashville, TN 37203  
615-524-7558

Fax: 615-524-7616

Joined company in 2002. Oversees all record production, song selection and scouting talent. Previously spent 20 years at Almo/Irving.

• Board—Nashville Songwriters Foundation, CMF, Leadership Music • Running, reading, SCUBA diving, golf, collecting photographic art



**Karen Conrad**  
Senior VP, BMG Music Publishing  
1400 18th Ave. S.  
Nashville, TN 37212  
615-858-1300

Fax: 615-858-1330

Conrad's publishing company was bought by BMG in 1998 and she was charged with overseeing all aspects of BMG's publishing operations including writer signings and acquisitions. Conrad formerly worked as a publishing coordinator for ASCAP; Professional Manager for Blendingwell Music; publishing and tour coordinator for Jimmy Buffett; promotion assistant at Mercury Records. • Board—Songwriters Foundation, SOLID, Leadership Music; Member—NSAI, CMA, NARAS



**Tony Conway**  
President/Co-owner,  
Buddy Lee Attractions, Inc.  
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615-244-4336  
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tconway@blanash.com

www.buddyleeattractions.com

Oversees day-to-day operations of this 38-year-old talent agency and directs the services of Main Stage Production Enterprises, Inc., a division of Buddy Lee Attractions, which produces major events, festivals and state fairs in North America. With company 28 years, some of the acts he signed to the agency include George Strait, Patty Loveless, Neal McCoy, Sawyer Brown and Tracy Lawrence. He is a recipient of the Hubert Long Lifetime Achievement Award from the National Association of Talent Directors. • Formerly Chairman and President—CMA (current Director); Member—IAMM, IAFE, NEA, NARAS, NACA, IEBA, SLA, OABA; Licensed Agent—AFM, SAG, AFTRA, AGVA; NATD (former President); Advisory Board—W.O. Smith School of Music; Board—ACM, MusicCares, T.J. Martell Foundation • Hunting, boating,



**Peter Cooper**  
Music Journalist, Tennessean  
1100 Broadway  
Nashville, TN 37203  
615-259-8220  
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pcooper@tennessean.com

www.tennessean.com

A native of South Carolina, he covers popular (and unpopular) music for the *Tennessean*. His writing focuses on reviews, previews and profiles of artists. Has been with the paper for four years.

• Dog rearing (one dachshund), cheering on the Nashville Sounds, reading liner notes



**C. Paul Corbin**  
VP Writer/Publisher Relations,  
BMI  
10 Music Sq. E.  
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615-401-2770  
Fax: 615-401-2768

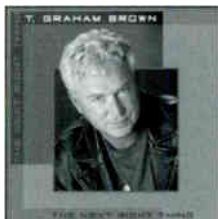
pcorbin@bmi.com • www.bmi.com

Joined BMI in December 2000. In charge of BMI's Writer/Publisher Relations out of the Nashville office. Before joining BMI, Corbin was with Gaylord 16 years prior to joining CBS Cable with its acquisition of TNN/CMT. He handled music industry relations for TNN, CMT and Country.com. • Board—CMA, CMF, Country Music Hall of Fame, BMI Foundation, GMA, Leadership Music; President—NARAS Nashville Chapter, NARAS Trustee (Exec. & TV Committees); Member—NATAS, T.J. Martell; Co-chair—Country In The Rockies Fundraiser for the Vanderbilt-Ingram Cancer Center • Boating, wine collecting, electronic toys



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"As arguably the most gifted country music songwriter since Hank Williams, Merle Haggard has given his fans tales of yearning and heartache that chronicle the life of the common man with uncommon character and grace."  
— *LA Times*

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"Known for their energetic live shows and spawn-or-die attitude - part bluegrass, country, swamp rock, Cajun boogie, soul, blues and just about anything else."  
— *Ft. Collins Weekly*

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615-277-1800



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"A powerful blend of anointed music with a potent message . . . Morton knows how to bring that traditional element into a project in a way that's relevant and impactful."  
— *gospelflava.com*

Light Records



**Joan Osborne**  
"...She is one of the few vocalists alive who can express the full range of musical emotions in a unique and consuming style." — *Las Vegas Review-Journal*

Compendia Records



**Don Williams**  
"With the gentle lobe of his rhythms and the plainspoken phrasing of his material, Don Williams sings country music of unmatched simplicity and purity" — *Amazon.com*

Intersound Records



**Crystal Gayle**  
"(Her) smooth, gossamer voice is far too regal an instrument for cornpone contemporary country. Respect your superiors, kids. Study at Crystal's feet to learn how it's really done."  
— *Country Music Magazine*

Southpaw Records/  
V-Tone Music



**Sharon Corbitt**  
**Studio Manager,**  
**Ocean Way Nashville**  
 1200 17th Ave. S.  
 Nashville, TN 37212  
**615-320-3900**  
 Fax: 615-320-3910

scorbitt@oceanwaystudios.com  
 www.oceanwaystudios.com

With company five years. Responsible for booking studio, marketing and PR. Recent clients include Tantric, Sheryl Crow, George Strait, Faith Hill, Terri Clark, John Michael Montgomery, Willie Nelson and Bob Seger. • Board—NARAS P&E Wing Committee; Member—CMA, NARAS • Cooking, reading, Native American rights issues, politics, time with friends and family



**David Corlew**  
**President/CEO, Blue Hat Records/**  
**Corlew Music Group/CDB Inc.**  
 17060 Central Pike  
 Lebanon, TN 372090  
**615-443-2112 ext. 115**  
 Fax: 615-443-3140

dgcrowl@aol.com • www.bluehatrecords.com

Established Blue Hat in 1997. In charge of all operations of record label, publishing company and management company. Established Corlew Music Group in 1999, featuring writers Chris Wallin, Tim Owens, Aaron Tippin Jason Sellers and Craig Monday. Also long-time personal manager for The Charlie Daniels Band. • Board—ACM (President), TJ Martell Foundation; Member—ACM, NARAS, CMA, IEBA • Aviation, ranching



**Stephanie Cox**  
**President, Larga Vista Music**  
 POB 41164  
 Nashville, TN 37204  
**615-467-7065**  
 Fax: 615-467-7066  
 lrgvista@bellsouth.net

With company four years. Oversees all aspects of music publishing with writers including Steve Seskin, Mark D. Sanders, Brandy Clark, Sunny Russ, Scott Bomar, Stephanie Urbina Jones, Jon McElroy and Tom Dampier. • SOURCE Steering Committee; Member—CMA, Chicks With Hits, NARAS



**Derek C. Crownover**  
**Partner,**  
**Hall, Booth, Smith & Slover, P.C.**  
 611 Commerce St., Ste. 2925  
 Nashville, TN 37203  
**615-313-9911**  
 Fax: 615-313-8008

dcrownover@hbss.net • www.hbss.net

Started with Zumwalt, Almon & Hayes practicing in the entertainment law sector for nine years. In 2002 opened the Nashville office of Hall, Booth, Smith & Slover, P.C., an Atlanta-based defense law firm. Named partner in 2003. Firm currently has four lawyers and concentrates in entertainment, intellectual property, business, technology and sports law. Clients include producers, artists, managers, publishers, studios and other entertainment industry personnel. • Legal Counsel and Founding Board Member—T.J. Martell Foundation; Member—CMA, NARAS, Nashville Bar, Tennessee Bar, American Bar, Entertainment and Sports Commission, Copyright Society of the South • Representing professional athletes, golf with

Pound Lamb and Herkey Williams, softball with Jeff Burrow, tequila with Karl Braun and raising money for TJ Martell Foundation



**Benson Curb**  
**VP Sales, Curb Records**

47 Music Sq. E.  
 Nashville, TN 37203  
**615-321-5080, ext. 322**  
 Fax: 615-321-1964  
 bcurb@curb.com • www.curb.com

With the company 11 years; oversees sales distribution. • Former tennis pro, golf guru, family



**Mike Curb**  
**Chairman, Curb Records**

47 Music Sq. E.  
 Nashville, TN 37203  
**615-321-5080**  
 Fax: 615-327-1964  
 bjudd@curb.com

Founder of label with a roster that includes Tim McGraw, LeAnn Rimes and Jo Dee Messina. The Belmont University Music Industry Program has been established in Mike Curb's name. • Executive VP—CMF; Member—ACM



**Rob Dalton**  
**VP Promotion, Asylum Curb**

48 Music Sq. E.  
 Nashville, TN 37203  
**615-321-5080**  
 Fax: 615-742-3157  
 rdalton@curb.com

Joined Curb a year ago to open Asylum imprint after 15 years with Epic. Primary duty is to obtain radio airplay for Asylum artists. • CMA, ACM • Snow skiing, golf



**Tabitha Daly**  
**Executive Director,**  
**Leadership Music**

POB 158010  
 Nashville, TN 37215  
**615-880-7466**  
 Fax: 615-880-7468

lm@leadershipmusic.org • www.leadershipmusic.org  
 With Leadership Music for ten years, Daly directs the day-to-day operations and the organization's music industry educational program. Formerly VP of Creative for Great Cumberland and A&R Director for RCA Records. • CMA, NARAS, SOURCE, Leadership Nashville. • Golf, reading



**Brad Daniel**  
**Owner, Island Bound Music/**  
**Island Bound Studio**

1204 17th Ave. S.  
 Nashville, TN 37212  
**615-320-5440**  
 Fax: 615-320-0849

Secures, negotiates and executes all legal and financial matters for this eleven-year-old company. Oversees songwriter staff as well as office staff and studio. • CMA, NARAS, Leadership Music • Four-wheeling, real estate, traveling



**Julie Daniel**  
**Owner, Island Bound Music/**  
**Island Bound Studio**

1204 17th Ave. S.  
 Nashville, TN 37212  
**615-320-5440**  
 Fax: 615-320-0849

julied@islandboundmusic.com  
 Daniel oversees a staff of writers and several catalogs. The 11-year-old company has generated over 500 major cuts, 46 singles, and held the No. 1 chart position for four-and-a-half months. • ACM, CMA, NARAS • Traveling



**Michael Davis**  
**President/Owner,**  
**Digital Audio Post**

28 Music Sq E  
 Nashville, TN 37203  
**615-300-0511**  
 Fax: 615-242-0101

djgaudpost@aol.com

Davis is the primary mixer for the company, which is a division of Emerald Entertainment and was founded in 1995. Clients include CMT, PBS, plus most major record labels and video post companies. • Board—Leadership Music, AES; Member—AFM, NARAS • Woodworking



**Vanessa Davis**  
**President,**  
**Splash! Public Relations**

811 18th Ave. S., 2nd Fl.  
 Nashville, TN 37203  
**615-321-1383**

vanessa@splashpublicity.com

Oversees publicity, artist development, and event coordination for this 10-month-old publicity firm. Clients include Emerson Drive, Dave Gibson, Tonja Rose and Access Talent. • Board—SHARE; Member—ACM, CMA, NARAS • Volunteer PR services for the Rochelle Center in Nashville



**Stephen Day**  
**GM, Skaggs Family Records**

329 Rockland Rd.  
 Hendersonville, TN 37075  
**615-264-8877**  
 Fax: 615-264-8899

steve@skaggsfamilyrecords.com

www.skaggsfamilyrecords.com  
 Responsible for all day-to-day operations of the label. Artists include Ricky Skaggs, Mountain Heart, Paul Brewster, Andy Leftwich, The Whites and Melonie Cannon • Board—IBMA; Member—NARAS, Leadership Music, IBMA • Hot-air balloon pilot, scuba diving, off-road motorcycles



**Robert Deaton**  
**Co-Owner,**  
**Deaton Flanigen Productions**

1014 17th Ave. S.  
 Nashville, TN 37212  
**615-329-2095**  
 Fax: 615-329-0339

dfprod@hotmail.com

Directs music videos and TV commercials. With company 19 years. Clients include Martina McBride, Rascal Flatts, NBC, CBS, ABC • Board of Directors—CMA; Chairman—CMA TV Committee; Member—CMA, NATAS, ACM, NARAS, Leadership Music • Spending time with family and coaching his kids sports teams



**Jim Della Croce**  
**Owner, The Press Office/**  
**Pathfinder Management, Inc.**

2607 Westwood Dr.  
 Nashville, TN 37204  
**615-269-3670**  
 Fax: 615-269-3669



thepathfinder@mindspring.com

www.thepressoffice.com

Publicity roster includes John Anderson, The Beach Boys, Leon Redbone, Nashville Songwriters Foundation and more. Personal manager for Jessie Winchester and Lynn Bryant. • NSF, ACM, CMA, NARAS • Basketball, golf, woodworking



**Bill Denny**  
*VP/Treasurer,*  
*National Tape & Disc, Inc.*  
1917 Tyne Blvd.  
Nashville, TN 37220  
**615-297-8494**  
Fax: 615-297-8494

billvu57@aol.com

Denny retired in 1998 from a 15-year presidency of Nashville Gas. Formerly headed the legendary Cedarwood Music which was subsequently sold to Mel Tillis, then PolyGram. Denny is one of the three remaining CMA Lifetime Directors. • Board—CMA, Leadership Music, CMF, National Tape Corp., Leadership Nashville; Member—NARAS, AGA, TGA, AOPA, Copyright Society of the South, Chamber of Commerce • Airplane pilot/owner, working with domestic violence intervention center



**Stuart Dill**  
*President/CEO,*  
*Refugee Management*  
209 10th Ave. S., Ste. 347  
Nashville, TN 37203  
**615-256-6615**  
Fax: 615-256-6717

stuart@refugeemanagemnt.com

Founded the company 13 years ago. Manages Jo Dee Messina, Rodney Crowell • NARAS, CMA, ACM



**John R. Dorris**  
*President, The Hallmark*  
*Direction Company*  
713 18th Ave. S.  
Nashville, TN 37203  
**615-320-7714**  
Fax: 615-320-5799

ejbutler@hallmarkdirectionco.com

A business and personal manager whose clients include Montgomery Gentry, Blake Shelton, Dean Dillon, Dusty Drake, Rachel Proctor, Jeff Bates, Trent Willmon and The Whites. • Board—ACM (Treasurer); Member—Leadership Music, ACM, CMA • Golf, Certified Public Accountant



**Bob Doyle**  
*Owner, Bob Doyle & Associates/*  
*Major Bob/Rio Bravo Music*  
1111 17th Ave. S.  
Nashville, TN 37212  
**615-329-1040**  
Fax: 615-329-1021

www.majorbob.com

The longtime manager of Garth Brooks, Doyle also manages Lane Turner and Jonathan Pierce. As a publisher, he has more than 30 ASCAP publisher awards. Writers include Neil Thrasher, Brooks, Maia Sharp, Buddy Mondlock and Brian Nash. He previously served as Director of Membership Relations at ASCAP and as Assistant Director of A&R at Warner Bros. Doyle is a retired Lieutenant Colonel with the Tennessee Air National Guard

and served as a pilot in Desert Storm. • ASCAP Board of Review; Member—CMA, NARAS, ACM



**Chris DuBois**  
*Partner, Sea Gayle Music*  
35 Music Sq. E.  
Nashville, TN 37203  
**615-259-9460**  
Fax: 615-259-3470

Co-founded Sea Gayle Music in 1999 with Frank Rogers and Brad Paisley. He is GM, overseeing day-to-day operations. • Board—NSAI



**Tim DuBois**  
*Senior Partner, Universal South*  
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Nashville, TN 37203  
**615-259-5300**  
Fax: 615-259-5301  
tim.dubois@umusic.com

This former college accounting teacher headed Arista's Nashville branch for more than a decade, bringing it to profitability the first year in business. DuBois first made a name in the music business as a songwriter, then went on to establish and produce Restless Heart. At Arista, one of his first signings was Alan Jackson, and he is also credited with putting together two songwriters to form the decade's most successful duo, Brooks & Dunn. DuBois and his partner, Tony Brown, formed Universal South, a joint venture record label with Universal in 2002. • Board—CMA, ACM, NARAS; Member—NSAI

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1000 RIDGEWAY LOOP ROAD, SUITE 200 • MEMPHIS 38120 • 901.525.6781

www.stokesbartholomew.com



**Jerry Duncan**  
**Owner, Jerry Duncan Promotions**  
 2 Music Circle S., Ste. 205  
 Nashville, TN 37203  
**615-251-0905**  
 Fax: 615-251-9848  
 jduncanpro@aol.com

Started record promotion company in 1982 specializing in secondary promotion. Promotes radio airplay at over 500 stations including *Music Row, Indicator*, Texas and non-reporting stations for the purpose of airplay and sales. • CMA, ACM, IBMA, NARAS, BMI



**Mike Dungan**  
**President/CEO, Capitol Nashville**  
 3322 West End Ave., Fl. 11  
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**615-269-2000**  
 Fax: 615-269-2086  
 mike.dungan@emicap.com

www.capitol-nashville.com  
 Dungan has been President/CEO of Capitol Nashville for the past three-and-a-half years. He captains the team responsible for all activities related to releases from the label's roster. • Board—CMA, ACM, CRB; Member—Leadership Music, HMWH Elder • My family.



**Dave Durocher**  
**VP, BugMusic/Nashville**  
 1026 16th Ave. S.  
 Nashville, TN 37212  
**615-726-0782**  
 Fax: 615-726-0784  
 daved@bugmusic.com

www.bugmusic.com  
 Durocher oversees all Nashville operations for the Los Angeles-based publishing administration company. With the company since 1992. Nashville roster includes Johnny Cash, Bela Fleck, Widespread Panic, and Buddy and Julie Miller. • NARAS, CMA



**Dan F. Ekbäck**  
**VP Operations,**  
**Bluewater Music Corp.**  
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 Fax: 615-327-0809

dan@bluewatermusic.com  
 www.bluewatermusic.com  
 Heads administration division. Responsible for all licensing (mechanical, synchronization, print, etc.), contracts and administration. In charge of all international matters and activities, affiliating with performing and mechanical rights societies and sub-publishers. Pitches to international markets and oversees day-to-day operations. Stockholm native worked in Sweden's music industry before relocating to Nashville in 1990. • Lifetime Member—CMA; NARAS, CSOS • Travel, cooking, ice hockey



**Jon Elliot**  
**VP Marketing & Artist Development,**  
**RCA/Arista Nashville**  
 1400 18th Ave. S.  
 Nashville, TN 37212  
**615-301-4351**  
 Fax: 615-301-4349

jon.elliott@BMG.com  
 With RCA for 10 years, Elliot is responsible for

and oversees all marketing initiatives for artists on the RCA and Arista rosters. • CMA, ACM • Family, golf, travel



**Kitty Moon Emery**  
**President, Scene Three, Inc.**  
 2600 Franklin Rd.  
 Nashville, TN 37064  
**615-345-3000**  
 Fax: 615-345-3100  
 www.scene3.com

She is deeply involved in community activities, especially those which unite the music and business arenas. Winner of Leadership Music's 1999 Bridge Award and 2002 Harpeth Hall Distinguished Alumna. Named 2002 Nashvillian of the Year. • Chair—Nashville Sports Authority; Steering Committee—Nashville's Agenda; Past President—Rotary Club of Nashville, Leadership Music; Board—Bank of America, CMA (past President & Chairman), Leadership Music, Metro Tourism, Leadership Nashville and Convention Commission (past Chairman), The Recording Academy, Rotary Club of Nashville • Movies, Vanderbilt football & basketball, Titans and Predators



**Paula Erickson**  
**Owner, Erickson Public Relations**  
 2834 Westwood Ave.  
 Nashville, TN 37212  
**615-292-5950**  
 Fax: 615-292-5957  
 paula@ericksonpublicrelations.com

This two-year-old publicity company's clients include Joe Nichols, The Mavericks, Craig Morgan, Marcus Hummon and Universal South Records.

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**www.rachelrains.net**



Previously spent five years as Director of Sales & Marketing for *Gavin* magazine and six years at RCA Nashville, the last two as Manager of A&R. • VP Public Relations—Childhelp USA; Member—ACM, CMA, SOURCE



**Rod Essig**  
*Agent, Creative Artists Agency*  
3310 West End Ave., Fl. 5  
Nashville, TN 37203  
**615-383-8787**  
Fax: 615-383-4937  
ressig@caa.com

With CAA since 1993. Responsible agent for Tim McGraw, Jessica Andrews, Shannon Brown, Clark, Billy Gilman, Barbara Mandrell, Reba McEntire, LeAnn Rimes, Phil Vassar, Ryan Tyler, Catherine Britt and Carolyn Dawn Johnson, among others. • Board VP—ACM, Board of Advisors—Belmont University; Member—NATD, IEBA, Leadership Music • Riding my Harley



**Gary Falcon**  
*President, Falcon-Goodman Management*  
1103 17th Ave. S.  
Nashville, TN 37212  
**615-329-9220**  
Fax: 615-329-9221

falconmgt@earthlink.net  
Founded personal management company with Jon Goodman in 1993. Manages Travis Tritt, Christy Sutherland and JEB. • NAPM, NARAS, CMA, ACM • SCUBA, cooking, skiing, spending time with daughter

### Ben Farrell

*Artist Representative, Varnell Enterprises*  
630 Third Ave. S., Nashville, TN 37210  
**615-259-3131** Fax: 615-259-3192  
varnell@bellsouth.net

Thirty-plus-year industry veteran heads this artist touring representative firm. Works with self-promoted artists including George Strait, Kenny Chesney, Toby Keith, Martina McBride, on their tours across North America. Also works with the CMA Music Festival. • Changing diapers of my three month old daughter, Ella Grace



**Chris Farren**  
*President, Combustion Music*  
1609 17th Ave. S.  
Nashville, TN 37212  
**615-515-5490**  
Fax: 615-269-6883  
chris@combustionent.com

An award-winning producer/songwriter, Farren formed Combustion Music in 2001 with manager Ken Levitan. Oversees publishing, production and record companies. • Board—ACM, NFF; Member—NARAS, CMA, NSAI, ASCAP, SAG, AFTRA, AFM



**Paul Fenn**  
*Joint Managing Director, Asgard Promotions*  
125 Parkway  
London, NW1 7PS  
**020-7387-5090**  
Fax: 020-7387-8740

paulfenn@asgard-UK.com  
With company for 30 years, he oversees booking, concert promotion and talent acquisition in the U.K.

and Europe for country artists. • VP—U.K. Agents Association; Treasurer—UK Concert Promoters Association • Commuting to house in Edinburgh



**Tim Fink**  
*Associate VP Writer/Publisher Relations, SESAC*  
55 Music Sq. E.  
Nashville, TN 37203  
**615-320-0055**  
Fax: 615-329-9627

tfink@sesac.com • www.sesac.com  
With the organization 14 years. Oversees all aspects of the Nashville Writer Publisher Relations staff. Produced an in-flight entertainment program sponsored by SESAC for United Airlines, • CMA, NARAS, NSAI, RIAA, CCMA, Folk Alliance, Film Music Network



**Martin Fischer**  
*President, High Five Entertainment*  
1111 16th Ave. S.  
Nashville, TN 37212  
**615-321-2540**  
Fax: 615-321-2546

martinfischer@hfetv.net  
www.high5entertainment.com  
With company since 1983. Oversees projects from development through delivery for network and cable television. Recent clients include PBS, Speed Channel, GAC, Eagle Rock Entertainment, CMT and Image Entertainment. • Board—EAR Foundation, W.O. Smith School; Member—NARAS, CMA

## MERLE KILGORE MANAGEMENT, INC.



2 Music Circle South • Nashville, Tennessee 37203  
(615) 742-3622 • fax: (615) 742-1235  
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**Pete Fisher**  
**VP/GM, Grand Ole Opry,**  
**Gaylord Entertainment**  
 2804 Opryland Dr.  
 Nashville, TN 37214  
**615-871-5812**  
 Fax: 615-871-5719

pfisher@opry.com • www.opry.com  
 Responsible for the production of the Grand Ole Opry show. Oversees all aspects of the Opry House, Acuff Theatre and Opry Plaza. With company since 1999. • Board—ACM



**Larry Fitzgerald**  
**President,**  
**Fitzgerald Hartley**  
 1908 Wedgewood Ave.  
 Nashville, TN 37212  
**615-322-9493**  
 Fax: 615-322-9582

fitznash@aol.com  
 Fitzgerald ran Caribou Management from 1967-1977, working with artists including Chicago, The Beach Boys and Billy Joel. Founded the Fitzgerald Hartley Company with Mark Hartley in 1977. The Nashville office was opened in 1985 and manages Vince Gill, Brad Paisley, Olivia Newton-John, Rodney Foster, Dwight Yoakam, Nitty Gritty Dirt Band, The Flatlanders, Brett James, Los Lobos, Bryan White, Restless Heart, Buddy Jewell, Joe Ely and more. Fitzgerald and Hartley are also partners in the High Seas Music publishing company and active in the area of movie soundtrack music supervision. • Board—CMA; Member—ACM, NARAS



**George J. Flanigen IV**  
**Co-Owner,**  
**Deaton Flanigen Productions**  
 1014 17th Ave. S.  
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**615-329-2095**  
 Fax: 615-329-0339

dfprod@hotmail.com  
 Directs music videos and TV commercials. With company 19 years. Clients include Martina McBride, Rascal Flatts, NBC, CBS, ABC. • Board—NARAS; NARAS National Trustee; Member—CMA, ACM, NARAS, NATAS, Leadership Music • Racing cars and motorcycling



**Van Fletcher**  
**Senior VP/GM, Universal South**  
 40 Music Sq. W.  
 Nashville, TN 37203  
**615-259-5300**  
 Fax: 615-259-5301  
 van.fletcher@umusic.com

www.universal-south.com  
 Responsible for daily label operations as well as sales, marketing and artist development. Has been with the company two years. • Leadership Music, ACM, CMA NARAS • Family, music, golf, coaching



**Chet Filppo**  
**Editorial Director, CMT/CMT.com**  
 330 Commerce St.  
 Nashville, TN 37201  
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 chetf@mtvi.com • www.cmt.com

With company four years. Oversees news department for CMT, CMT.com and special programming for CMT. Previously Nashville Bureau Chief for *Billboard*. Also a prolific author whose books include *Your Cheatin' Heart: A Biography of Hank Williams*, *It's Only Rock & Roll: On Tour with The Rolling Stones and Graceland*. • Member—CMA, NARAS, Leadership Music, Advisory Board—Belmont University Curb School of Music Business



**Chuck Flood**  
**Partner, Flood, Bumstead,**  
**McCready & McCarthy, Inc.**  
 1700 Hayes St., Ste. 304  
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chuck\_flood@fbmm.com  
 Specializes in business and financial management. Clients include Don Schlitz, Vince Gill, Patty Loveless, Buddy Jewell, Joe Nichols and Clay Walker.



**Joni Foraker**  
**Vice President,**  
**Borman Entertainment**  
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 Fax: 615-320-3001

joni@borman.cc  
 Oversees the Nashville branch of this management firm. Confirms artist tour dates. Works on sponsorship and endorsement deals. Clients include Faith Hill, Lonestar, Jimmy Wayne, Katrina Elam and Keith Urban. With company 13 years. • Member—ACM, CMA, NARAS, SOURCE, Leadership Music; Country Cares Advisory Board—St. Jude Childrens Research Hospital; Advisory Committee—AFTRA; Leadership Music Alumni Committee • Decorating, sports



**Tom Forrest**  
**President, Taillight TV**  
 1207 17th Ave. S., Ste. 308  
 Nashville, TN 37212  
**615-385-1034**  
 Fax: 615-385-1024  
 tomforrest@taillight.tv

www.taillight.tv  
 Forrest produces music-based television programming including CMT's *Most Wanted Live*, *MWL Star*, *MWL Stacked* and *Flameworthy* series. Company founded in August 2000. • CMA, NARAS, ATAS



**Fletcher Foster**  
**Senior VP Marketing,**  
**Capitol Nashville**  
 3322 West End Ave. Fl. 11  
 Nashville, TN 37203  
**615-269-2000**  
 Fax: 615-269-2059

fletcher.foster@emicap.com  
 www.capitol-nashville.com  
 Foster oversees all marketing aspects of the label and day-to-day operations. • Board—NARAS, NFF, Leadership Music, Make-A-Wish (VP), Gilda's Club, TJ Martell; Member—ACM, CMA, NARAS • Fitness, travel



**Garth Fundis**  
**Producer/Owner, Sound Emporium**  
 3100 Belmont Blvd.  
 Nashville, TN 37212  
**615-383-1982**  
 Fax: 615-383-1919  
 gmfmusic@aol.com

Fundis, who has owned the Sound Emporium recording studio for 11 years, has produced Trisha Yearwood, Keith Whitley, Don Williams, New Grass Revival, Alabama, John Michael Montgomery, Collin Raye and Lari White.



**Joe Galante**  
**Chairman, RCA Label Group**  
 1400 18th Ave. S.  
 Nashville, TN 37212  
**615-301-4310**  
 Fax: 615-301-4301  
 joe.galante@bmg.com

Galante has been with RCA for more than 30 years. Under his leadership, the country label developed such gold and multi-platinum acts as Alabama, The Judds, K.T. Oslin, Clint Black, Kenny Chesney, Martina McBride, Keith Whitley, Sara Evans, Andy Griggs and Lonestar. Galante helms Music Row's most powerful label group with more than 25 artists including Alan Jackson, Brooks & Dunn and Brad Paisley. • Board—CMA, Gibson Guitar Corp., TJ Martell Foundation, Vanderbilt-Ingram Cancer Center; Member—ACM, NARAS; Founding Member—Leadership Music



**Byron Gallimore**  
**Owner,**  
**Song Garden Publishing, LLC**  
 25 Music Sq. E.  
 Nashville, TN 37203  
**615-244-8950**  
 Fax: 615-244-4711

anncallis@mindspring.com  
 Gallimore oversees all daily operations of his publishing company. Previously President of Pride Music Group for 13 years. Has independently produced or co-produced Tim McGraw, Faith Hill, Lee Ann Womack, Terri Clark, John Michael

"She's so much more and then some. She truly is the best." —Sammy Sadler

"She's #1 with a bullet!" —Big Al Downing

"I've had to tell her to slow down. If you know what I mean. She does so much." —Hank Cochran

"With Martha on your team you can't go wrong." —Lisa O'Kane

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Montgomery. • BMI, CMA, ACM, NARAS • Golf, Civil War buff, race car driving



**Clarke Gallivan**  
**President, Ruckus Films**  
 4610 Charlotte Ave.  
 Nashville, TN 37209  
**615-298-5818**  
 Fax: 615-292-0204  
 clarke@ruckusfilm.com

www.ruckusfilm.com

With company 13 years. Producer and executive producer for music videos, commercials and TV. Clients include Sony, Warner Bros., Turner South and Universal South. • Board—NFF; Member—CMA, Leadership Music • Hiking, cooking, reading, photography

**Ronnie Gant**

**President, HoriPro Entertainment Group**  
 1819 Broadway, Nashville, TN 37203  
**615-329-0890** Fax: 615-329-1874  
 ronnie@horipro.com

With company for 13 years, he is responsible for day-to-day operations. • CMA, NARAS • Golf, visiting grandchildren in Ohio



**Tammy Genovese**  
**Associate Executive Director,**  
**Country Music Association**  
 1 Music Circle S.  
 Nashville, TN 37203  
**615-244-2840**  
 Fax: 615-726-0314

tgenovese@cmaworld.com • www.cmaworld.com  
 Oversees the day-to-day operations of CMA and its staff. • NARAS, SOURCE, Leadership Music alumni • Running, spending time with family



**Tracy Gershon**  
**Sr. Director A&R/Artist**  
**Development, Sony Records**  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-4321**  
 tracy\_gershon@sonymusic.com

Responsible for finding and developing talent; liaison with LA and New York A&R; point person and producer for *Nashville Star*. • Board—NARAS, Leadership Music, Actors Bridge; Member—ACM, CMA, NFF • Theater



**Katie Gillon**  
**President/Owner, The Gillon Group**  
 One Music Circle South  
 Nashville, TN 37203  
**615-664-1657**  
 Fax: 615-234-4023  
 katiegillon@comcast.net

Gillon recently launched her company after serving almost 30 years at MCA and offers management, artist development, marketing, creative services and image consulting services. Currently manages Chely Wright and serves as Executive Project Coordinator for the CMA's Country Music Retirement Community. • Board—NARAS, Reading Writing & Rhythm Foundation; Member—Leadership Nashville, Leadership Music • Golf, gardening, book club, travel, movies, family and pets



**Jimmy Gilmer**  
**Owner, JAG Management**  
 41 Music Sq. East  
 Nashville, TN 37203  
**615-726-3230**  
 Fax: 615-256-7154  
 jagbase@comcast.net

Seven-year-old artist management firm represents Josh Turner, Ashley Gearing and The Bakers. Previously ran EMI's production division and ran SBK Nashville for four years before it merged with EMI in 1989. Gilmer has held a number of major publishing posts in Nashville. Enjoyed brief career as pop singer with the hit "Sugar Shack." • Board—NARAS; Member—CMA, ACM

**Steven Gladstone**  
**Partner, Gladstone & Baker, PLLC**  
 49 Music Square W., Ste. 300  
 Nashville, TN 37212  
**615-329-0900** Fax: 615-329-2148  
 sgladstone@gbkklaw.com



Gladstone represents artists, songwriters, music publishers, managers and entertainment business entities in industry matters; represents executives in employment matters; consults on entity formation, funding and business planning for entertainment industry clients; public speaker on music business and funding issues; Nashville developer of intellectual property asset securitization. Chairman, Film Music Workshop, Inc. • CMA, NARAS, NFVA, Leadership Music, Nashville, Tennessee, Missouri Bar Associations • Teaches fly fishing



**Holly Gleason**  
**Chief Wench, Joe's Garage**  
 4405 Belmont Park Pk. Terrace  
 Nashville, TN 37215  
**615-269-3238**  
 Fax: 615-297-7612  
 garagepr@aol.com

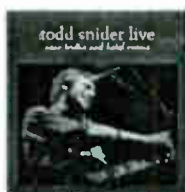
www.joesgarage615.com  
 Established in 1993, Joe's Garage is a media relations and artist development company. Clients include Brooks & Dunn, Kenny Chesney, Terri Clark, the Notorious Cherry Bombs, Uncle Kracker, Dan Baird. Formerly a music critic, Gleason has written for *Rolling Stone*, *Musician*, *The New York Times* and others. • ACM, CMA, NARAS



**Steven Goldmann**  
**Director/Co-Owner, Collective, LLC**  
 900 Division St.  
 Nashville, TN 37203  
**615-327-1820**  
 Fax: 615-320-0884  
 steven@collectivefilms.com

Goldmann co-founded this company in 1995 with Susan Bowman and Thom Oliphant. Writes, directs and co-develops projects for film, TV and music videos. Clients include IMAX, CMT, TNN, Gaylord, CBC and many Nashville record companies. • Board of Governors—NARAS; Member—CMA • My children, movies, photography, hockey, wine

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**Pinky Gonzales**  
**President, Artist Media Group, LLC**  
 1708 21 Ave S., Ste. 128  
 Nashville, TN 37212  
**615-218-5132**  
 Fax: 615-792-0233  
 pinky@artistmediagroup.com

www.artistmediagroup.com

Company handles fan management, marketing and Website development for signed artists and entertainment companies. Clients include DreamWorks Nashville, Lyric Street Records, Capitol Nashville, What A Trip! Entertainment, Gretchen Peters, Jimmy Wayne and Rascal Flatts. • Leadership Music, SOLID • Mexican food muncher, hiker not a biker



**Jon Goodman**  
**Vice President,**  
**Falcon-Goodman Management**  
 1103 17th Ave. S.  
 Nashville, TN 37212  
**615-329-9220**  
 Fax: 615-329-9221

falconmgt@earthlink.net

Started company with Gary Falcon in 1993. Manages Travis Tritt, Christy Sutherland and JEB. • NAPM, CMA, ACM • Harley Davidson, convertibles, www.puremusic.com



**Randy Goodman**  
**President, Lyric Street Records**  
 1100 Demonbreun St., Ste. 100  
 Nashville, TN 37203  
**615-963-4848**  
 Fax: 615-963-4846  
 randy.goodman@disney.com



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President of Lyric Street since its July 1997 inception. • CMA, ACM



**John Grady**  
**President, Sony Nashville**  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-5730**  
 Fax: 615-742-5734  
 john\_grady@sonymusic.com

In May of 2003, Grady became President of Sony Nashville where he oversees all aspects of operations. In his former position as Sr. VP of Sales, Marketing for Mercury Nashville/Lost Highway, he was instrumental in developing and marketing the career of Shania Twain and the multi-platinum movie soundtrack for *O Brother Where Art Thou*. • Board—TJ Martell, NFF, Wilderness Inquiry, Juvenile Diabetes Research Foundation; Member—ACM, CMA, NARAS • Hunting, fishing

**Jeff Green**

**Executive Editor, Radio & Records**  
 1106 16th Ave. S., Nashville, TN 37212  
**615-244-8822 ext. 13** Fax: 615-248-6655  
 jgreen@radioandrecords.com  
 www.radioandrecords.com

This 26-year music industry veteran rejoined *R&R* in 2002 after nine years with the CMA. He covers management, marketing, sales content, new business development, news, features, specials and Website services for this trade publication. • Board—CMA International Advisory Group; Member—CMA, Leadership Music • Author/publisher of *The Green Book of Songs By Subject*, new media, writing, travel, tennis



**Jon Grimson**  
**President,**  
**Americana Entertainment, LLC**  
 POB 24650  
 Nashville, TN 37202  
**615-341-0060**  
 Fax: 615-341-0072

jgrimson@americanamusic.com  
 www.americanamusic.com

Produces *This Week In Americana*, the first program of its kind syndicated to commercial country radio since 1998. Also produces *Americana 24/7*, a satellite-delivered syndicated format channel to AM/FM affiliates nationwide. Has also produced radio specials for *O Brother*, Earl Scruggs, Emmylou Harris, Nickel Creek, Dolly Parton, Rosanne Cash, Chieftains-Nashville Sessions and Hank Williams III. Oversees music publishing and video production division. • AMA (founding member), IBMA, Folk Alliance, Leadership Music, NARAS • Restoring antique phonographs, golf and mandolin abuse



**Randy Guidry**  
**Owner, Holley-Guidry Company**  
 3415 West End Ave. Ste 101-D  
 Nashville, TN 37203  
**615-460-9550**  
 Fax: 615-460-9553  
 bayoubob418@aol.com

Runs four-year-old firm with wife, Debbie Holley. Handles PR and/or marketing services for Tracy Lawrence, Wild Bill's Concert Hall, Balance Method Inc., The Nashville Irish Step Dancers, Glenn Kearney and Michael Knox. Guidry also manages Bill Gentry and Ruby Lovett. From both the creative community and the business community, Guidry participated in the entertainment business as a

staff songwriter, signed recording artist, and staff producer. Guidry earned a Doctorate of Jurisprudence (J.D.) from Pepperdine University School of Law in Malibu, California. • Member—CMA, ACM; Adjunct Professor, Copyright Law • Collector guitars, muscle cars, and "Popeye" memorabilia; Executor, The Gregory Michael Francis Guidry Memorial Fund



**Cathy Gurley**  
**Owner, Gurley & Co.**  
 POB 150657  
 Nashville, TN 37212  
**615-269-0474**  
 Fax: 615-385-2052  
 cathy@gurleybiz.com

www.gurleybiz.com

Formed in 1985, the company seeks and implements new avenues for client development. • Board—T.J. Martell, Nashville Blues Education Committee; Member—ACM, CMA • Walking, reading, seeing my three grandchildren



**J.D. Haas**  
**President,**  
**J. D. Haas Entertainment**  
 30 Music Sq. W., Ste. 301  
 Nashville, TN 37203  
**615-244-9445**  
 Fax: 615-244-9449

jdocks@jdhe.com • www.jdhe.com

Celebrating its 23rd anniversary, Haas Ent. creates "contest" trips for radio, record labels and TV stations that organize activities and events between celebrities and trip winners. Generates airplay, on-air promotion and measured media for artists, record labels, event properties and corporate sponsors. Organizes trips to awards shows, TV tapings, rodeos, Las Vegas, Hollywood, tour openings/closings and more. • ACM, AAA, NARAS • Swimming, weight lifting, travel



**Gary Haber**  
**President, Haber Corporation**  
 1016 17th Ave. S. Ste. 1  
 Nashville, TN 37212  
**615-321-0054**  
 Fax: 615-321-3327  
 ghaber@haber.com

www.haber.com

Haber provides accounting and business management services to entertainment clients. Offices are located in Nashville, Paris, and Encino, Calif. Clients include Randy Travis, Joe Cocker, Brian Setzer, Lynyrd Skynyrd, Paula Cole, Ken Levitan, Ryan Adams, Nickel Creek, Jet, The Vines, Evanescence, Rodney Crowell, Lyle Lovett, Pat Benatar, Lifehouse, Take 6, Peter Frampton, Raul Malo, Tony Brown, Hal Ketchum, Jim Lauderdale, Lucinda Williams. • President—Nashville Screenwriters Conference; Board—AARC, Association of Independent Music Publishers



**Ted Hacker**  
**President/Partner/CEO,**  
**International Artist Management**  
 1105 16th Ave. S., Ste. C  
 Nashville, TN 37212  
**615-329-9394**  
 Fax: 615-329-9397

iamgmt@mindspring.com

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 alhagaman@oneilhagaman.com

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**Schatzl Hageman**  
*President, Hot Schatz Public Relations*  
 1024 16th Ave. S., Fl. 2  
 Nashville, TN 37212  
**615-782-0078**  
 Fax: 615-782-0088

hotschatzpr@csi.com

Recently celebrated the company's 12th year. Clients include Trace Adkins, Jessi Colter, Patti Page, *Soundstage* (PBS-TV Music Series), The Nashville Film Festival and Tony Joe White • ACM, CMA, NFF • Love to cook and listen to great music



**Curt Hahn**  
*President/CEO, Film House, Inc.*  
 810 Dominican Dr.  
 Nashville, TN 37228  
**615-255-4000**  
 Fax: 615-255-4111  
 results@filmhouse.com

Produces TV commercials to promote radio stations. In business 28 years.

**David Haley**

*Senior VP Promotions, Warner Bros.*  
 20 Music Sq. E., Nashville, TN 37203  
**615-748-8000** Fax: 615-214-1567

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 Appendices page 54-60



david.haley@wbr.com  
 Joined company in 2002. Oversees national promotion at country radio. • Board—CRB; Advisory Board—Midwest Conclave; Member—ACM, CMA, SAG • College football, vintage cars, photography



**Dennis P. Hannon**  
*Executive VP/GM, Curb Records*  
 47 Music Sq. E.  
 Nashville, TN 37203  
**615-321-5080**  
 Fax: 615-321-2893  
 dhannon@curb.com

www.curb.com

Held several executive positions with CBS Records and Capitol Records. Joined Curb Records in 1991.

• National Youth Hockey Association • Hockey, boating



**Lisa Harless**  
*Senior VP/Manager of Music Industry Division, AmSouth Bank*  
 21 Music Sq. W.  
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**615-748-2122**  
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lisa.harless@amsouth.com • www.amsouth.com

With bank for 19 years. Works with music industry clients on matters of deposit, credit, cash management, estate planning and investments. Manages and coordinates the sports and entertainment team within AmSouth. • Board—W.O. Smith School, NARAS, TJ Martell Foundation; Member—CMA, GMA, Leadership Music, NSAI



**Summer Harman**  
*Head of Publicity, DreamWorks Records Nashville*  
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 Fax: 615-463-4601

sharman@dreamworksrecords.com  
 www.dreamworksnashville.com

Oversees all areas of publicity, media marketing and press for special events for DreamWorks Records Nashville and the label's artist roster including Jessica Andrews, Tori Baxley, Dan Colehour, Emerson Drive, Scotty Emerick, Hanna-McEuen, Toby Keith, Tracy Lawrence, Danielle Peck, Michelle Poe, Jimmy Wayne and Darryl Worley. • Board—United Cerebral Palsy Foundation; Marketing & Publicity Committee—CMA; Volunteer Committee—T.J. Martell; Member—ACM, CMA, NARAS, SOURCE • Boating, NASCAR, fishing, and volunteering for handicapped children's sports activities



**Ed Harper**  
*President, The Harper Agency*  
 POB 144  
 Goodlettsville, TN 37070  
**615-851-4500**  
 Fax: 615-851-4461  
 ed@harperagency.com

www.harperagency.com

Oversees the booking responsibilities for his company's sizable gospel and Christian artist roster. In business 18 years. • Board—GMA; President—GMA Foundation; Director—GMA Hall of Fame; VP—SGMG, SGMA; President—Gospel Music Trust Fund; Member—Leadership Music • Golf, reading



**Randy Harrell**  
*President/CEO, Shell Point Music, Inc.*  
 330 Franklin Rd.,  
 Ste. 155A-174  
 Brentwood, TN 37207  
**615-837-6740**

Fax: 615-837-6742

randy@shellpointmusic.com

www.shellpointmusic.com

Responsible for all aspects of publishing company and record label. Artists include Grammy-nominated Larry Cordle & Lonesome Standard Time, Porter Wagoner, Davis Raines and Kim Fox. Won 2001 CMA Song of the Year Award for "Murder On Music Row." • IBMA, CMA, NARAS • Baseball, surfing, spending time with wife and two kids

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 cherylharris@oneilhagaman.com

Started firm with Kerry O'Neil in 1984. Business manager and consultant specializing in the entertainment industry providing overall support for the client's business including accounting, tax and investment planning and risk management to a variety of artists, publishers, songwriters and record company executives.



**John Hart**  
**Owner/President,**  
**Bullseye Marketing Research**  
 1204 Elmwood Ave.  
 Nashville, TN 37212  
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hart@bullsi.com • www.bullsi.com  
 Conducts all categories of research for broadcast, music industry and other entertainment clients. Produces *Callout America* for R&R. Also works with Sony, Curb, Citadel Broadcasting, Infinity Broadcasting and more. • Agriculture, eastern culture, mountain biking



**Christian Haseleu**  
**Chair,**  
**MTSU Recording Industry Dept.**  
 POB 21, Murfreesboro, TN 37132  
**615-898-2578**  
 Fax: 615-898-5682  
 chaseleu@mtsu.edu

www.mtsu.edu/~record  
 With the university 25 years, Haseleu runs the country's largest recording program. • Audio Engineering Society, NARAS, SPARS • Travel, gardening, Abyssinian cats

**Diane Richey Haupt**  
**Owner, Diane Richey Promotions**  
 1110 17th Ave. S. #1, Nashville, TN 37212  
**615-320-7618** Fax: 615-320-1496



richeypromo@comcast.net  
 Opened company 18 years ago. Solicits and obtains airplay for clients. Specializes in secondary promotion. • CMA • SCUBA diving, Titans football, playing with the kids



**Deb Haus**  
**VP, Marketing & Artist Development, Sony Nashville**  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-4356**  
 Fax: 615-742-4339

debbi\_haus@sonymusic.com  
 www.sonymusic.com  
 With company for 16 years, she oversees marketing, artist development, creative services and music videos.  
 • ACM, CMA, NARAS



**Craig Hayes**  
**Partner,**  
**Zumwalt, Almon & Hayes PLLC**  
 1014 16th Ave. S.  
 Nashville, TN 37212  
**615-256-7200**  
 Fax: 615-256-7106

chayes@zahlaw.com  
 With this law firm 21 years. Has worked as a musician, songwriter, publisher and music teacher. Toured with Neil Young And The Shocking Pinks as baritone sax player and character, "Vito Toledo." Specializes in music, copyright and entertainment law. • Board—W.O. Smith; Member—CMA, NARAS, Leadership Music • Basketball, golf, guitar; married to songwriter Pamela Brown Hayes who co-wrote Dixie Chicks' "I Can Love You Better"; two sons, Luke and Sam, baseball/basketball coach



**Dan Hays**  
**Executive Director, International Bluegrass Music Association**  
 2 Music Circle S., Ste. 100  
 Nashville, TN 37203  
**615-256-3222**  
 Fax: 615-256-0450

danh@ibma.org • www.ibma.org  
 Hays heads this industry trade organization, including producing annual convention, IBMA Awards broadcast, member services and marketing programs. With IBMA 14 years. IBMA moved its offices to Nashville in March 2003. • IBMA, CMA, AMA, GMA, Leadership Music • Golf, fishing, dogs, college basketball, volunteer at CMF



**Bill Hearn**  
**President/CEO, EMI CMG**  
 101 Winners Circle  
 Brentwood, TN 37027  
**615-371-6802**  
 Fax: 615-371-6996  
 bhearn@emcmg.com

Hearn was formerly President of Sparrow Records prior to being named President and CEO of EMI CMG. His father, Billy Ray Hearn, who founded Sparrow, continues to function as Chairman of the group. A 27-year industry veteran, Hearn oversees management of EMI CMG Label Group, EMI CMG Distribution Group and EMI CMG Publishing.  
 • Board—GMA; Local Chairman and National Board—T.J. Martell; National Trustee and Local Governor—NARAS • Golf



**Bob Heatherly**  
**President/CEO, Music City Records**  
 2603 Westwood Dr.  
 Nashville, TN 37204  
**615-269-3100**  
 Fax: 615-269-3115

bob@musiccityrecords.com  
 www.musiccityrecords.com  
 Oversees all label operations. Roster includes Charley Pride and Derryl Perry. Heatherly was with RCA and Atlantic for over 25 years before joining Music City Records four years ago.  
 • Leadership Music, ACM, CMA, NARAS  
 • NASCAR, golf, football

**Lon Helton**  
**Nashville Bureau Chief/Country Editor, Radio & Records**  
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**615-244-8822**

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 lhelton@radioandrecords.com  
 www.radioandrecords.com  
 With publication 22 years.  
 Oversees news and issues coverage of events affecting the country radio and record industries; gathers information to compile weekly country chart and hosts the weekly radio show *Country Countdown USA*, the daily *Country's Inside Trak* and numerous radio specials. Was 2002 CMA National Broadcasting Personality of the Year. • Board—CMA, CMF, Leadership Music



**Terry Hemmings**

**President/CEO,  
 Provident Music Group**

741 Cool Springs Blvd.  
 Franklin, TN 37067  
 Fax: 615-261-5911  
 kpierson@providentmusicgroup.com

Hemmings came on board after Provident was acquired by Bertelsmann Music Group and oversees a roster that includes superstars Michael W. Smith, Jars of Clay, Third Day and a 215 person staff. He spent a decade steering Reunion Records (now a PMG division) and more recently served as Chief Executive of Phyre Corp., a medical security firm. • Golf



**Mark S. Hendricks**

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In charge of the firm's Consulting Group specializing in royalty examinations, valuation and sales of music publishing catalogs, litigation support and expert witness testimony. Also specializes in entertainment industry business management for artists and executives. Member for 13 years. • Board—W.O. Smith Community Music School • Woodworking, restoring an old truck



**Scott Hendricks**

**Producer,  
 Scott Hendricks Productions**

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Hendricks was the former head of Capitol and Virgin Nashville. As a producer his credits include Brooks & Dunn, John Michael Montgomery, Faith Hill, Trace Adkins, Restless Heart and Alan Jackson. Owner of Big Tractor Music. • ACM, CMA, NARAS, Leadership Music



**Barton Herblson**

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**615-256-3354**

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Provides overall leadership and direction for the nation's largest not-for-profit songwriter organization. With more than 14,000 current/former members, NSAI develops services and benefits for professional and aspiring songwriters; organizes local and regional



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seminars and music events; monitors and responds to issues facing the profession; and hosts Tin Pan South. Herbison assumed his NSAI appointment in August 1997. • Governors Economic Advisory Board, Chamber of Commerce Govt. Relations Board; Member—CMA, NARAS, Leadership Music

**Kevin Herring**

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With company since 1997, he oversees radio promotion for the label. • CMA, ACM • Golf, hockey, travel

**Dan Herrington**

**Co-President, Dualtone Music Group, Inc.**  
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info@dualtone.com • www.dualtone.com  
Formed this label with Scott Robinson in late 2000. Oversees all operations at Dualtone. Artists include David Ball, McBride & The Ride, Radney Foster, Chris Knight, Jim Lauderdale, Mark Olson, Victoria Williams and Hayseed Dixie. • Board—AMA; Member—CMA, ACM, IBMA, NARAS • Family. Wife and I have an eight month old daughter, Vivian

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**Senior VP/GM,**  
**Universal Music Publishing**  
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Higdon, a 27-year publishing veteran, took the helm of Universal Music Publishing Group approximately five years ago. Oversees a writer roster that includes Troy Verges, Rivers Rutherford, Stephanie Bentley-Prout, Anthony Smith, Radney Foster and Matraca Berg. • Board—CMA; Member—NARAS • Boy Scouts, gambling at golf, beer



**Clint Higham**  
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With the company 11 years. Partners with Dale Morris and manages the careers of Kenny Chesney, Louise Mandrell, Kellie Coffey and McHayes. • Board—ACM; Member—CMA • Boating, salt water aquariums



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Veteran publisher Hill moved to Cal IV in January of 2000. Oversees all operations of this independent publisher. • CMA, NARAS, ACM, Leadership Music • Camping, hiking, guitars, family

**Greg Hill**

**Owner, Greg Hill Management**  
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www.greghillmanagement.com  
Oversees the career of Phil Vassar. Formerly served as VP of EMI Music Publishing. • ACM, CMA, NARAS • Golf, flying planes, family



**Donna Hilley**  
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Hilley is in charge of day-to-day operations and contract negotiations involving songwriters, recording artists and Tree Productions. Sony Tree is the copyright administration headquarters for all of Sony Music Publishing. Hilley has been with the company for 31 years and specializes in copyright acquisitions. Acquired Acuff/Rose in 2002. • Board—CMA, ASCAP, NMPA; Member—NARAS, GMA, NSAI • Antiquing, church and family



**Randall Himes**  
**Executive Director,**  
**AFTRA Nashville**  
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Started with AFTRA in 1978 as National Representative, negotiating television and radio station staff contracts and assisting with the Nashville operation. Took Director post in 1986, overseeing all aspects of Tennessee and Kentucky AFTRA operations for 1,800 performer members. • Advisory Council—TN Film, Entertainment & Music Commission; Member—CMA, NARAS, ACM, GMA

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**Mayor Bill Purcell, (center) congratulates living recipients (l to r) Emily Mitchell, Lorene Allen (since deceased January 2004), Charlotte Lowther, Harrienne Condra, Polly Roper Edenton and Cecile Light.**

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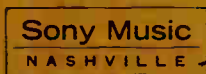
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Oversees day-to-day operations and contract negotiations for this recently established publishing company co-owned by Anderson Media. Previously spent 15 years at Zomba Music as GM. • Bicycling, grilling

**John Hood****Chart Director/Senior Writer,  
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Has overseen *Music Row's* CountryBreakout™ chart since its inception. Writes and edits for the magazine and twice weekly e-mail newsletter, @MusicRow. • Board—Discoveries In The Cumberland; Music Business Liason—Tennessee Respite Coalition • Reading, songwriting, turning the biz on to unheard-of songwriters like John Reynolds, John Gregory and Charlie Kelly

**Christian A. Horsnell****Partner, Bass, Berry & Sims, PLC**

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A 24-year veteran of entertainment law. Represents and counsels entertainment clients on business, entertainment and intellectual property matters.

• Board—W.O. Smith School; Member—CMA, Leadership Music • College basketball

**Jason Houser****Co-President, Extreme Writers  
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Co-founded Extreme Writers Group with Michael Martin in 2000. He produces Matthew West, Joy Williams and Good Seeds. Represents artist Shannon Lawson and producer Steve Mandile. Oversees writer roster that includes Rodney Clawson, Helen Darling, Lawson, Mandile, Donny Lowery and Elliott Park. • NARAS, CMA • Hiking, running, air guitar, fishing

**Douglas J. Howard****Senior VP A&R,  
Lyric Street Records**

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Formerly VP/GM at PolyGram Music Publishing, Howard has been with Lyric Street since startup in August 1997. Responsibilities include signing acts, finding songs and matching producers with artists on the Lyric Street roster. Howard holds an

MBA from Vanderbilt and a JD from George Washington University. • Board of Advisors—Belmont's Music Business Program, Board of Governors and Alternate Trustee—NARAS

**Linda Edell Howard****Partner, Stokes Bartholomew  
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Edell, an 18-year law veteran, opened this long-standing firm's Music Row offices. She serves as a Managing Partner of the entertainment and new media practice. • Board—Leadership Music; Member—CMA, NARAS • Antiquing

**Melanie Smith Howard****Owner, Harlan Howard Songs/  
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Bride Music**

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www.harlanhoward.com

Oversees publishing company, signs new writers, pitches songs, catalog and estate administration.

• Board—W.O. Smith School • Anything horse related—riding, showing and raising spotted saddle horses

**Dann Huff****Owner, Diver Dann Music/Dann  
Huff Productions**

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darrell@diverdannmusic.com

Formerly a top session guitarist, Huff has become an in-demand producer of artists including Faith Hill, Jewel, Lonestar, SHeDAISY, Trace Adkins, Keith Urban, Carolyn Dawn Johnson, Wynonna and Kellie Coffey. • Board—CMA, Doxology Records • Boating, fathering my children

**Tori Hughes****Publisher, Country Music Media Group**

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With company nearly four years. Handles advertising sales for *Country Weekly* magazine.

• ACM, CMA

**John H. Hule****Agent, Creative Artists Agency**

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With company since 1991. Partner who helps run the Nashville office. Current clients include Alan Jackson, Faith Hill, Deana Carter, Michael W. Smith, Amy Grant and Steven Curtis Chapman. • Board—The Hope Clinic for Women, T.J. Martell, Porters Call, Brentwood Academy • Golf, skiing

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wade.hunt@bmg.com

With the company for 10 years, Hunt oversees all print, video, creative and artist imaging for the label.  
 • NARAS, CMA, ACM • Running, reading, camping



**Nick Hunter**  
**GM, Koch Records Nashville**  
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Industry veteran Hunter oversees all aspects of this independent record label. • MLB Players Association • Baseball



**Ron Huntsman**  
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Has operated his company 15 years. Produces and syndicates live events and artist specials for radio including *Country HitMakers*, *Artist Clip Service*, *Gold Clips*, *Name That Song*, *Live From Nashville!*, *Christmas On Music Row*, *Live From Hollywood!*, *Western Beat Radio*, *Hazel Smith's Insider Report*.  
 • NARAS, CMA, ACM, GMA, AFTRA, CMB • Hiking, wood working, outdoors, golf



**Jeff Huskins**  
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Huskins, a former member of Little Texas and a record producer, is chief officer of the label and oversees A&R, artist signings and label operations.  
 • ACM, CMA, NARAS



**Lydia Hutchinson**  
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**Performing Songwriter Magazine**  
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Has been with the publication for 11 years.



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With company for five years, he oversees record promotion and marketing of the label's artists to radio.



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Jessen manages the trade publication's charts and weekly columns in *Billboard* and *Country Airplay Monitor*. With company since January 1995. • Board—ACM, March of Dimes (Music City Division); Advisory Council—GMA, NARAS, SGMA, IBMA, CMA, CCMA, Leadership Music; CRS Agenda Committee • Antique radio/phonograph collecting, rural studies, farming and ranching issues, Western history



**Doug Johnson**  
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Recently joined this Curb imprint. Previously President of Giant Records, Sr. VP at Epic and producer for several acts including Doug Stone, Hank Williams Jr., and Steve Holy. Also, co-wrote 2003 CMA, NSAI, and Christian Country Music Association's Song of the Year "Three Wooden Crosses." • CMA, ACM, NSAI, NARAS



**Al Jolson**  
**President, Al Jolson Ent., Inc.**  
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 Nashville, TN 37203  
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 Fax: 615-242-2472

Oversees the daily activities of studios, publishing and duplication facilities. Has owned and operated company for over 20 years.  
 • CMA, AES, ASCAP, BMI



**Allison Jones**  
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**DreamWorks Nashville**  
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Oversees the A&R department. Previously held A&R positions at Giant and BNA. • NARAS, ACM, CMA, Leadership Music • Travel, all water sports, reading



**Rusty Jones**  
**Attorney, Gordon, Martin, Jones,**  
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Jones represents artists, managers, publishers, writers, producers, industry executives and record labels. Before joining this firm 20 years ago, served as ASCAP's Nashville Director of Business Affairs. Clients include Garth Brooks, Martina McBride, Dixie Chicks, Blake Shelton, Montgomery Gentry, Tim McGraw, Trisha Yearwood. • Former Chair—TBA's Copyright Entertainment and Sports Law Section; Board of Advisors—Belmont School of Music Business; Board—Nashville Symphony Orchestra; Member—ACM, Tulane University Parents Counsel; Volunteer—Teammates for Kids, Challenge Aspen • Snow skiing, travel, history, fishing, Titans, Vol football, Mardi Gras



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Jordan has been with company five years. Oversees all operations of Starstruck recording studios and broadcast facilities. • Board—NAPRS; Member—SPARS, AES



**Robin Mitchell Joyce**  
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Joyce is a member of the Ent. and Intellectual Property Group of the law firm, representing music, film, television, and other entertainment clients from around the world. Founding Chair of the Nashville Bar Association's Entertainment Section. Professor of Entertainment Law at Belmont for 15 years and currently an adjunct professor of entertainment law at Vanderbilt Law School. She is a Fellow of the Nashville Bar Association and is listed in *The Best Lawyers In America* for entertainment law. She is a frequent lecturer at national entertainment industry forums, universities and legal events and recently executive produced a new Al Green television special in high definition. • Board—Alliance of Artist & Recording Companies, Leadership Music, NFF, NARAS, Entertainment Law Initiative



**Henry Juszkiecwz**  
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Juszkiecwz worked his way through undergraduate school playing guitar in numerous bands—a Gibson of course. He later completed his MBA at Harvard University on a General Motors Fellowship. In 1986, Juszkiecwz and two partners acquired the nearly-bankrupt Gibson Guitar company and began to fulfill a vision of creating a full-line musical instrument company, a vision which has now become reality. • Board—Country Music Hall of Fame, National Foundation for Advancement of Art, Consumer Electronics Association, Music Educators National Conference • Guitar, Composing, Video Production, Art, Rainforest Alliance Board

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Oversees a publishing company and producer clients which include Keith Stegall, Dan Hill, Jeremy Stover and David Nail. Kates has been with the company six years. • CMA, NARAS • Tennis



**Joel Katz**  
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Katz is co-managing shareholder of the Atlanta office and chair of the firm's international entertainment practice. His first client was James Brown, intro-

duced to him by a former student. Following that he began representing the then unknown Willie Nelson. His client roster grew to include more than 50 of the top entertainers spanning numerous generations, among them B.B. King, Collective Soul, George Strait, Jimmy Buffett, Sheryl Crow, Bow Wow, Alan Jackson and Brooks & Dunn. Katz's corporate client list includes Coca-Cola Company, HealthSouth, IMG, Convex, Gibson Guitars, Baldwin Piano and Varsity Brands. First attorney inducted to the Georgia Music Hall of Fame. Also inducted into Hunter College Hall of Fame. • Special Counsel—CMA; Past Chairman—ABA Ent. & Sports Law Section; Executive Ent. Counsel—NARAS; Board—T.J. Martell Foundation, Gibson Guitar, Gibson Foundation, Baldwin Piano, Farm Aid (also general counsel); Board of Trustees—NARAS Foundation



**Andrew Kautz**  
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With company 16 years, Kautz has been instrumental in the expansion of Emerald Sound Studios into one of the largest recording and production facilities in the Southeast. Oversees the corporate development and daily operations of all divisions. EEG's five locations consist of Emerald Sound Studios, Emerald Broadcast Division, Masterfonics Mastering, Digital Audio Post and The Sessions Agency. • Director-SPARS; Member—CMA, NARAS, NAPRS • Wakeboarding, skiing, running, sailing, swimming and wine



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Entertainment editor for *American Profile* and Nashville correspondent for *People*. Also writes for *In Style*, *Rollingstone.com*, *Country Music Today* and others. Does on-air commentary for VH-1 and CMT. Writes bios and does media training for artists. • Board of Governors—NARAS; Member—CMA, Leadership Music • Magazines, music, chocolate



**Rick Kelly**  
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Promotes singles to secondary radio outlets including *Music Row*, *Indicator* and Texas chart reporters. Clients include Columbia, Epic/Monument, Vivaton and BNA. • CMA • Photography, dobro, tennis, Tennessee Titans

**William Kennedy**  
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With the label 14 years.  
Oversees sales, retail marketing  
and advertising. • CMA, ACM,  
NARM, NARAS, IBMA



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Oversees day-to-day operations of the recording  
facility, which offers six rooms. Clients include Word  
Entertainment, Universal, Sony and Mercury. • CMA

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www.merlekilgore.com  
Kilgore began his career carrying  
Hank Sr.'s guitar, traveling with  
Elvis and writing his first No. 1  
hit at the age of 18. Kilgore now  
oversees the Hank Williams Jr.

organization including publishing, auxiliary enter-  
prises, *Bocephus News* and Hank's The Bama  
Band. CMA's first SRO Manager of the Year.  
Recently named Legendary Songwriter at the  
North American Country Music Assn. Awards  
• Board—CMA, Hank Williams Museum, Tex Ritter  
Museum; Honorary Tennessee State Senator;  
Member—Byrd High School Hall of Fame, AFM,  
AFTRA, SAG, Nashville Songwriters Hall of Fame,  
Louisiana Music Commission, Rockabilly Hall of  
Fame, Oklahoma Music Hall of Fame • Boating



**T.K. Kimbrell**  
*President/Owner,  
TKO Artist Management*  
1107 17th Ave. S.  
Nashville, TN 37212  
**615-383-5017**  
Fax: 615-292-3328

www.tkoartistmanagement.com  
Manages Toby Keith, Chris LeDoux, Mac McAnally,  
Amy Dalley, Scotty Emerick and Cledus T. Judd.  
Has had firm 17 years. • Board—CMA; Member—  
ACM, CMA

**Bob Kirsch**

*VP Music Publishing, Welk Music Group*  
120 31st Ave. N., Nashville, TN 37203  
**615-297-4322** Fax: 615-297-8575



welksongs@aol.com  
Runs Welk's publishing operation.  
Writer roster includes Joy Lynn  
White, Scott Miller, Sean Locke,  
Brian Maher, Allison Moorer,  
and Robert Brady. • NARAS  
• Reading, film noir, beagles



**Ben Kline**  
*Sr. VP Sales & Marketing,  
Universal Music Group Nashville*  
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Nashville, TN 37203  
**615-524-7510**  
Fax: 615-524-7605

ben.kline@umusic.com  
www.mercurnashville.com  
Oversees all sales and marketing functions for  
Mercury, MCA Nashville and Lost Highway.  
• Leadership Music, ACM, CMA, NARAS • Sports,  
reading



**Michael Korelba**  
*Manager, Gear For Days*  
23 Music Sq. E., Ste. LL  
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Engineer Relief Fund; Treasurer—NAPRS • Biking,  
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**Mike Kraski**  
*President, Equity Music Group*  
 1222 16th Ave. S #26  
 Nashville, TN 37212  
**615-695-2350 ext. 225**  
 Fax: 615-695-2359  
 mkraski@equitymusicgroup.com

www.equitymusicgroup.com

Heads this independent label, formed in 2003, with Clint Black as its flagship artist. Previously served as Executive VP/GM at Sony Music Nashville for 27 years. • Board—ACM; Member—CMA, NARAS



**Kenneth L. Kraus**  
*Partner, Loeb & Loeb LLP*  
 1906 Acklen Ave.  
 Nashville, TN 37203  
**615-749-8300**  
 Fax: 615-749-8308  
 kkraus@loeb.com

Managing partner in the law firm's Nashville office. Company offers full service representation including music, film, television, trademark and copyright. Clients include, Clint Black, Buddy Jewell, Amy Grant, Michael W. Smith, The Wallflowers, Kid Rock, and the Elvis Presley Estate. • Counsel—NAPM; Board—W. O. Smith School; Legal Advisor—First Steps; Member—CMA, NARAS, Leadership Music • Cooking, travel, cross country skiing, guitar

**Amy Kurland**

*Owner, Bluebird Cafe*  
 4104 Hillsboro Rd., Nashville, TN 37215  
**615-383-1461** Fax: 615-385-1955  
 blubirdcaf@aol.com • www.bluebirdcafe.com



Kurland's listening room and eatery has become world famous. Kurland, now in her twenty-second year, screens songwriters and books music for the Bluebird as well as other outside venues, and handles "publicity, plumbing and repairs." Television's *Live From The Bluebird Cafe* can be seen on Turner South. • Board—Alive Hospice; Advisory Board—Renewal House; Member—NSAI, Leadership Music, Folk Alliance 2003 • Dogs

**Peter Kuykendall**

*Editor/GM, Bluegrass Unlimited*  
 POB 771, Warrenton, VA 20188  
**540-349-8181** Fax: 540-341-0011  
 editor@bluegrassmusic.com

www.bluegrassmusic.com  
 Helms this influential bluegrass publication which he co-founded 38 years ago and now reaches over 26,000 paid subscribers. Also heads Wynwood and

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 IBMA President  
 Award Winning Artist



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Thumb Run Music companies. Songwriter of "I Am Weary (Let Me Rest)" from the *O, Brother* soundtrack. • Board—IBMM Museum; Member—CMA, NARAS, IBMA, Folk Alliance, AMA • Instrument collecting



**Kevin Lamb**  
*VP, Nashville, peermusic*  
 1207 16th Ave. S.  
 Nashville, TN 37212  
**615-329-0603**  
 Fax: 615-320-0490  
 klamb@peermusic.com

www.peermusic.com

Lamb has headed up the Nashville office of this successful multi-national publisher since 1993. • International Committee—CMA; Board—Copyright Society of the South, Leadership Music Historical Committee; Advisory Committee—Country Cares for St. Jude; President's Cabinet—University of North Alabama • Boating, computers, spending time with family



**Jack Lameler**  
*Proprietor, Jack's Place Consulting*  
 1114 17th Ave. S., Ste. 101  
 Nashville, TN 37212  
**615-329-4074 x107**  
 Fax: 615-329-4076  
 jacksplace11@hotmail.com

Opened consulting service for the music industry three years ago. Previously spent 40 years with CBS/Sony, retiring as Sr. VP Promotion. • Board—ACM • Golf, Civil War collecting and detecting, babysitting grandchildren and artists



**Danielle Lares**  
*Senior VP, Bank of America*  
 1013 16th Ave. S.  
 Nashville, TN 37212  
**615-291-2850**  
 Fax: 615-329-9146  
 danielle.lares@bankofamerica.com

www.bankofamerica.com

A 17-year-veteran of the company, she manages and coordinates the entertainment industry team. • Board—T.J. Martell Foundation; Executive Committee—Music City Tennis Invitational; Member—Leadership Music • Tennis, golf, working out, travel



**Steve Lassiter**  
*Sr. VP, APA, Inc.*  
 3017 Poston Ave.  
 Nashville, TN 37203  
**615-297-0100**  
 Fax: 615-297-4221  
 slassiter@apa-agency.com

With company for five years, responsible for East Coast and South territories and talent acquisitions.

Clients include Billy Ray Cyrus, Tanya Tucker, Crystal Gayle, BlackHawk, Little Texas, David Lee Murphy, Lee Roy Parnell • Committee—CMA Music Festival Talent; Advisory Board—MTSU Recording Industry Management (alumni); Member—ACM, CMA, NATO, IEBA, GMA • Horses, cattle, gentleman farmer



**Luelynn Latocki**  
*Owner, Latocki Team Creative*  
 2210 8th Ave. S.  
 Nashville, TN 37204  
**615-298-3533**  
 Fax: 615-269-8686  
 studio@latockiteamcreative.com

www.latockiteamcreative.com

She was former four-year employee of Team Design. Purchased company and renamed it. Oversees art direction of design, photography, printing, CD manufacturing and more. Manages a staff of six. • SOLID, Nashville Advertising Federation • Movies, friends and family, Tennessee Titans, tennis, piano and my Yorkie Sam



**Ken Levitan**  
*President, Vector Management*  
 1607 17th Ave. S.  
 Nashville, TN 37212  
**615-269-6600**  
 Fax: 615-269-6002  
 ken@vectormgmt.com

Levitan is President of Vector Management, where he manages such legendary acts as Emmylou Harris, Lyle Lovett, John Hiatt, Michael McDonald, Lynyrd Skynyrd and Trace Adkins as well as Jonny Lang, Patty Griffin, The Jenkins and Kings of Leon. Additionally, he is the Co-President of Combustion Music, a music publishing and soundtrack label, and Co-President of Vector Recordings with a roster including Damien Rice and Queen Latifah. • Sports, reading, movies



**Susan Levy**  
*VP, Artist Development, Universal South*  
 40 Music Sq. W.  
 Nashville, TN 37203  
**615-259-5300**  
 Fax: 615-259-5301

susan.levy@umusic.com • www.universal-south.com  
 With company for two years. Oversees all things visual; graphic arts, music videos and publicity. • Leadership Music, NARAS, CMA, ACM



**Luke Lewis**  
*Chairman, UMGH*  
 60 Music Sq. E.  
 Nashville, TN 37203  
**615-524-7500**  
 Fax: 615-524-7617  
 Lewis became Chairman of

Universal Music Group's entire country operations (MCA Nashville, Mercury and Lost Highway) in 2002. Lewis has run Mercury Nashville since 1992 and helped launch Lost Highway Records in early 2001. • Board—CMA; Member—ACM, CMA, NARAS • Golf, horseback riding, deep sea and fly fishing, reading



**Pamela L. Lewis**  
*President/CEO, PLA Media, Winning Circle Publishing*  
 1303 16th Ave. S.  
 Nashville, TN 37212  
**615-327-0100**  
 Fax: 615-320-1061

pam.lewis@plamedia.com • www.plamedia.com  
 Formed company in 1986. Oversees day-to-day planning, marketing and strategizing for client base. Clients include Ken Mellons, Meridian, Keith Norris, Blake Stamper, Crissy Cummings, Tommy Townsend, Johnny St. Clair, Vince Hatfield and Pete Schlegel. • NFF, Tennessee State Museum, Blair School of Music, Friends of Belmont School of Music, Park Center • Travel, historical preservation, gardening, reading, antiques



**Dale Libby**  
*Sr. VP Nashville Sales/Label Group Sales, Sony Music Nashville*  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-5723**

Fax: 615-742-5720

dale\_libby@sonymusic.com

With the company 26 years, Libby develops and implements all sales and field marketing strategy for the label. • CMA, ACM, Leadership Music

**Don Light**  
*President/Owner, Oryx Music/Don Light Talent*  
 1013 17th Ave. S., Nashville, TN 37212  
**615-298-9944** Fax: 615-292-2396  
 donlighttalent@aol.com  
 Light, a former Opry drummer, managed *Billboard's* Nashville office before establishing Don Light Talent as the first agency to book Southern Gospel groups (Happy Goodman Family, Oak Ridge Boys) in 1965. He was co-founder of the Gospel Music Association. Light moved into management in the early '70s working with Jimmy Buffett, Delbert McClinton, Keith Whitley, Steve Warnier, Mark Collie and others. He currently co-manages new Lyric Street artist Kerry Harvick, artist/songwriter Arlos Smith and Collie. Past President of the Nashville Chapter of NARAS and Co-founder of the Mark Collie Celebrity Race. Oryx writers include Smith, Collie and Rebecca Marshall.

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 501 Broadway  
 Nashville, TN 37203  
**615-770-2000**  
 Fax: 615-770-2010

hlombardi@gaylordentertainmentcenter.com  
 www.gaylordentertainmentcenter.com  
 Started with Powers Management, which handles the Gaylord Entertainment Center, in June 2002. Oversees all aspects of operation for the venue.  
 • Family, golf, travel



**Paul Lovelace**  
*Co-Owner,*  
**CDX-Compact Disc Xpress**  
 2603 Westwood Dr.  
 Nashville, TN 37204  
**615-292-0123**  
 Fax: 615-292-8750

cdx@cdx.com  
 Co-owns company with Charlie Douglas. Provides special CD singles compilation service to country radio stations not reporting to trade magazines.  
 • CMA, NARAS



**John Lytle**  
*President, Lytle Management Group*  
 1101 18th Ave. S.  
 Nashville, TN 37212  
**615-329-3998**  
 Fax: 615-329-4451  
 lytlemtg@bellsouth.net

Founded company in 1997. Manages Gary Allan and Joe Nichols. • CMA, NARAS, ACM, NAPM, Leadership Music



**Dianna Maher**  
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 Nashville, TN 37204  
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www.morainemusic.com  
 Oversees all aspects of publishing company and artist development. • NARAS, CMA, AMA, ACM  
 • Arabian horses, environmental issues

**Anita Mandell**

*Director of Press/Publicity, Sony Music Nashville*  
 34 Music Sq. E., Nashville, TN 37203



**615-742-4358**  
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 anita\_mandell@sonymusic.com  
 www.sonymusic-nashville.com  
 This 15-year music industry veteran has been with the label for five years. Procures media opportunities for Sony and its artist roster. • NARAS, ACM, CMA



**Brian Mansfield**  
*Nashville Correspondent,*  
**USA Today**  
 6908 River Ridge Dr.  
 Nashville, TN 37221  
**615-662-2810**  
 mansfield@comcast.net

www.usatoday.com  
 Contributes Nashville music coverage, particularly country music, for *USA Today*. Also writes for *Grand Ole Opry Weekend* syndicated radio show.  
 • Board—CMA; Member—ACM, CMA, NARAS, Leadership Music



**Steve Markland**  
*VP Creative Affairs Nashville,*  
**Windswept Holdings LLC**  
 33 Music Sq. W., Ste. 104B  
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**615-313-7676**  
 Fax: 615-313-7670

smarkland@windsweptpacific.com  
 www.windsweptpacific.com  
 Markland pitches songs, signs talent and manages the Nashville office. • NARAS, CMA, ACM • Mountain biking, family



**Michael Martin**  
*Co-President, Extreme Writers Group Publishing & Productions*  
 40 Music Sq. W.  
 Nashville, TN 37203  
**615-259-5320**  
 Fax: 615-259-5319

extreme@extremewritersgroup.com  
 www.extremewritersgroup.com  
 Co-founded Extreme Writers Group with Jason Houser in 2000. Represents artists Shannon Lawson and producer Steve Mandile. Oversees writer roster that includes Rodney Clawson, Helen Darling, Lawson, Mandile, Donny Lowery and Elliott Park. • CMA, NARAS • Fly fishing, landscaping, racquetball



**Pam Matthews**  
*GM, Ryman Auditorium*  
 116 5th Ave. N.  
 Nashville, TN 37219  
**615-458-8700**  
 Fax: 615-458-8701  
 pmatthews@ryman.com

www.ryman.com  
 Former VP/Treasurer of Wynonna, Inc. and J2k, Inc., the management companies for The Judds. Oversees programming, personnel and all operations at The Ryman. With the venue since 2000.  
 • Nashville Downtown Partnership, Leadership Music, Opry Trust Fund



**J.D. May**  
*Executive Director,*  
**Americana Music Association**  
 1101 17th Ave. S.  
 Nashville, TN 37212  
**615-438-7500**  
 jd@americanamusic.org

www.americanamusic.org  
 Oversees all aspects of this music trade association, specifically dedicated to growth of Americana industry including the annual conference and awards show, weekly radio chart, membership and marketing. With organization for three years.  
 • Leadership Music, NARAS, IBMA • Golf, coins



**Bill Mayne**  
*President, Mayne Entertainment*  
 1700 Hayes St., Ste. 102  
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 Fax: 615-341-0409  
 bill@mayneentertainment.com

www.mayneentertainment.com  
 Longtime label veteran Mayne manages T. Bubba Bechtol and Deric Ruttan. • VP—CRB; Board—ACM, Leadership Music; Member—CMA, ACM, Leadership Music • Fishing, movies, family



**Jim Mazza**  
*President & CEO,*  
**Dreamcatcher Entertainment**  
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Chairman, Mazza co-founded the company in 1998 with Kenny Rogers, who records for Dreamcatcher Records. Dreamcatcher Artist Management clients include Rogers and Rebecca Lynn Howard.

- NARAS, CMA, ACM



**Greg McCarn**

*VP, Marketing,  
Lyric Street Records*

1100 Demonbreun St., Ste. 100  
Nashville, TN 37203  
**615-963-4863**  
Fax: 615-963-4862

greg.mccarn@disney.com • www.lyricstreet.com  
With company six years, oversees marketing, publicity, creative and sales for the label.

- NARAS, ACM, CMA



**Mary Ann McCready**

*President, Flood, Bumstead,  
McCready & McCarthy, Inc.*

The 1700 Hayes Street Bldg.  
Nashville, TN 37203  
**615-329-9902**  
Fax: 615-321-5704

Formed company in 1990. Focuses on financial and business management for recording artists, songwriters and producers. First female recipient of the CMA's Founding President's Award. Chaired the establishment of CMA's Horizon Award and Irving Waugh Award of Excellence. Clients include Gary Allan, Rascal Flatts, Mary Chapin Carpenter, Keith Urban, Kelly Clarkson, John Hiatt and Shawn Colvin. • Board—NARAS, W.O. Smith; President Elect—Leadership Music; Member—ACM, CMA, NARAS • Cycling in Europe, travel, Roy Wunsch



**Tracy McGlocklin**

*President, Mission Management*

1102 17th Ave. S., Ste. 202  
Nashville, TN 37212  
**615-340-9513**  
Fax: 615-340-9505  
tracy@missionmgmt.net

www.missionmgmt.net

Recently formed this management company which handles clients including Little Big Town, Marty Stuart, Shelly Fairchild and Justifide • CMA, ACM



**Glenn Middleworth**

*VP, Famous Music*

65 Music Sq. E.  
Nashville, TN 37203  
**615-329-0500**  
Fax: 615-321-4121  
glenn\_middleworth@paramount.com

Oversees daily operations, creative and writing staffs. • CMA, ACM, NARAS, Leadership Music

- SCUBA diving, hiking, travel



**John Lloyd Miller**

*Director, The A.V. Squad*

1769 Claybrook Parck Cir.  
Brentwood, TN 37027  
**615-661-4378**

john@theavsquad.com  
www.theavsquad.com

Film, music video and commercial director/producer/writer Miller formed the A.V. Squad with partner Selby Miller in 1995. Has created hundreds of music videos in all genres and earned several CMA/ACM/TNN awards. Directed award-winning short film *I Still Miss Someone*. Clients include Dove Canyon Films, The Machine, PT Gazell, City of

Pigeon Forge Tourism, The Film Syndicate and Red Diamond Films. • CMA, NARAS, ACM, Leadership Music • Monarch butterfly migration patterns, luge, hockey, wrestling, diners, hand to hand combat, US Veteran Affairs



**Keith Miller**

*VP, William Morris*

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Fax: 615-963-3090  
km@wma.com

www.wmanashville.com

Oversees Nashville office staff meetings, Senior Territorial Agent for NE. Responsible agent for Trisha Yearwood, Diamond Rio, Terri Clark, Sara Evans, Collin Raye, Jessi Alexander, David Nail, Sugarland. • CMA, ACM, CCMA, GMA • Sailing, scuba, skiing, back-packing



**W. Michael Milom**

*Partner & Entertainment Group  
Chairman, Bass, Berry & Sims, PLC*

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Nashville, TN 37203  
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mmilom@bassberry.com

Milom has earned a national reputation in matters of intellectual property and has more than 30 years experience as an entertainment attorney. Clients include Alabama, Rascal Flatts, Joe Nichols, Emmylou Harris, Mary Chapin Carpenter and Diamond Rio. • Founding Director and former Chairman—Copyright Society of the South; Counsel—CMF and CRB Boards; Member—Leadership Music, Leadership Nashville; Adjunct Professor—Vanderbilt Law School



**Malcolm Mimms**

*President/COO,  
Word Entertainment*

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malcolm.mimms@wordentertainment.com

President/COO of Word Entertainment. Formerly a top music industry attorney. • President—Leadership Music



**Maurice Miner**

*Senior Director, Country  
Programming, Premiere Radio  
Network/MJI Programming*

1805 Hayes St., Ste. 200  
Nashville, TN 37203  
**615-320-0707**

Fax: 615-320-6035

mminer@mji.com • www.premiereradio.com  
With MJI 10 years, Miner oversees all MJI's country programming including CMA Awards activities, specials, *Ben & Brian's Big Top 20 Countdown*, *Country Today* daily prep service and more.

- CMA, NARAS • Old movies, travel



**Charlie Monk**

*President,  
Monk Family Music Group, Inc.*

POB 150768  
Nashville, TN 37215  
**615-292-6811**  
Fax: 615-292-7266

monkfamily@aol.com

Named the honorary mayor of Music Row, Monk has over 30 years experience in the industry, including stints in broadcasting, at ASCAP, CBS Songs, Acuff-Rose Music and Monk Family Music Group. 1998 SESAC Country Publisher of the Year. • Former President—AFTRA; Former VP—GMA, NARAS and NSAI; Alumni Board—Leadership Music. • Board—CRB; Member—CMA, ACM • Joke telling, hob-nobbing with the stars, golf



**Martha Moore**

*President,  
so much MOORE media*

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**615-298-1689**  
Fax: 615-298-1446

martha@somuchmoore.com  
www.somuchmoore.com

This 20-plus year music industry veteran is celebrating the 16th year of her independent publicity company. Oversees day-to-day operations and handles all public relation needs of her clients which include Hank Cochran, Sammy Sadler, Big Al Downing, Lisa O'Kane, Randy Thompson, The Miceys. • CMAA, CMA, ECMA, FARM, AMA, ACM • Roller skating, reading, movies, travelling, photography



**Paul Moore**

*Senior VP/Co-Head of Operations,  
William Morris Agency*

2100 West End Ave., Ste. 1000  
Nashville, TN 37203  
**615-963-3000**  
Fax: 615-963-3091

pm@wma.com • www.wmanashville.com

Runs office jointly with Rick Shipp. Massive roster includes Brooks & Dunn, Diamond Rio, Mary Chapin Carpenter, The Oak Ridge Boys, Sandi Patty, Hank Williams Jr., Willie Nelson and Vince Gill. • Board—ACM; Member—ACM, CMA, GMA



**Steve Moore**

*Executive VP, TBA Entertainment*

300 10th Ave. S.  
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**615-742-9000**  
Fax: 615-742-9170  
smoore@tbaent.com

www.tbaent.com

Owned and operated a successful concert promotion company that was acquired by TBA in 2000. Clients include Brooks & Dunn, Terri Clark, Clay Walker and Point of Grace. Adjunct professor at Belmont. • Board—CMA, Nashville Chamber Orchestra; Member—IAAM



**Stan Mores**

*Partner, The Consortium*

704 18th Ave. S.  
Nashville, TN 37203  
**615-327-3004**  
Fax: 615-327-3041

Formed the Consortium in 2001

with partners Mike Martinovich, Al Schiltz and Bernard Porter. Handles artist management/development for Consortium clients, who include Joe Diffie and Dean Miller. • Board—T.J. Martell, Country in the Rockies; Chapter President—Childhelp USA Nashville; Member—CMA, ACM, NARAS • Travel, nutrition, wellness



**Dennis Morgan**  
**President, Morgan Music Group/  
 Little Shop of Morgansongs/**  
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**Dale Morris**  
**President,  
 Dale Morris & Associates**  
 818 19th Ave. S.  
 Nashville, TN 37203  
**615-327-3400**  
 Fax: 615-327-0312

Manages clients including Alabama, Kenny Chesney,  
 Big & Rich, Gretchen Wilson. • Boating, jogging,  
 reading



**Erin Morris**  
**Owner, The Press Office**  
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 Nashville, TN 37221  
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 publicity@thepressoffice.net

www.thepressoffice.net  
 Publicity firm's clients include Vince Gill, Ralph  
 Stanley, Phil Vassar, John Michael Montgomery  
 and more. Morris was with RCA for 11 years and  
 with *Billboard* for 2 1/2 years. The Press Office  
 shares office space, and in some cases client  
 responsibilities, with Alison Auerbach Public  
 Relations. • Belmont University Music Business  
 Advisory Board • Music, summers on Martha's  
 Vineyard, reading mystery novels



**Joe Moscheo II**  
**President, MCS America**  
 1625 Broadway  
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**615-250-4600**  
 Fax: 615-250-4699  
 joe.moscheo@mcsamerica.net

www.mconline.com  
 Moscheo oversees the U.S. operations of this  
 London-based company that has over 600 copy-  
 right administration clients. Moscheo is a member  
 of the GMA Hall of Fame. • Board—W.O. Smith  
 Music School, NARAS, GMA; Member—CMA,  
 Leadership Music, Arts in the Airport • Art,  
 painting, golf, tennis, travel



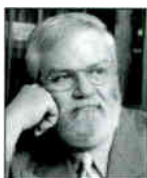
**Al Moss**  
**Owner,  
 Al Moss Promotion**  
 POB 150788  
 Nashville, TN 37215-0258  
**615-297-0258**  
 Amosspromo@aol.com

www.almosspromotion.com  
 This 30-year promotion veteran specializes in  
 Americana radio. Current clients include Audium,  
 Dualtone, Sony, Netwerk, Sanctuary, Oh Boy, New  
 West, Rounder, Sugar Hill and Vanguard. Current  
 independent artists include Jim Lauderdale, Darrell  
 Scott, Chip Taylor and Jesse Dayton. • Board of  
 Directors—AMA; Chair—Radio and Chart Committee;  
 Founding Council—Executive Committee; Member—

ACM, CMA, NSAI • Music, wine, food, reading,  
 movies, Maxfield Parrish

**Curt Motley**  
**Agent, Monterey Peninsula Agency**  
 124 12th Ave. S., Ste. 410, Nashville, TN 37209  
**615-251-4400** Fax: 615-251-4401  
 curt@mpanashville.com

With the agency since 1995, Motley handles client  
 services for a roster that includes Toby Keith, Chris  
 LeDoux, Sawyer Brown, Scotty Emerick, Amy Dalley  
 and more. • ACM, CMA • Forensic science and  
 orienterring



**Roger Murrah**  
**President/Owner,  
 Murrah Music Corporation**  
 1109 16th Ave. S.  
 Nashville, TN 37212  
**615-329-4236**  
 Fax: 615-329-4417

roger.murrah@murrahmusic.com  
 www.murrahmusic.com  
 Oversees the day-to-day workings of his thriving  
 independent publishing company. • CMA, NSAI,  
 BMI, NARAS, Leadership Music • Travel



**Jull Newton**  
**Creative Director,  
 Corlew Music Group**  
 50 Music Sq. W., Suite 300  
 Nashville, TN 37203  
**615-321-5767**  
 Fax: 615-321-5519

jnewtonkbm@aol.com • www.windsweptpacific.com  
 Involved with over 100 cuts since company opened  
 four years ago. Oversees daily operations, repre-  
 sents catalog, signs and develops writers, who  
 include Aaron Tippin, Tim Owens, Craig Monday,  
 Jason Sellers and Chris Wallin. • SOURCE, SOLID  
 alumni, Miller Harris Memorial Golf Tournament  
 Fundraiser, Hori Pro Golf Tournament • Golf, travel,  
 snow skiing, cooking, sewing



**Jim Ed Norman**  
**President, Warner Bros. Nashville**  
 20 Music Sq. E.  
 Nashville, TN 37203  
**615-748-8000**

Producer/arranger, father of  
 three, dog owner. Refers to  
 himself as the "Music Row label head longest  
 rumored to be leaving." • Founding President—  
 Leadership Music; serves on many boards and  
 has received numerous community service and  
 industry awards.



**Jozef Nuyens**  
**Owner/President, Castle Music  
 Group/Tennessee Pacific Group**  
 1393 Old Hillsboro Rd.  
 Franklin, TN 37069  
**615-478-3573**  
 Fax: 615-791-1324

jozef@tennpac.com • www.castlemusicgroup.com  
 Three-time Grammy nominated producer toured  
 the world as a musician. Established Castle Studios  
 in 1983. His production company has developed  
 and produced acts in many genres. Founder of  
 NAPRS. Has a publishing joint venture with Warner/  
 Chappell called Tower I. In 2003 he launched a  
 software development company with former  
 Microsoft and record label executives. The first  
 software launch will include an end-to-end solution

to digital piracy problems. • Board—Leadership  
 Music, Belmont College, SPARS • Travel  
 photography, meteorology, snow skiing,  
 economics, politics, tropical plants, music

**Danny O'Brien**  
**President, The Erv Woolsey Agency**  
 1000 18th Ave. S., Nashville, TN 37212  
**615-329-2402** Fax: 615-327-4917  
 dannyob@concerts.com

Books George Strait. • Board—ACM; Member—  
 CMA • NASCAR, Titans, Computers

**Brian O'Connell**  
**VP, Touring, Clear Channel Entertainment**  
 1400 18th Ave. S., Nashville, TN 37212  
**615-346-9000** Fax: 615-346-9001  
 brianocconnell@clearchannel.com • www.cc.com  
 Oversees country touring operations for Clear  
 Channel Entertainment. • Board—ACM, TJ  
 Martell Foundation; Member—ACM, CMA  
 • Chicago Cubs baseball



**Kerry P. O'Neil**  
**Member, O'Neil Hagaman, PLLC**  
 1025 16th Ave. S., Ste. 202  
 Nashville, TN 37212  
**615-320-5291**  
 Fax: 615-320-5651  
 kerryoneil@hotmail.com

Specializes in entertainment industry consulting  
 and business management.



**Robert K. Oermann**  
**Owner, R.K.O. Media Products**  
 POB 120893  
 Nashville, TN 37212  
**615-383-8530**  
 Fax: 615-386-7769  
 oermann@earthlink.net

Multi-media personality in print, TV, radio, graphic  
 arts, public speaking. Long-time *Music Row*,  
 columnist, feature writer for many others. Author  
 of seven books, annotator of 65-plus reissue albums  
 and writer/producer of specials and documentaries  
 for CMT, TBS, A&E, CBS, others. Music historian,  
 photographer, illustrator, librarian. Honors include  
 1999 *Nashville Scene* readers poll, 1996 Nashville  
 Music Award, 1994 ASCAP Deems Taylor Award,  
 1988 CMA Media Achievement Award. • Board—  
 NARAS, Leadership Music; Secretary—NSF;  
 Member—CMA, ACM • Gardener, carpenter,  
 record collector, painter, antiques



**Michael Olsen**  
**President/CEO,  
 Compendia Music Group**  
 210 25th Ave. N., Ste. 1200  
 Nashville, TN 37203  
**615-277-1800**  
 Fax: 615-277-1801

molsen@compendiamusic.com  
 www.compendiamusic.com  
 Directs the day-to-day operations and financial  
 affairs of Compendia Music Group. Oversees all  
 areas of the label. The company's roster includes  
 Joan Osborne, Robert Palmer, the Tony Rich  
 Project, Delilah, and Mighty Clouds of Joy. • CMA,  
 NARAS, Leadership Music, Georgia Bar Association  
 • Sailing, golf, Braves baseball





**Barbara Orbison**  
*Owner/President,  
 Barbara Orbison Productions/  
 Orbison Records/Orby Records/  
 Still Working Music Group*

1625 Broadway, Ste. 200  
 Nashville, TN 37203

615-242-4201 Fax: 615-242-4202

cheryl@orbison.com • www.stillworkingmusic.com  
 Owns and operates these four companies. Writers include Tommy Lee James, Billy Burnette, Clay Mills, Guy Zabka, Danielle Peck, Kaci Brown, Nathan Barlowe and Autumn McEntire. • Life and writing



**Stephanie Orr**  
*President, CountryWired*

1628 Jackson Valley Pl.  
 Hermitage, TN 37076

615-391-3355

Fax: 615-391-3389

soweb@countrywired.com

www.countrywired.com

This 10-year-old company designs, manages, markets, promotes and maintains artist Websites. Clients include Tim McGraw, Faith Hill, Alan Jackson, Jo Dee Messina, Keith Urban and Trace Adkins. • CMA, ACM, NARAS • Computers, camping



**Tom Oteri**  
*President/Co-Owner,  
 OF Music, Inc.*

204 Burgandy Hill Rd.  
 Nashville, TN 37211

615-333-2872

Fax: 615-834-3660

tommy@ofmusic.com • www.ofmusic.com

Established publishing company 20 years ago with writer Rich Fagan. Hits include three No. 1's by John Michael Montgomery. "Sold" was *Billboard's* No. 1 country single of 1995 and is in ASCAP's 50 Most Performed Country Songs of the '90s. Fagan and staff writer Chris Clark wrote the sports anthem "My House" which was used extensively by NBC during the 2002 Olympics and also penned the new Hank Williams Jr. single "Why Can't We All Just Get A Long Neck." Company also has songs in four feature films. • CMA, Alive Hospice • Gourmet cooking, spoiling grandchildren



**Gary Overton**  
*Executive VP/GM,  
 EMI Music Publishing*

35 Music Sq. E.  
 Nashville, TN 37203

615-742-8081

Fax: 615-742-4232

goverton@emimusicpub.com

With EMI since November '95. Oversees day-to-day operations, including exploitation of copyrights, acquisition of catalogs, signing of writers and artists and securing record deals. Formerly managed Alan Jackson, served as VP Warner/Chappell and as head of A&R for BNA Ent. • Board—NARAS, CMA, Vanderbilt Children's Hospital, T.J. Martell Foundation, Oak Hill School; Member—CMA, ACM, NARAS



**Jason Owen**  
*VP Artist & Media Relations,  
 UMG Nashville*

60 Music Sq. E.  
 Nashville, TN 37203

615-524-7563

Fax: 615-524-7656

jason.owen@umusic.com

Oversees publicity department for MCA and Mercury, plus creative and video for UMG Nashville.

**Nick Palladino**

*Owner, NPALL Audio, Inc.*

7149 Forrest Oaks Dr., Nashville, TN 37221

615-476-8440 Fax: 615-255-4111

nickp@npallaudio.com • www.npallaudio.com

Palladino gained over 20 years of audio experience before forming this "sound designer" company one year ago. Clients include Walt Disney, Universal South, NBC, CBS, ABC, FOX and more. • Board—Leadership Music; Member—NAPRS, AES, NARAS • Dirt bikes, golf



**Chris Palmer**

*GM/Sr. VP Marketing, Warner Bros.*

20 Music Sq. E.  
 Nashville, TN 37203

615-748-2000

Fax: 615-214-1577

chris.palmer@wbr.com

Oversees all aspects of marketing Warner Bros. Nashville releases. • Board—ACM; Member—ACM, CMA, NARAS, Leadership Music • Good music, good food, good wine, good friends



**Debbie Gibson Palmer**

*Owner, St. Regis International*

14613 Round Valley Dr.  
 Sherman Oaks, CA 91403

818-783-6886

Fax: 413-235-8914

dgpalmer@pacbell.net

Oversees all promotion and marketing for the company. Clients include Epic, Monument, Columbia, Lyric Street, Capitol, Universal South, Asylum Curb, Word and more. • ACM, CMA • Movies and movie related projects (my husband is in the film industry)



**Robin Palmer**

*Partner,  
 Froehlig Palmer Music Group*

POB 120065

Nashville, TN 37212

615-329-4687

Fax: 615-329-3973

fpmusic@aol.com

Oversees day-to-day operations of this company formed in 1996. • Chicks With Hits • Dogs, cats, cooking, sports



**Larry Parelgis**

*Senior VP Radio Promotion,  
 Sony Music Nashville*

34 Music Sq. E.

Nashville, TN 37203

615-742-4321

Fax: 615-742-4338

larry\_parelgis@sonymusic.com

www.sonymusic.com

Responsible for promotion and marketing of all Sony Nashville artists to radio. • Board—CRB; Member—Leadership Music, NARAS, Grammy Mentors, CMA, ACM • Reading, working out, computing, writing, painting

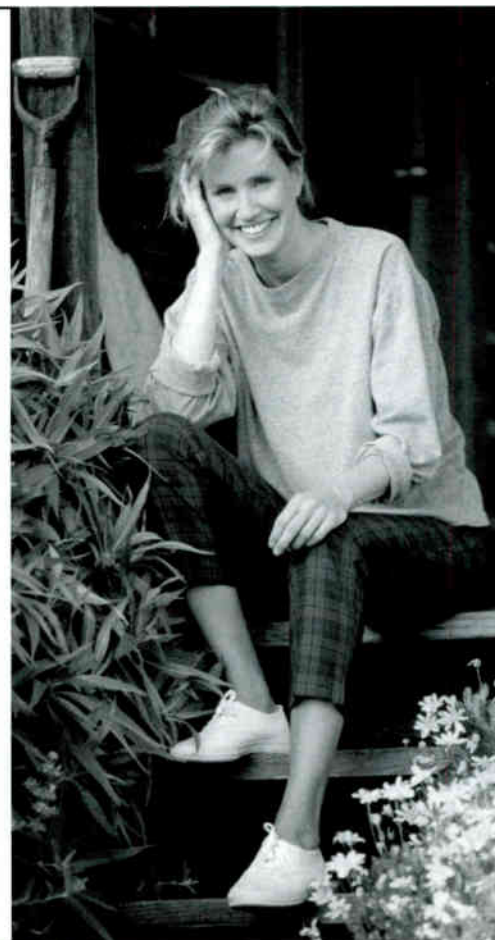
## Delightful Homecoming Ballad Offered For Recording Deal

A license to produce & market in the USA a new melodic love song (a pop ballad 3 mins. long) called "Home Again" is now being offered to a selected Record Company (Label). This song, presently with a female vocalist from Nashville, is particularly pertinent for the American market now, as it embodies the feelings of people coming home again after a time spent apart.

If a Record Company is interested in getting "Home Again" on the market in time for the return of about 100,000 soldiers from Iraq please email for details of lyrics etc.

**info@brande.biz**

The 24 digital master tracks of this song (which has 3 verses + a slide guitar section) can be quickly re-mixed with a different singer if required.





**Christopher Parker**  
*President/CEO, iv, inc.*  
 1701 Church St.  
 Nashville, TN 37203  
**615-320-1444**  
 Fax: 615-320-0750  
 cparker@ivgroup.cc

www.ivgroup.cc  
 iv, inc.'s affiliate companies include iv management, iv music, iv records and iv music publishing. Clients include Coca-Cola, Warner Bros. Pictures, Budweiser, ABC, Capitol Records, AT&T, Ken/Burns/Florentine Films, Goodyear and Ford Motor Company. • CMA, NAF, NARAS, AFTRA/SAG, ASCAP, Operation Andrew Group • Hiking, skiing, tennis, wine enthusiast, travel, golf, home remodeling



**Chris Parr**  
*VP Music Programming & Talent Relations, CMT*  
 330 Commerce St.  
 Nashville, TN 37201  
**615-335-8400**  
 Fax: 615-335-8615

chris.parr@cmt.com • www.CMT.com  
 Parr, who joined CMT in 1997, is a liaison to the music industry with primary focus of booking artist talent for CMT initiatives as well as developing and implementing the overall music programming network strategy. • ACM, CMA, NARAS Leadership Music



**Brian Phillips**  
*Sr. VP/GM-CMT, CMT*  
 330 Commerce St.  
 Nashville, TN 37201  
**615-335-8400**  
 Fax: 615-335-8620  
 brian.phillips@mtvstaff.com

www.cmt.com  
 Phillips, who enjoys Irish-American dual citizenship, joined MTV Networks in September 2001. He was previously at KPLX in Dallas and currently oversees CMT's programming, marketing and operations. CMT is now in 74 million households. • Board—CMA; Member—ACM, Leadership Music



**Bruce H. Phillips**  
*Managing Partner, Jack, Lyon & Jones, P.A.*  
 11 Music Circle S., Ste. 202  
 Nashville, TN 37203  
**615-259-4664**  
 Fax: 615-259-4668

brucep@jlnash.com • www.jlj.com  
 Represents and advises clients in all entertainment industry related matters, including civil litigation and transactional matters. • Adjunct Professor of Law/Entertainment Law, UTK School of Law; Member—CMA, NSAI • Golf, hiking, canoeing



**Nell Pond**  
*Editorial Director/VP, Country Music Media Group*  
 118 16th Ave., #230  
 Nashville, TN 37203  
**615-259-1111**  
 Fax: 615-259-9024

npond@countryweekly.com  
 www.countryweekly.com  
 With company five years. Supervises content, operations and personnel at *Country Weekly*. Formerly with *Country America* magazine. • CMA



**Michael Powers**  
*Senior VP of Promotion & Artist Development, UMG Nashville*  
 60 Music Sq. E.  
 Nashville, TN 37203  
**615-524-7530**  
 Fax: 615-524-7619

michael.powers@umusic.com  
 With Mercury for 13 years, Powers handles developing and breaking UMG Nashville artists at radio. • Board—ACM, Leadership Music; Member—CMA • Fishing, hunting, golfing



**Frances Preston**  
*President/CEO, BMI*  
 320 W. 57th St.  
 New York, NY 10019  
**212-586-2000**  
 Fax: 212-246-2163  
 fpreston@bmi.com • www.bmi.com

Promoted to the top post of this performing rights organization in 1986, Preston is largely responsible for moving much of BMI's operation to Nashville, creating 500 industry jobs. Headquartered in New York, Preston is still actively involved in the Nashville music community and is one of three remaining Lifetime CMA Directors. She is a 1998 recipient of the Grammy Trustees Award. A member of the Country Music Hall of Fame and awarded the Irving Waugh Award of Excellence by the CMA. Was named Person Of The Year at the 1999 Midem at Cannes, the highest international award accorded to a music industry executive. The primary research building at Vanderbilt-Ingram Cancer Center was named after her. She was also selected as the music industry Spirit of Life award recipient by the City of Hope hospital and research facility in Los Angeles. • President's Advisory Council—NARAS; Board—National Academy of Popular Music/Songwriters Hall of Fame, NARAS Foundation, Rock & Roll Hall of Fame, Rhythm & Blues Foundation; VP—National Music Council; Lifetime Member—Country Music Foundation; Lifetime Board Member—CMA, GMA; President, National Board—T.J. Martell Foundation for Leukemia, Cancer & AIDS Research



**K.K. Proffitt**  
*Co-owner/Chief Audio Engineer, JamSync*  
 1232 17th Ave. S.  
 Nashville, TN 37212  
**615-320-5050**  
 Fax: 615-340-9559

kk@jamsync.com • www.jamsync.com  
 Performs all audio engineering functions for this award winning 5.1 Surround Sound facility which uses all THX specification equipment. Services include mixing, archiving, audio for video, upmixing and sound design. • AES, SPARS, NARAS, IEEE • Mother of twins



**Lisa Ramsey**  
*VP/GM, Mosaic Music Nashville*  
 24 Music Sq. W.  
 Nashville, TN 37203  
**615-320-9971**  
 Fax: 615-322-9288

lramsey@mosaicnashville.com  
 With company for seven years, Ramsey oversees daily operations, markets catalog, pitches songs and signs and develops writers. • CMA, Leadership Music, SOURCE • Running, travel, reading



**Rundt Ream**  
*Southern Regional Director, Songwriters Guild of America*  
 1222 16th Ave. S., Ste. 25  
 Nashville, TN 37212  
**615-329-1782**  
 Fax: 615-329-2623

SGANash@aol.com • www.songwriters.org  
 With the organization since August 1996. Oversees daily operations of the Nashville office; created and manages Website; coordinates contract reviews, special events and regional newsletter. • CMA, NARAS • Green Bay Packer football, travel



**Paul Reeves**  
*Owner, Tangible Vision*  
 1400 18th Ave. S.  
 Nashville, TN 37212  
**615-298-6600**  
 Fax: 615-298-0008  
 paul@tangiblevision.net

www.tangiblevision.net  
 Film and video producer/director, Reeves has worked in production for over 15 years. Company was co-founded with wife, Michele, eight years ago. Currently oversees production and development of all programming. • Time with family, Indy Car racing, karting



**Grace Reinbold**  
*President, What A Trip! Inc.*  
 1605 17th Ave. S., Ste. 200  
 Nashville, TN 37212  
**615-269-0039**  
 Fax: 615-269-8677  
 grace@whatatrip1.com

www.whatatrip1.com  
 Handles marketing, promotion, sales, creative direction and show production for this six-year-old company. Clients include the CMA, CBS, Infinity, radio stations, major labels and artist management companies. • CMA, PMA, ACM, Leadership Music, SOURCE • Family events, independent films, producing home video documentaries, travel

**Simon Renshaw**  
*Manager, The Firm*

9465 Wilshire Blvd., 6th Fl., Beverly Hills, CA 90212  
**310-246-9000** Fax: 310-860-8128  
 srenshaw@firmertainment.net  
 Manages Dixie Chicks, Miranda Lambert. • CMA



**Jim Reyland**  
*President, Audio Productions*  
 1102 17th Ave. S., Ste. 200  
 Nashville, TN 37212  
**615-321-3612**  
 Fax: 615-321-5770  
 jreyland@audioproductions.com

www.audioproductions.com  
 Oversees operation and marketing of this 20-year-old full service, professional audio, commercial production facility. Produces and packages network radio programs for syndicators as well as producing commercial audio and custom music for corporate clients, ad agencies, radio, video and film. Recent clients include Sony, Mercury, BB and 20th Century Fox. • CMA • Basketball, golf, writing and watching my children grow

**Bobby Roberts**

*CEO, The Bobby Roberts Company*  
 POB 1547, Goodlettsville, TN 37070  
**615-859-8899** Fax: 615-859-2200





bobby@bobbyroberts.com  
www.bobbyroberts.com  
18-year owner of this booking agency. Oversees staff of 11 who book a roster of over 25 country and pop artists worldwide, including John Anderson, Merle Haggard, Larry Gatlin, Don Williams, B.J. Thomas, Confederate Railroad, Doug Stone, Pam Tillis and more. • IEBA, CMA, IAFE, NATD, ACM • FAA licensed pilot, family, real estate, farming



**Mike Robertson**  
**Owner, Mike Robertson Management**  
1227 17th Ave. S.  
Nashville, TN 37212  
**615-329-4199** Fax: 615-329-3923

mike@mikerobertsonmgmt.com  
Has operated this management company for two decades. Manages Patty Loveless, Carolyn Dawn Johnson and Carolina Rain.

### Scott Robinson

**Co-President, Dualtone Music Group, Inc.**  
1614 17th Ave. S., Nashville, TN 37212  
**615-320-0620** Fax: 615-320-0692  
scottrobinson@dualtone.com • www.dualtone.com  
Formed this label with Dan Herrington in late 2000. Artists include David Ball, McBride & The Ride, Radney Foster, Chris Knight, Jim Lauderdale, Mark Olson, Victoria Williams and Hayseed Dixie. • CMA, ACM, AMA, IBMA, AIFM, NACA



**Ken Robold**  
**GM, Universal Music Group**  
54 Music Sq. E., Ste. 300  
Nashville, TN 37203  
**615-524-7590**  
Fax: 615-524-7624  
ken.robold@umusic.com

With company 13 years. Oversees daily operations including sales, marketing, production, new media, finance and administration. • Board—Oasis Center, TJ Martell; Member—ACM, CMA, Leadership Music, NARAS



**Frank Rogers**  
**Co-owner, Sea Gayle Music**  
35 Music Sq. E.  
Nashville, TN 37203  
**615-742-1594**  
Fax: 615-259-3470

Rogers co-founded Sea Gayle Music in 1999 with Chris DuBois and Brad Paisley. Produces Paisley, Darryl Worley, Josh Turner and Trent Willmon. • CMA, ACM, NARAS, NSAI, Leadership Music



**Robert Romeo**  
**Executive Director, ACM**  
4100 W. Alameda Ave. Ste. 208  
Burbank, CA 91505  
**818-842-8333**  
Fax: 818-842-8535  
bobromeo@acmcountry.com

www.acmcountry.com  
Runs the day to day operations of the ACM. Consultant for TBA Entertainment. • CMA, IEBA, IAFE • Agriculture, hunting, involvement with youth activities



**Johnny Rose**  
**Senior Executive Sales & Marketing, DreamWorks Nashville**  
1516 16th Ave. S.  
Nashville, TN 37212  
**615-463-4625**  
Fax: 615-463-4626

jrose@dreamworksrec.com  
www.dreamworksnashville.com  
With the label since its beginning in August 1997, Rose oversees all sales and marketing initiatives. Previously worked at Capitol Nashville. • NARM, NARAS, CMA, ACM, Leadership Music • Collecting albums, vintage musical instruments, restoring British sports cars, antiques, reading



**David M. Ross**  
**Publisher/Editor, Music Row Publications, Inc.**  
1231 17th Ave. S.  
Nashville, TN 37212  
**615-321-3617**  
Fax: 615-329-0852

ross@musicrow.com • www.musicrow.com  
Oversees production of Nashville's Music Industry Publication, *Music Row*, which he founded in 1981 and its online content division; also founded *RowFax*, a weekly song pitching e-mail/fax publication in mid-1993. Recently debuted the spin-based CountryBreakout™ chart designed to track airplay at small market radio. Formerly singer, songwriter, arranger and performer for 10 years; attended Berklee College of Music. Graduate Wharton School, University of Pennsylvania. Received 1998 CMA President's Award, and Canadian Country Music Association's Leonard T. Rambeau Award for international achievement in 2003 • Board—CMF; Member—AMA, AWA, CMA, Leadership Music alumni • Persian rugs, bicycling, data wrangling, hiking



**Ronna Rubin**  
**Owner, Rubin Media**  
POB 158161  
Nashville, TN 37215  
**615-298-4400**  
Fax: 615-298-4040  
rubinmedia1@aol.com

Nineteen-year Music Row vet is celebrating her independent media and artist development firm's 12-year anniversary. Roster includes Clay Walker and Maura O'Connell. • Board—Reading Writing & Rhythm Foundation; Member—NARAS • Certified master gardener



**Nancy Russell**  
**President, FORCE**  
1505 16th Ave. S.  
Nashville, TN 37212  
**615-385-4646**  
Fax: 615-385-5840

Manages Loretta Lynn, The Wrights and co-manages Alan Jackson. • NARAS, ACM, CMA, Leadership Music



**Ed Salamon**  
**Executive Director, Country Radio Broadcasters, Inc.**  
819 18th Ave. S.  
Nashville, TN 37203  
**615-327-4487**  
Fax: 615-329-4492

ed\_salamon@crb.org • www.crb.org  
CEO of this 501(c)3 non-profit industry organization, responsible for production and fund raising initiatives including the Country Radio Seminar, the Country Music DJ Hall of Fame, the CRS Regional Seminar, the Fall Forum, the Spring Town Meeting, various humanitarian awards and a weekly e-mail *Executive Memo*. Previously President of Programming for Westwood One. • Board—Leadership Music; Member—CMA; Adjunct Professor—MTSU • Music collector, historian and writer



**Jim Saliby**  
**VP Sales, RCA Label Group**  
1400 18th Ave. S.  
Nashville, TN 37212  
**615-301-4300**  
Fax: 615-301-4306  
jim.saliby@bmg.com

www.rcalabelgroup.com  
With RLG for nearly five years, Saliby oversees the development and implementation of sales and field-marketing strategies, including budgets for all RLG artists and albums. • Senior Management Committee—RLG • Weight lifting, hockey, rodeos

**IN**charge  
See Company & Category  
Appendices page 54-60

**BILLY BLOCK'S**  
**WESTERN BEAT**  
AT THE EXIT IN 2208 ELLISTON PLACE  
**EVERY TUESDAY NIGHT**  
**7PM ★ \$5 COVER ★ WE GIVE YOU A \$6 SHOW**  
**WWW.WESTERNBEAT.COM**



**Bob Saporiti**  
**Czar, SEA Records**  
 1710 Roy Acuff Place  
 Nashville, TN 37203  
**615-313-8310**  
 Fax: 615-313-8859  
 www.searecords.com

Saporiti joined Warner Bros. Nashville in 1985 and opened the first international marketing department for a major Nashville label. He exited WB in 2001 as Sr. VP/GM to pursue outside opportunities. Saporiti is charged with successfully launching this new independent label. • Lead Singer—Reckless Johnny Wales Band • Starting and/or ending rumors



**Al Schiltz**  
**Partner, The Consortium**  
 704 18th Ave. S.  
 Nashville, TN 37212  
**615-327-3004**  
 Fax: 615-327-3041  
 www.asismanagement.com

Formed the Consortium in 2001 with partners Mike Martinovich, Stan Morress and Bernard Porter. Handles artist management/career development for Consortium's roster including Billy Ray Cyrus, Tammy Cochran and Bobbie Eakes. • Management Advisory Board—AFTRA, SAG; Member—ACM, CMA • Harleys, sailing



**Jessie Schmidt**  
**President, Schmidt Relations**  
 209 10th Ave. S., Ste. 229  
 Nashville, TN 37203  
**615-846-3878**  
 Fax: 615-846-4878  
 jessie@schmidtpr.com

This six-year-old publicity firm's clients include Tim McGraw, Rascal Flatts, Montgomery Gentry and The Grand Ole Opry.



**Brad Schmitt**  
**Celebrity News Columnist,**  
**The Tennessean**  
 1100 Broadway  
 Nashville, TN 37203  
**615-259-8073**  
 Fax: 615-259-8057  
 brad@tennessean.com • www.tennessean.com

Schmitt's page three *Brad About You* celebrity gossip feature is arguably the most-read column in Nashville's daily paper.



**Randy Scroggs**  
**Owner, Randy Scroggs Productions**  
 2828 Azalea Pl.  
 Nashville, TN 37204  
**615-298-1238**

Professional producer, writer, musician and artist. Four-time

CMA Award winner, two as Producer of the Year and two as Musician of the Year. Three-time Grammy winner. Scroggs has won numerous awards for his musicianship including an award from Gibson as Guitarist of the Year. Released his own Grammy-winning album, *Crown Of Jewels*, on Reprise. Has had over 100 major label cuts including seven number ones. Current production projects include Lisa Loeb, Andy Griggs, Earl Scroggs & Friends, *Will The Circle Be Unbroken III* and an IMAX film titled *Our Country*. • CMA, NSAI, AFM, BMI, AFTRA, NARAS



**Judy G. Seale**  
**President,**  
**Judy Seale International.com**  
 109 Rivers Edge Ct.  
 Nashville, TN 37214  
**615-872-2122**  
 Fax: 615-882-0204

jsrefugee@aol.com • www.judysealeinternational.com  
 Seale founded this enterprise three years ago. She manages artist careers and produces festivals in foreign countries including celebrity entertainment tours for U.S. troops stationed overseas. • Board—Stars For Stripes; Member—CMA Global Markets Advisory, ACM, NARAS



**Michael N. Sebastian**  
**VP/GM, Blacktop Music Group**  
 1222 16th Ave. S., Fl. 3  
 Nashville, TN 37212  
**615-695-2587**  
 Fax: 615-321-2773  
 msebastian@blacktopmusicgroup.com

Oversees day-to-day operations of publishing company formed in early 2001. Pitches songs, signs, develops and works with writers. • CMA • Fly fishing, metal detecting



**Nancy Shapiro**  
**VP Regional Management,**  
**The Recording Academy**  
 1904 Wedgewood Ave.  
 Nashville, TN 37212  
**615-327-8030**  
 Fax: 615-321-3101

nancy@grammy.com • www.grammy.com  
 With organization 19 years. Oversees all 12 Chapter offices. • Board—Tennessee Film, Music & Ent. Commission, CMA, W.O. Smith School



**Jim Sharp**  
**Publisher, American Songwriter**  
 50 Music Sq. W., Ste 604  
 Nashville, TN 37203  
**615-321-6096**  
 Fax: 615-321-6097  
 jsharp@americansongwriter.com

www.americansongwriter.com  
 With *American Songwriter* 18 years. Formerly headed the Nashville office of *CashBox* and worked at CBS and Monument Records. • ACM, CMA, NSAI, NARAS • Collecting records (for 45 years)



**Larry Sheridan**  
**Owner, Best Built Songs/  
 The Parlor Studio**  
 1317 16th Ave. S.  
 Nashville, TN 37212  
**615-385-4466**  
 Fax: 615-383-4216

larry@bestbuiltsongs.com • www.bestbuiltsongs.com, www.parlorproductions.com  
 Oversees the day-to-day operation of the publishing company and studio. Promotes catalog and produces new talent. • ASCAP, BMI, NARAS, NSAI, NPN • Golf, studio design and construction



**Rick Shipp**  
**Senior VP/Co-Head of Operations,**  
**William Morris Agency**  
 2100 West End Ave. Ste. 1000  
 Nashville, TN 37203  
**615-963-3000**  
 Fax: 615-963-3090

rs@wma.com • www.wma.com

Oversees nashville office with other Co-head Paul Moore. Massive roster includes Brooks & Dunn, Mary Chapin Carpenter, Vince Gill, Trace Adkins, Gary Allan, Buddy Jewell and others. • Board—CMA • Golf, sports in general

**Lisa Shively**

**Owner, The Press Network**  
 POB 176, Pleasant Shade, TN 37145  
**615-677-6645** Fax: 615-677-6644

lisa@pressnetwork.com • www.pressnetwork.com  
 Formed publicity company in 1985. Current clients include Jim Lauderdale, Robbie Fulks and Paul Birch. • Gardening, yoga



**Evelyn Shriver**  
**President, Bandit Records**  
 635 W. Iris Dr.  
 Nashville, TN 37204  
**615-242-1234**  
 Fax: 615-242-2134  
 eshriver@banditrecords.com

Shriver and partner Susan Nadler formed this entertainment company in 2000. Shriver oversees the day-to-day activities of the record company and other activities associated with George Jones. Formerly President of Asylum and previously built one of Music Row's top independent publicity firms. Partner in HD Ready, a high definition TV production company that produces Sound Stage for PBS. • Board—CMA Retirement Committee; Member—CMA, Leadership Music



**Brian D. Siewert**  
**Executive Producer, Composer,**  
**Songwriter, Triple S Ent., Inc.**  
 POB 121465  
 Nashville, TN 37212  
**615-834-2651**  
 Fax: 615-832-5015

sssprods@aol.com  
 With company 19 years, Siewert is an Emmy Award-winning composer/producer of music for CBS-TV's *Guiding Light* and *As The World Turns*. He also composes for syndicated entertainment news shows *Extra* and *Celebrity Justice*. As a string arranger/conductor and musician, he's worked on projects for Alabama, Wynonna, Trace Adkins, Steve Wariner and 'N Sync. • NATAS, NARAS, AFM



**Scott F. Siman**  
**President, rpm management**  
 209 10th Ave. S., Ste. 229  
 Nashville, TN 37203  
**615-256-1980**  
 Fax: 615-256-1134  
 ssiman@rpmweb.com

Siman has managed Tim McGraw since early 1997 after serving as Senior VP of Sony Music Nashville. Other clients include Jessica Andrews, Billy Gilman and Holly Williams. Spent 14 years as a partner in the entertainment law firm of Benson & Siman. • Board—CMA, CMF • Golf, ideas, games, cooking, wine

**Mike Simmons**

**Manager/Co-Owner, Underground Sound**  
 2905 Armory Dr., Nashville, TN 37204  
**615-242-2442** Fax: 615-242-8631

mike@undergroundsound.com  
 www.undergroundsound.com  
 Manager of operations and pro audio rentals.  
 • Guitars and the Cincinnati Reds



**Jon Small**

**Producer/Director/Owner,  
Picture Vision**

209 10th Ave. S., Ste. 425  
Nashville, TN 37203  
**615-244-2060**

jeaninesmall@picturevisioninc.com

www.picturevisionpictures.com

Has had company for over 20 years. Directs and produces event-oriented television specials, music videos, feature films and commercials for clients including HBO, CBS, NBC, CMT, MTV, VH-1 and PBS. Currently producing *Nashville Star*. Has worked with artists in various musical genres including Garth Brooks, Billy Joel, Reba McEntire, Janet Jackson, Kenny Chesney and Martina McBride. Company also represents directors Peter Zavadil, Michael Salomon, Traci Goudie, and Trey Fanjoy. • NARAS, CMA, ACM • Golf, riding Harleys, car collecting, drums

**Hazel Smith**

**Queen, Hazel Smith Consulting**

130 Port Dr.  
Madison, TN 37115  
**615-865-0978**

Fax: 615-860-9140

hazsmith@bellsouth.net

The matriarch of country music journalism, Smith writes for *Country Music Today*, is heard daily on radio station WFMS and appears often on the *Ellen DeGeneres Show*. She is the 1999 recipient of the CMA Media Achievement award. Her book, *Hazel's Hot Dish: Cookin' with Country Stars*, was released in 2001. Exec. Producer of Waylon Jennings tribute CD for RCA. • CMA, NARAS • I enjoy my five grandkids.

**Jeff Sollma**

**Owner, Hit Squad Promotion**

1216 16th Ave. S., Nashville, TN 37212  
**615-329-8464** Fax: 615-329-8466

hitsquadmn@aol.com

Fifteen-year-old company is dedicated to getting airplay for client records.

**Clarence Spalding**

**Executive VP Artist Management,  
TBA Entertainment Corporation**

300 10th Ave. S.  
Nashville, TN 37203  
**615-255-1326**

Fax: 615-254-4267

cspalding@tbaent.com • www.tbaent.com

Joined management firm Titley/Spalding as a partner in 1996. Company was acquired by TBA in 1999. Clients include Brooks & Dunn and Terri Clark. • Board—ACM, CMA, NARAS Board of Governors, Belmont's Curb School of Music Business; Member—ACM, CMA, NARAS, CCMA • Tennis, golf, reading

**Mike Stanglin**

**Owner, Seventh Note Music**

23 Music Sq. E., Ste. 400  
Nashville, TN 37203  
**615-221-5501**

Fax: 877-496-3920  
mstanglin@att.net

www.seventhnotemusic.com

Personal manager for Steve Holy. Also owns Seventh Note Music, publisher of five-week No. 1 "Good Morning Beautiful." Former regional Promotion Manager for Capitol Records and

Columbia/Epic Records. • CMA, ACM, Nashville Publishers Network

**Phyllis Stark**

**Nashville Bureau Chief,  
Billboard/Airplay Monitor**

49 Music Sq. W.  
Nashville, TN 37203  
**615-321-4290**

Fax: 615-320-0454

pstark@billboard.com • www.billboard.com

With the company 15 years, Stark previously served as Managing Editor for *Country Airplay Monitor*. She writes, edits and assigns stories for all *Billboard* Information Group products. • Board—CMA; Industry Advisory Board—St. Jude Children's Research Hospital; Member—ACM, CMA, Leadership Music

**Keith Stegall**

**Producer/Songwriter,  
Keith Stegall Enterprises**

2820 Erica Pl.  
Nashville, TN 37204  
**615-292-7440**

Fax: 615-292-0749

www.keithstegall.com

A songwriter ("Don't Rock The Jukebox," "Love Of My Life") and producer of Alan Jackson, George Jones, Catherine Britt, Whitney Duncan, Joanna Cotten and Terri Clark, among others, Stegall previously served as Executive VP, CCO A&R at Mercury Nashville. Named *Music Row's* 2002 Producer of the Year. • CMA, NARAS

**Burt Steln**

**Partner, Gold Mountain Entertainment**

2 Music Circle S., Ste. 212, Nashville, TN 37203  
**615-255-9000** Fax: 615-255-9001

tarrynsmith@bellsouth.net

Manages Nanci Griffith, Ronnie Milsap and Lorrie Morgan.

**Denise Stiff**

**Owner/Manager, DS Management**

2814 12th Ave. S., Ste. 202  
Nashville, TN 37212  
**615-385-3191**

Fax: 615-385-3192  
dsmngt@bellsouth.net

Full service artist management company formed in 1996. Clients are Alison Krauss + Union Station, Jedd Hughes. • IBMA, CMA, NARAS

**James Stroud**

**Principal Executive,  
DreamWorks Records Nashville**

1516 16th Ave. S.  
Nashville, TN 37212  
**615-463-4600**

Fax: 615-463-4615

*Music Row* magazine's 2003 Producer of the Year was tapped by Steven Spielberg, Jeffrey Katzenberg and David Geffen to head this label, which commenced operation in August of 1997. Under Stoud's leadership, DreamWorks Nashville has experienced success with an artist roster led by the reigning Academy of Country Music Entertainer of the Year, Toby Keith. Roster includes Darryl Worley, Jessica Andrews, Emerson Drive, Jimmy Wayne, Tracy Lawrence, Scotty Emerick and several rising acts. The label was named 2003 Label of the Year by the Radio Music Awards and *American Songwriter* magazine. • Board—ACM, CMA, CMF

**John W. Styll**

**President, Gospel Music Assoc./  
Christian Music Trade Assoc.**

1205 Division St.  
Nashville, TN 37203  
**615-242-0303**

Fax: 615-254-9755

john@gospelmusic.org • www.gospelmusic.org

Recently named President of the GMA, CMTA. Executive management of both organizations, and Executive Producer of the Dove Awards, oversight of Gospel Music Week and GMA Music in the Rockies. • Board—GMA, CMTA, GMA Foundation; Member—NARAS, Leadership Music

**Bonnie Sugarman**

**Senior VP, APA, Inc.**

3017 Poston Ave.  
Nashville, TN 37203  
**615-297-0100**

Fax: 615-297-4221

bsugarman@apa-agency.com

With APA 21 years, Sugarman co-heads the Nashville office, books entire roster and Christian roster for corporate dates, fairs, festivals and special events. Artists include Billy Ray Cyrus, Bellamy Brothers, Crystal Gayle, The Spinners and The Newsboys. • Board—IEBA; First VP of NATD; Member—ACM, CMA, IAFE, NARS, WFA, GMA • Yoga, photography, books, jazz, Golden/Chow dog Chowmane, Calico cat Gypsy

**Robert L. Sullivan**

**Partner, Loeb & Loeb, LLP**

1906 Acklen Ave.  
Nashville, TN 37212  
**615-749-8300**

Fax: 615-749-8308

rsullivan@loeb.com • www.loeb.com

Represents clients in the entertainment industry in transactional and litigation matters. Clients include Johnny Cash, Roy D. Mercer and Point of Grace. • Board—Nashville Screenwriter's Conference; Member—Leadership Music, Nashville Bar Association, Copyright Society of the South • Running, guitar, working on family farm

**Charles Sussman**

**Partner,  
Gudvi, Sussman & Oppenheim**

1222 16th Ave. S., Fl. 3  
Nashville, TN 37212  
**615-320-9161**

Fax: 615-321-2773

csussman@gsogroup.com

Founded this firm in July 1994. Merged into GS&O in August 2002. Specializes in business management and royalties. Clients include Clint Black, Bette Midler, Steve Earle, Janis Ian, Skip Ewing, Will Jennings, LeAnn Rimes and Steve Winwood. Sussman is a partner in Equity Records. • Leadership Music, CMA, ACM, NARAS, AICPA, California Copyright Conference • Golf

**Peter Svendsen**

**President, Peter Svendsen Inc.**

822 N. Main, Cleburne, TX 76033  
**817-641-7875**

psvendsen@charter.net

In business for 27 years, he promotes records for RLG, Capitol, DreamWorks, Universal South, Audium, Asylum and Sony, among others. • ACM, CMA • Family, church, charity work, golf, cars, music



**Bryan L. Switzer**  
**Senior VP of National Promotion,**  
**Universal South**  
 40 Music Sq. W.  
 Nashville, TN 37203  
**615-259-5300**  
 Fax: 615-259-5301

Bryan.Switzer@umusic.com  
 www.universal-south.com

Develops and implements promotional strategies at radio for all Universal South artists. Has been with the company two years. • Leadership Music, NARAS, CMA, ACM • Horses, golf, flim



**Jana Talbot**  
**GM, Talbot Music Group**  
 2 Music Circle S., Ste. 202  
 Nashville, TN 37203  
**615-244-6200**  
 Fax: 615-254-8860  
 TalbotMusi@aol.com

With this company 19 years. Works with songwriters, pitches songs and administers catalogs. Formerly a BMI staffer (1978-82) and Director of CMA's European operations (1983-84). • CMA, NARAS • Gardening, cooking, Tennessee Titans



**Bob Tittle**  
**Executive VP, TBA Entertainment**  
 300 10th Ave. S.  
 Nashville, TN 37203  
**615-255-1326**  
 Fax: 615-254-4267  
 btittle@tbaent.com

www.tbaent.com

Runs the management division of TBA Ent., which includes the management firm he founded, Tittle Spalding & Associates. Clients include Brooks & Dunn, Terri Clark, Aaron Lines, The Ragsdales and Clay Walker. • CMA, NAPM, ACM, NARAS



**Greg Travis**  
**President/Owner,**  
**Travis Television Productions**  
 1006 18th Ave. S.  
 Nashville, TN 37212  
**615-327-2500**  
 Fax: 615-327-1999

travistv@aol.com • www.tvonline.com

Runs company which offers production services to entertainment shows, TV networks, major record labels and corporate clients. TTP's clients include *Access Hollywood*, Capitol Nashville, Warner Bros., RCA, MCA, Anderson Merchandisers, VH1, BBC Worldwide. Executive producer of *Country Music Across America*. • CMA, Music City Tennis Invitational • Tennis, boating, skiing

**Jeff Tuerff**

**VP, Marketing, Curb Records**  
 47 Music Sq. E., Nashville, TN 37203  
**615-321-5080** Fax: 615-248-2360  
 jtuerff@curb.com



**Nancy Tunick**  
**Managing Partner,**  
**Grassroots Promotion**  
 POB 90640  
 Nashville, TN 37209  
**615-353-2778**  
 Fax: 615-354-8871

ntunick@grassrootspromo.com  
 www.grassrootspromo.com

With the comany for one-and-a-half years, Tunick

manages the promotion department, promotes to national broadcast outlets and oversees client services. Clients include Randy Travis, John Berry, Lorrie Morgan, Blaine Larsen, Hometown News, Michelle Poe, John Conlee, Patty Loveless, Billy Ray Cyrus and more. • Advisory Board—Country Cares For St. Jude; Board—Make A Wish of Middle Tennessee; Member—ACM, CMA, BMI • Cantorial soloist/composer



**Judi Turner**  
**Owner, Turner & Company**  
 4487 Post Place #177  
 Nashville, TN 37205  
**615-356-9115**  
 Fax: 615-353-8438  
 turnerco@bellsouth.net

Celebrating its 12th year, this company handles publicity and creative services for Gaither Music Group and Television Productions. • Steering Committee—SOURCE; Music Row Ladies Golf Tournament; Member—Leadership music • Cooking, reading, gardening and politics



**Cal Turner III**  
**CEO, CAL IV Entertainment**  
 808 19th Ave. S.  
 Nashville, TN 37203  
**615-321-2700**  
 Fax: 615-321-3222  
 cal4@cal4.com • www.cal4.com

Turner, who oversees operations, launched this independent music company six years ago. Also co-owner of Refugee Management International, which represents Jo Dee Messina. Recently partnered with Dualtone Records. • President—W.O. Smith Board; Board—NPT, Make-A-Wish; Member—ACM, CMA, NARAS • Old Porsches, time on the farm with my boys

**Steve Tveit**

**Owner/GM, OMNISound**  
 1806 Division St., Nashville, TN 37203  
**615-321-5526** Fax: 615-321-5528  
 steve@omnisoundstudios.com  
 www.omnisoundstudios.com  
 With company seven years. Oversees operations, engineers, produces new artists. • President—NAPRS; Member—CMA, NSAI, NARAS



**Michael Vaden**  
**Director, Entertainment Services,**  
**Crosslin, Vaden & Associates**  
 2525 West End Ave., Suite 1100  
 Nashville, TN 37203  
**615-320-5500**  
 Fax: 615-329-9465

mike.vaden@crosslinvaden.com  
 www.crosslinvaden.com

A 29-year music industry specialist, Vaden provides financial/business management, tax expertise, royalty examinations/analyses and accounting services. • Leadership Music, NARAS, CMA, NSAI



**Fred Vail**  
**President/CEO, Treasure Isle**  
 2808 Azalea Pl.  
 Nashville, TN 37204  
**615-297-0700**  
 Fax: 615-297-6959  
 fredvail@treasureislenashville.com

www.treasureislenashville.com  
 This former Beach Boys manager has been with the company 23 years. Oversees all studio operations,

client relations and marketing. Clients include Rodney Crowell, Sheryl Crow, Warner Christian, Warner/Chappell, Dan Hill, Capitol Records, Dreamcatcher Ent., DMZ Records. • Board of Trustees—AFIM; Member—CMA, AMA, CCMA, NARAS • Record/memorabilia collector, classic cars



**Jim Van Hook**  
**Oean, Mike Curb College of**  
**Entertainment/Music Business**  
 1900 Belmont Blvd.  
 Nashville, TN 37212  
**615-460-5504**  
 Fax: 615-460-5516

vanhookj@mail.belmont.edu • www.belmont.edu  
 Joined Belmont in 2003 to oversee the music business program. Previously Van Hook started Brentwood Music with his \$500 savings. In 1994, Zomba purchased the label and contracted Van Hook to man its helm. Subsequent purchases of Reunion Records and the Benson Music Group led to the group being renamed Provident. It is now one of the top three companies in Christian music. • Board—GMA, CMTA, CCLI, CEO Roundtable of the Nashville Chamber of Commerce; Member—GMA, NARAS, CMA



**Ben Vaughn**  
**VP Writer & Artist Development,**  
**EMI Nashville**  
 35 Music Square East  
 Nashville, TN 37203  
**615-742-8081**  
 Fax: 615-742-3075

bvaughn@emimusicpub.com  
 www.eminashville.com

Joined EMI in 2002. Involved in all creative aspects of this major publishing company. Signs new talent and works with staff writers and writer/artists to grow their careers. Former GM of Big Tractor Music where he spent six years. • CMA, ACM, NARAS, The Hitmen • Family, sports, cards, reading, work



**William Velez**  
**President/COO, SESAC, Inc.**  
 55 Music Sq. E.  
 Nashville, TN 37203  
**615-320-0055**  
 Fax: 615-329-9627  
 bvelez@sesac.com

www.sesac.com

With company 11 years. Oversees operations of this performance rights organization. • Founding Member—National Recording Preservation Board; Board—Nashville Shakespeare Festival; Member—CMA, NARAS



**Randy Wachtler**  
**President, 615 Music Companies**  
 1030 16th Ave. S.  
 Nashville, TN 37212  
**615-244-6515**  
 Fax: 615-242-2455  
 randy@615music.com

www.615music.com

With company 20 years. Supervises, produces and co-writes national, local and cable TV show themes and news music. Recent clients include NBC-TV, A&E, ABC Sports, CBS-TV, Animal Planet, Chicago Bulls, WGN-TV, History Channel, HBO and HGTV. Firm has won numerous awards including a Clio, ADDYs and Emmys. The 615 Music Library features over 150 discs in 32 music genres for film and TV productions and is distributed in over



40 countries. • Vice Chairman—Production Music Association (PMA); Member—AFTRA, AF of M, NARAS, Promax, NAB



**Jeff Walker**  
*President,*  
**AristoMedia/Marco Music Group**  
1620 16th Ave. S.  
Nashville, TN 37202  
**615-269-7071**  
Fax: 615-269-0131

jwalker@aristomedia.com • www.aristomedia.com  
Established company in 1980. AristoMedia offers conventional and Internet publicity and media consulting to country and Christian formats, and video promotion, distribution and duplication to multiple genres. Marco Promotions specializes in secondary radio promotion and club/venue marketing. Jeff Walker & Associates, Inc. provides television advertising placement. The Goodland Group comprises six publishing companies including the Walkerbout Music Group. A 1996 CMA Presidents Award and CCMA's 1998 Leonard T. Rambeau International Support Award recipient. • Chairman—CMA Global Markets Task Force; President—NFF; Board—CRB, CMA, ACM, NARAS, Leadership Music, NFF, American Heart Association; Member—ASCAP, AFM, CCMA, GMA • Photography, going to movies, Tennessee Titans, reading, fishing and relaxing in Marco Island, Fla.



**Rusty Walker**  
*President, Rusty Walker*  
**Programming Consultant, Inc.**  
POB 417, luka, MS 38852  
**662-427-9504**  
Fax: 662-427-9507  
rustywalk@aol.com

Has had company 20 years. One of the most powerful consultants in country radio. Clients include Clear Channel, Infinity, Citadel, Cox, Jefferson Pilot and more. • Board—CMA; *Billboard* Consultant of the Year 1995-2001. • Boating, high school sports



**Billy Joe Walker Jr.**  
*Owner/Producer, Marathon*  
**Productions/Marathon Key Music**  
1708 Grand Ave.  
Nashville, TN 37212  
**615-329-4244**  
Fax: 615-329-4881

marathonkeypub@aol.com  
Multi-platinum producer searches for and develops new talent plus works with established artists. Founded company in 1999 and has produced artists such as Travis Tritt, Tracy Byrd and Billy Ray Cyrus. • CMA • Fishing, hunting



**Carla Wallace**  
*Co-Owner, VP Creative,*  
**Big Yellow Dog Music**  
803 18th Ave. S.  
Nashville, TN 37203  
**615-329-9583**  
Fax: 615-327-8748

bydmusic@bellsouth.net  
Joined publishing company in 1998. Does everything Travis Hill does, only better. Current writers include Marla Cannon-Goodman, John Scott Sherrill, Shawn Camp and Scott Emerick. • NARAS, SOURCE • Antiquing, painting, gardening, washing my truck with hot sudsy water in my tank top



**Caryn Warner**  
*Director, Publishing/President,*  
**Steve Warner Music/  
SelectTone Records**  
320 Main St., Ste. 210  
Franklin, TN 37064  
**615-591-8930**

Fax: 615-591-8932  
cwariner@stevewarner.com • www.stevewarner.com  
Heads up record label team and oversees all aspects of publishing company. • National Music Publishers Association • Photography, baseball



**Butch Waugh**  
*Executive VP, RCA Label Group*  
1400 18th Ave. S.  
Nashville, TN 37212-2893  
**615-301-4300**  
Fax: 615-301-4301  
butch.waugh@bmg.com

www.rcalabelgroup.com  
With RCA over 20 years. Has spent five years at RLG overseeing daily operations, as well as promotion, artist development, sales, creative and media. • Board—ACM • Sports, movies, travel, antiques, spending time with family



**Kos Weaver**  
*Sr. Director of A&R,*  
**Warner/Chappell**  
20 Music Sq. E.  
Nashville, TN 37203  
**615-733-1880**  
Fax: 615-733-1875

kos.weaver@warnerchappell.com  
Oversees writer/artist development, pitches songs. Formerly with Starstruck. • ACM, CMA, NARAS, Leadership Music • Family, golf, fishing, nonfiction



**Kirt Webster**  
*Owner, Webster & Assoc.*  
**Public Relations**  
2200 21st Ave. S., #400  
Nashville, TN 37212  
**615-777-6995**  
Fax: 615-369-2515

kirt@websterpr.com • www.websterpr.com  
Seven-year-old publicity and community relations firm. Represents Hank Williams Jr., Lee Greenwood, Bellamy Brothers, Jett Williams, Hank Williams Estate, Gloria Gaynor, Joe Diffie, Crystal Gayle, Buddy Lee Attractions (TV only), Country Thunder TV Show, Country Stampede, Kentucky Headhunters (tour only), Kyle Lowder and Patrika Darbo. • Board—ACM; Member—CMA, IEBA, NATD

**Scott Welch**  
*Partner, Mosaic Media Group*  
24 Music Sq. W., Nashville, TN 37203  
**615-255-8649** Fax: 615-255-8651  
swelch@mosaicnashville.com  
Represents Alanis Morissette, LeAnn Rimes, SheDaISY



**Brian Williams**  
*Senior VP & Director, Music/  
Private Banking, SunTrust Bank*  
1026 17th Ave. S.  
Nashville, TN 37212  
**615-748-4498**  
Fax: 615-327-3602

brian.williams@suntrust.com • www.suntrust.com  
With bank 20 years. Responsible for strategy and direction of music private banking units in Nashville,

Atlanta and Miami and the motorsports private banking unit in Daytona Beach. Williams was recently named Private Banking Line of Business Manager for the state of Tennessee. • Board—CMF, Nashville Songwriter's Foundation, NARAS, T.J. Martel, Country Music Retirement Center; Advisory Board—Nashville Music Cares; Member—CMA, NARAS • Boating, running



**Dan Williams**  
*Owner, Dan Williams Music*  
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Nashville, TN 37203  
**615-742-7474**  
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dan@danwilliamsmusic.com

www.danwilliamsmusic.com  
Multiple award-winning composer and producer of radio and TV commercials including Red Lobster ("The Seafood Lover In You"), Taco Bell ("Run For The Border") and many others. Produced the soundtrack for the movie *Folley Island*, which won best new comedy at the 2001 New York Film Festival. Current clients include Clorox, Toyota, Wendy's and Dr. Pepper. • BMI, SAG, AFM, NARAS • Martial arts



**Darlene Williams**  
*VP, What A Trip! Inc.*  
1605 17th Ave. S., Ste. 200  
Nashville, TN 37212  
**615-269-0039**  
Fax: 615-269-8677  
darlene@whatatrip1.com

www.whatatrip1.com  
Handles event planning, finance, data management and information technology for this six-year-old company. Clients include CMA, CBS, radio stations, major labels and artist management companies. • Board—CRS Agenda Committee; Member—CMA, ACM • Music, reading, history, genealogy, travel

**Hank Williams**  
*Managing Partner, MasterMix*  
1921 Division St., Nashville, TN 37203  
**615-321-5970** Fax: 615-321-0764  
hwilliams@mastermix.com • www.mastermix.com  
Williams has been mastering music for over 27 years, with Master Mix for 21 years and provides clients with guidance in new and future audio technologies. The present Division St. facility was built in 1998. • NARAS, CMA, AES • Fly fishing



**Jody Williams**  
*President, Jody Williams Music*  
1602 17th Ave. S.  
Nashville, TN 37212  
**615-329-3500**  
Fax: 615-329-3543  
jody@jodywilliamsmusic.com

www.jodywilliamsmusic.com  
Oversees operations of this five-year-old publishing concern which is a co-venture with Sony ATV/Tree. • Board—NARAS • Fishing, golf, walking





**Larry Willoughby**  
*VP A&R, Capitol Nashville*  
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 Nashville, TN 37203  
**615-269-2000**  
 Fax: 615-269-2062  
 larry.willoughby@emicap.com

www.capitolnashville.com  
 Scouting new talent, screening songs and supervising special projects for the label. With company for five years. • ACM, CMA, NARAS, ASCAP



**Mike Wilson**  
*VP, National Promotion, RCA*  
 1400 18th Ave. S.  
 Nashville, TN 37212  
**615-301-4355**  
 Fax: 615-301-4356  
 mike.wilson@bmg.com

Manages the RCA Promotion department. With the company nearly 16 years and has spent the last 12 in Nashville. • ACM, CMA, Leadership Music • Boating at lake with family



**Norro Wilson**  
*Independent Producer/  
 Songwriter, Bud Ro Productions*  
 POB 121524  
 Nashville, TN 37212  
**615-352-6508**  
 norro@comcast.net

www.norrowilson.com  
 Renowned songwriter and producer who has won 41 BMI awards as a writer ("The Most Beautiful Girl In The World," "A Very Special Love Song," "The Grand Tour" to name a few) and amassed 33 No. 1 awards as a producer (for artists including Kenny Chesney, John Michael Montgomery, Sara Evans, Chad Brock, Joe Stampley, John Anderson, Gary Morris, Janie Fricke, Charley Pride and Mickey Gilley). Former songplugger for Al Gallico Publishing, A&R Executive for RCA and Warner Bros. and CEO of Merit Music. • CMA, NSAI, NARAS • Enjoys boating, building model airplanes, trains and ships



**Tim Wipperman**  
*Chief Creative Officer,  
 Equity Music Group*  
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 www.equitymusicgroup.com  
 Oversees all creative aspects of the music group. Formerly Executive VP/GM of Warner/Chappell Music. • Board—CMA, ACM, CMF, NARAS, T.J. Martell Foundation, Leadership Music • Golf, SCUBA, skiing



**Leonard Wolf**  
*President, Wolf Music*  
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 Fax: 615-254-4884  
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www.wolfmusic.com  
 Formed company 13 years ago. Composes and produces music for TV and advertising. Clients include Blue Cross, United Methodist Church, CMT, YMCA, NPT



**Katherine E. Woods**  
*Sr. VP Legal & Business Affairs,  
 RCA Label Group*  
 1400 18th Ave. S.  
 Nashville, TN 37212  
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 Fax: 615-301-4345

Has been with RLG since 1996.

**Connie Woolsey**  
*President, Muy Bueno Music Group*  
 1000 18th Ave. S., Nashville, TN 37212  
**615-329-2402** Fax: 615-327-9234  
 Oversees operations of this publishing company.



**Erv Woolsey**  
*CEO,  
 The Erv Woolsey Company*  
 1000 18th Ave. S.  
 Nashville, TN 37212  
**615-329-2402**  
 Fax: 615-327-4917

erv@ervwoolsey.com  
 Manages George Strait, Lee Ann Womack, Robert Lee, Andy Griggs, Clint Daniels, Dierks Bentley and Dan Colhour • ACM, CMA



**Paul Worley**  
*CCO, Warner Bros. Nashville*  
 20 Music Sq. E.  
 Nashville, TN 37203  
**615-748-8000**  
 Fax: 615-214-1473

A noted record producer for more than two decades, Worley joined Warner Bros. in 2002 as CCO. Previously he started a production and publishing company after leaving Sony Music where he was a chief executive for more than seven years. He now produces the Warner Bros. roster, Martina McBride and Sara Evans. • Board of Directors—Nashville Chamber Orchestra; Member—CMA, ACM, NARAS • Music, motorcycles, reading



**Jules Wortman**  
*Sr. VP of Publicity,  
 Warner Bros.*  
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 Nashville, TN 37203  
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jules.wortman@wbr.com  
 www.wbr.com  
 Joined Warner Bros. to head up publicity department in 2002. Oversees all PR campaigns for WBR and its roster. • Board—Nashville Chamber Orchestra; Member—ACM, CMA, NARAS. Leadership Music • Tennis, golf, reading, collecting folk art, animals, having fun



**Mark Wright**  
*Executive VP A&R,  
 Sony Records*  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-5726**  
 Fax: 615-742-5739

Joined Sony Nashville in 2003. Identifies and signs new artists, heads A&R and A&R administration departments. Produces: Brooks & Dunn, Gary Allan, Gretchen Wilson, Susan Haynes and Josh Turner. Also an accomplished songwriter of hits including "Today My World Slipped Away," "Goin' Through The Big D" and "The Maker Said

Take Her." • Board of Trustees—Belmont University; Board—Salvation Army; Member—NARAS, CMA, ACM, NSAI, Leadership Music



**James Yelich**  
*GM/Agent,  
 Monterey Peninsula Artists*  
 124 12th Ave. S., Ste. 410  
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james@mpanashville.com  
 Heads Nashville office. Roster includes Toby Keith, Travis Tritt, Montgomery Gentry, Rodney Atkins, Sawyer Brown, Del McCoury Band, Nitty Gritty Dirt Band and Ricky Skaggs among others. • Partner—eventbooking.com; Board—CMA; Member—CMA, NARAS, ACM • Golf, travel, real estate



**Kyle Young**  
*Director, Country Music Hall  
 of Fame and Museum*  
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 Nashville, TN 37203  
**615-416-2001**  
 Fax: 615-255-2245

www.countrymusichalloffame.com  
 With the museum 28 years, Young is CEO of this not-for-profit educational organization. Responsible for day-to-day operations including the management and staffing of the museum, library, research, publication and teaching programs. Accredited by the American Association of Museums (AAM), the museum also operates CMF Records, the Frist Library & Archive, CMF Press, historic RCA Studio B, and Hatch Show Print. • Board—CMA, Convention & Visitor's Bureau, Nashville Chamber of Commerce, Metropolitan Convention Center Commission, Music City Bowl; Chairman—Metropolitan Tourism & Convention Center Commission; Steering Committee—Nashville's Agenda; Co-chair—Music Row Community Committee of the Nashville Symphony Concert Hall; Member—American Association of Museums, Rotary Club, NARAS, Leadership Nashville



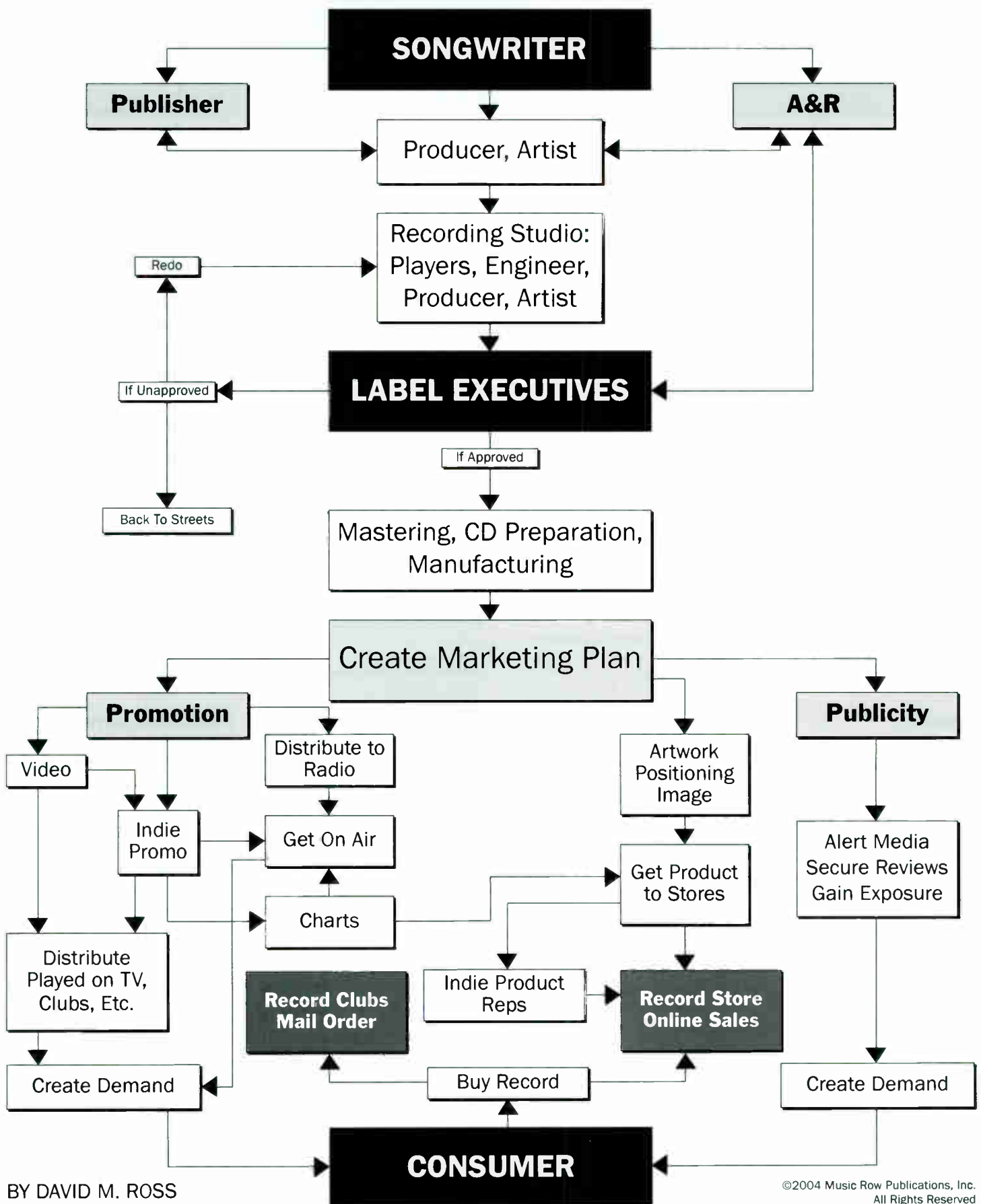
**Jim Zumwalt**  
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jzumwalt@zahlaw.com • www.zahlaw.com  
 Founded this prestigious law firm in 1975, which numbers clients inside and outside of the Nashville music circles. • Leadership Music, T.J. Martell Foundation, NARAS, CMT • Tennis, history



# MUSIC INDUSTRY PRODUCT FLOW CHART

(or, Why It Takes So-o-o Long To Get Anywhere in the Music Business)



BY DAVID M. ROSS

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## LABEL STAFF APPENDIX

### Broken Bow Records

646 W. Iris Dr., Nashville, TN 37204

615-244-8600 Fax: 615-244-3700

www.brokenbowrecords.com

Benny Brown, Pres./CEO

Paul Brown, Sr. VP Operations

Jim Yerger, Sr. VP Mktg.

Jon Loba, VP Natl. Promo.

Tony Benken, Natl. Dir. Promo.

Tina Crawford, Promo. Coord.

**Artists:** Craig Morgan, Joe Diffie, Sherrié Austin, Elbert West, Megan Mullins, Lila McCann, Joanie Keller, Chad Brock

### Capitol Records Nashville

3322 West End Ave., Fl. 11, Nashville, TN 37203

615-269-2000 Fax: 615-269-2034

www.capitol-nashville.com

#### Executive Department:

Mike Dungan, Pres. & CEO

Dottie Chamberlain, Exec. Asst. to Pres. & CEO

#### A&R Department:

Larry Willoughby, VP A&R

Autumn House, Dir. A&R

Sandy Horowitz, A&R Coord.

Betsy Morley, Dir. A&R Admin.

#### Administration:

Kim Gilbert, Dir. Admin.

Brad Clark, Mailroom/Admin. Coord.

Emma Grandillo, Receptionist

#### Finance Department:

Tom Becci, Sr. VP Finance & Operations

Jennifer Dennis, Mgr. Finance

David Perry, Sr. Coord. Finance

#### Marketing Department:

Fletcher Foster, Sr. VP Mktg.

Joanna Carter, Dir. Creative Serv.

Michelle Hall, Mgr. Creative Serv. & Internatl.

Tammy Ragusa, Mgr. Mktg. & Product Dev.

#### Promotion Department:

Bill Catino, Exec. VP

Heather Young, Exec. Asst. to Exec. VP

Brent Jones, Coord. Promo.

Rick Young, Sr. Dir. Promo.

Eric Beggs, Reg. Dir. Promo. MidAtlantic

Steve Hodges, Reg. Dir. Promo. SE

Jay Jenson, Reg. Dir. Promo. SW

Tony Michaels, Reg. Dir. Promo. Midwest

Nancy Knight, Reg. Dir. Promo. NE

Angela Lange, Reg. Dir. Promo. West Coast

#### Publicity Department:

Regina Stuve, Dir. Media & Public Relations

Dixie Weathersby, Dir. Media & Public Relations

#### Sales Department:

Bill Kennedy, VP Sales

Denise Johnson, Dir. Natl. Field Sales

Ann Wornick, Sales Operations Mgr.

**Artists:** Trace Adkins, Susan Ashton, Dierks

Bentley, Garth Brooks, Chris Cagle, Rodney

Carrington, Whitney Duncan, Jennifer Hanson,

Unknown Hinson, The Jenkins, Kristy Carter,

Chris LeDoux, Roy D. Mercer, The Parks, Keith

Urban, Emily West, Tim Wilson

### Compendia Music Group

210 25th Ave. N., #1200, Nashville, TN 37203

615-277-1800 Fax: 615-277-1801

www.compendiamusic.com

Michael Olsen, Pres./COO

Amy Larson, Royalties

Dailey Kennedy, CFO

George Collier, V-Tone Records

Glenn Meadows, Studio Mgr.

Greg Adams, Sales

Jeff Loper, Dir. Business Dev.

John Rolfe, VP Business & Legal Affairs

Judy McDonough, Dir. Publicity

Phillip White, VP Light Records

Ric Pepin, VP/GM Compendia & InterSound

**Artists:** The late Robert Palmer, Joan Osborne,

Ivan Neville, Tony Rich Project, Terence Trent

D'Arby, Kevin Welch, Kieran Kane, Pete Belasco,

T. Graham Brown, Gene Watson, Don Williams

### Curb Records

47 Music Sq. E., Nashville, TN 37203

615-321-5080 Fax: 615-327-1964

www.curb.com

#### Executives:

Liz Cavanaugh, VP Publicity & Media Relations

Benson Curb, VP Sales

Mike Curb, Chairman

Dennis Hannon, Exec. VP/GM

Amy Johnston, Coord. Creative Serv.

Becky Judd, Exec. Asst.

Stacey McDonald, Dir. Production & Internet Mktg.

Jeff Tuerff, VP Mktg.

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Carson James, VP Promo.

April Rider, Natl. Dir. Promo.

Eva Wood, VP Field Promo.

Rick Rockhill, NE Promo.

Karen McGuire, Midwest Promo.

Joe O'Donnell, West Coast Promo.

#### Asylum Curb Promotion:

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Doug Johnson, VP A&R

Mark Westcott, Midwest Promo.

Mike Rogers, SE Promo.

Adrian Michaels, SW Promo.

Rick Cardarelli, NE Promo.

John Curb, West Coast Promo.

**Artists: Curb:** Tim McGraw, Jo Dee Messina, Steve

Holy, Rodney Atkins, Bellamy Brothers, Hank

Williams III, Amy Dalley, Trini Triggs, Lee

Greenwood **Curb/Asylum:** LeAnn Rimes, Hank

Williams Jr., Wynonna, Blue County, Hal Ketchum,

Kay Stevens **Curb/Lost Highway:** Lyle Lovett

### DreamWorks Records

1516 16th Ave. S., Nashville, TN 37212

615-463-4600 Fax: 615-463-4601

www.DreamWorksRecords.com

Lisa Andrick-Owen, West Coast Reg. Promo. & Mktg.

Blair Berle, Creative Serv. Coord.

Teresa Blair, Head Creative Serv.

Scott Borchetta, Sr. Exec. Promo. & Artist Dev.

George Briner, Co-Natl. Midwest Promo.

D'Ette Brosius, Mgr. Mktg. & New Media

Cat Covell, Dir. Admin. Serv.

Tricia Cramer, Publicity Asst.

Lee Durham, SE Reg. Promo. & Mktg.

Suzanne Durham, NE Reg. Promo. & Mktg.

Cheryl Ecton, Sales & Mktg. Asst.

Sally Ecton, Promo. Coord.

Summer Harman, Head Publicity

Katharine Hodges, Mgr. Secondary Promo. & Mktg.

Allison Jones, Head A&R

Laurel Kilbourn, Facilities Mgr.

Lisa Lewis, Communications Serv./Front Desk

Tammy Luker, Exec. Asst. to James Stroud

David Newmark, SW Reg. Promo. & Mktg.

Doug Rich, A&R/Recording Coord.

Kelly Rich, Dir. Sales & Mktg.

Johnny Rose, Sr. Exec. Sales & Mktg.

Deena Shapiro, Dir. Legal Serv.

Bruce Shindler, Head Promo.

James Stroud, Principal Exec.

Jim Williams, Mailroom Mgr.

**Artists:** Toby Keith, Jessica Andrews, Darryl

Worley, Emerson Drive, Scotty Emerick, Michelle

Poe, Jimmy Wayne, Danielle Peck, Tori Baxley,

Hanna McEuen, Dan Colehour

### Dualtone Music Group

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615-320-0620 Fax: 615-320-0692

www.dualtone.com

Scott Robinson, Co-Pres.

Dan Herrington, Co-Pres.

Nancy Quinn, Sr. VP Artist Dev.

Paul Roper, Mgr. Artist Dev.

Kissy Black, Dir. Publicity

Andy Moore, Promo.

**Artists:** June Carter Cash, Jim Lauderdale, Radney

Foster, Jeff Black, Chris Knight, Darden Smith,

Silos, John Arthur Martinez, David Ball, Victoria

Williams, Mark Olsen, Warren Zanes, BR549,

Cowboy Jack Clement, Joe and Jeanette Carter,

Norman Blake, Roger Creager

### EMI CMG Label Group

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615-371-6800

Bill Hearn, Pres./CEO

Linda Soto, Exec. Asst.

Holly Whaley, Dir. Corporate Communications

Richard Green, Exec. VP/General Counsel

Joe Brazil, VP Business Affairs

Sandra Vandergriff, Exec. Asst.

Billy Ray Hearn, Chairmain

Rick Horne, Exec. VP/CFO

Rechelle Chaney, Exec. Asst.

Debbie Robertson, Dir. Office Admin. & Facility

Peter York, Pres.

Leigh Ann Hardie, VP Artist Dev.

Nick Barre, Dir. Artist Dev.

Denise George, Dir. Artist Dev.

Scott McDaniel, Dir. Artist Dev.

David Sylvester, Dir. Artist Dev.

Brad O'Donnell, VP A&R

Steve Hartley, Dir. A&R

Brent Milligan, Dir. A&R

Chris York, Dir. A&R

**Artists:** Audio Adrenaline, Bethany Dillon, Avalon,

Steven Curtis Chapman, David Crowder (sixsteps/

Sparrow), Delirious!, Steve Green, Charlie Hall

(sixsteps/Sparrow), Tim Hughes, Andy Hunter,

Jump5, Jady Maria, Kimberly Perry, Shawn

McDonald, Nathan Walters, Newsboys, Nichole

Nordeman, Matt Redmon, Rebecca St. James,

Sanctus Real, Something Like Silas, Stacie Orrico,

Starfield, Switchfoot, Tait, TobyMac, Chris Tomlin

(sixsteps/Sparrow), ZOEgirl



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**Koch Records**

1709 19th Ave. S., Nashville, TN 37212  
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 Jack Purcell, VP Promo.  
 Anne Sarosdy, Promo./Office Mgr.  
 Allen Mitchell, Secondary Promo. & Publicity  
 Barry Yarbrough, VP Sales & Mktg.  
 Tiffany Johns, Consumer Mktg.  
 Gary Greenberg, West Coast Promo.  
 Keith Greer, SE/SW Promo.  
**Artists:** The Tractors, Dale Watson, Daryle Singletary, John Anderson, Dwight Yoakam, The Larkins, Kerosene Brothers, Charlie Daniels, Rodney Hayden, David Lee Murphy, Robert Earl Keen, Restless Heart

**Lyric Street Records**

1100 Demonbreun St., #100, Nashville, TN 37203  
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 www.lyricstreet.com  
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 Randy Goodman, Pres.  
 Robin Gordon, Sr. Mgr. A&R Admin.  
 Ashley Heron, Promo. Coord.  
 Kevin Herring, VP Natl. Promo.  
 Doug Howard, Sr. VP A&R  
 Renee Leymon, Dir. Natl. Promo.  
 Chris Loss, Dir. West Coast Reg. Promo.  
 Greg McCarn, VP Mktg.  
 Chris Palmer, Dir. Reg. Promo. Midwest  
 Teresa Russell, Mgr. Label Operations  
 Tonya Stroud, Exec. Asst.  
 Neda Tobin, Dir. SW Reg. Promo.  
 Jennifer Thorpe, Dir. NE Reg. Promo.  
 Dale Turner, VP Promo. Admin.  
**Artists:** Aaron Tippin, SHEDAISY, Rascal Flatts, Brian McComas, Kevin Denney, Deric Ruttan, Joshua & Shi-Anne Ragsdale, Kerry Harvick, Sawyer Brown, Rushlow, Ashley Gearing, Butler & Gordon & Conley

**Oh Boy Records**

33 Music Sq. W., #102B, Nashville, TN 37203  
**615-742-1250** Fax: 615-742-1360  
 www.ohboy.com  
 Al Bunetta, Pres.  
 Ric Taylor, VP/CFO  
 Karen McWhorter, Dir. Label Relations  
**Artists:** John Prine, Todd Snider, Kris Kristofferson, Janis Ian, Dan Reeder, Oh Boy Classics, Red Pajamas Records, Blue Plate Music

**Provident Music Group**

741 Cool Springs Blvd., Franklin, TN 37067  
**615-261-6500** • www.providentmusic.com  
 Terry Hemmings, Pres./CEO  
 Michael Craft, COO  
 Jacquelyn Marushka Smith, VP Public Relations  
 Don Noes, Sr. VP Distribution  
 Randy Davis, VP CBA Sales  
 Tim Marshall, VP Mktg.  
 Dean Diehl, Sr. VP Mktg.

Robert Beeson, Sr. VP A&R  
 Nina Williams, VP Mktg.  
 Andrew Patton, VP Natl. Promo.  
 Cheryl Moore Harris, VP Gospel Music Mktg.  
**Artists: Essential:** Bebo Norman, Caedmon's Call, FFH, Jars of Clay, Third Day, Josh Brown, Webster County, Overflow; **Reunion:** Michael W. Smith, Joy Williams, Casting Crowns

**RCA Label Group (RCA, BNA, Arista)**

1400 18th Ave. S., Nashville, TN 37212  
**615-301-4300** Fax: 615-301-4347  
 www.rcalabelgroup.com  
 Dan Anderson, Mgr. BNA Artist Dev. & Mktg.  
 Holly Anderson, Admin. Sales  
 Tom Banks, Sr. Dir. Finance  
 Paul Barnabee, Sr. VP Finance & Admin.  
 Renee Bell, Sr. VP A&R  
 Judy Blair, Mgr. Creative Serv.  
 Alison Booth, Sr. Dir. A&R Admin.  
 Allen Brown, VP Media & Mktg.  
 Jo Beth Burrell, Sr. Analyst Finance  
 Jim Catino, Dir. A&R  
 Alicia Catron, Receptionist  
 Cheri Cranford, Admin./Label Operations  
 Donna Duarte, Exec. Asst.  
 Dustin Eichten, Mktg. Coord.  
 Jon Elliot, VP Mktg. & Artist Dev. RCA/Arista  
 David Fitzgerald, Mgr. Field Mktg. & Sales  
 Rachel Fontenot, Coord. RCA Mktg. & Artist Dev.  
 Joe Freel, Administrator A&R Admin.  
 Joe Galante, Chairman  
 Cynthia Grimson, Assoc. Dir. Media & Mktg.  
 Cindy Heath, Sales/Product Mgr.  
 Angela Hinson, Admin. A&R  
 Duane Hobson, Coord. A&R  
 Wade Hunt, VP Creative Serv.  
 Chad Hunter, Design Asst.  
 John Johnson, Mgr. A&R  
 RG Jones, Mgr. Market Research  
 Debbie Linn, Sr. Dir. BNA Artist Dev. & Mktg.  
 Lawrence Loring, Mgr. Recorded Media/Archives  
 Cindy Mabe, Dir. Arista Artist Dev. & Mktg.  
 Cheri Martin, Dir. Radio & Internet Promo.  
 Astrid Herbold May, Art Dir.  
 Heather McBee, Dir. New Media & Market Research  
 Mindi McCormick, Mgr. A&R Admin.  
 Lori McCurry, Admin. Finance  
 Chris Melancon, Publicist  
 Gasper Milazzo, Sr. Dir. Natl. Sales  
 Carole Ann Mobley, Sr. Dir. A&R  
 Mike Rivers, Dir. Field Sales & Mktg.  
 Leslie Roberts, Mgr. A&R  
 Kates Rogers, Coord. Finance  
 Cary Ryan, Dir. Production  
 Scott Safford, Assoc. Dir. Legal & Business Affairs  
 Jim Sailby, VP Sales  
 Jonathan Sayles, Admin. Tickets & Itinerary  
 Kimberly Stasiak, Coord. Business & Legal Affairs  
 Andrew Stines, Business Analyst  
 Shane Tarleton, Mgr. Creative Serv.  
 April Taylor, Mgr. Arista Artist Dev. & Mktg.  
 Wes Vause, Dir. Media & Mktg.  
 Butch Waugh, Exec. VP  
 Caryl Wons, Mgr. Sales  
**Arista:**  
 Teddi Bonadies, Sr. Dir. Natl. Promo.  
 Nathan Cruise, Mgr., Reg. Promo.  
 Jeri Detweiler, Dir. Reg. Promo.  
 Dawn Ferris, Mgr. Reg. Promo. Midwest  
 David Friedman, Mgr. Reg. Promo., NE  
 Matt Galvin, Mgr. Reg. Promo. Midwest  
 Lori Hartigan, Dir. Reg. Promo. West  
 Bobby Kraig, VP Natl. Promo.  
 David Pohlable, Promo. Coord.  
 Ken Rush, Dir. Reg. Promo. SW  
**BNA:**  
 Tom Baldrice, VP Natl. Promo.  
 Britta Coleman, Mgr. Label Operations

Dave Dame, West Coast Reg. Promo.  
 Scot Michaels, Promo. Dir. West Region  
 Tony Morreale, SE Reg. Promo. Mgr.  
 Rick Moxley, Sr. Dir. Natl. Promo.  
 Jimmy Rector, NE Reg. Promo. Mgr.  
 Christian Svendsen, SW Reg. Promo. Mgr.  
 Jean Williams, North Central Promo. Mgr.  
**RCA:**  
 Doug Baker, South Reg. Promo. Mgr.  
 Keith Gale, Natl. Dir. Promo.  
 Sam Harrell, West Reg. Promo. Dir.  
 Darcy Miller, Coord. Natl. Promo.  
 Dan Nelson, NE Reg. Promo. Mgr.  
 Greg Sax, SW Reg. Promo. Mgr.  
 Mike Sirls, Dir., Promo. Midwest Region  
 Suzette Tucker, Mid-Atlantic Reg. Promo. Dir.  
 Mike Wilson, VP Promo.  
**Artists: Arista:** Brooks & Dunn, Diamond Rio, Morgane Hayes, Alan Jackson, Carolyn Dawn Johnson, Brad Paisley, Ryan Tyler, Phil Vassar;  
**BNA:** Kenny Chesney, Kellie Coffey, Aaron Lines, Lonestar, Renee Lopez, Pinmonkey, Rachel Proctor  
**RCA:** Alabama, Jeff Bates, Catherine Britt, Tracy Byrd, Sara Evans, Andy Griggs, Martina McBride, Clay Walker

**Rounder Records**

One Camp St., Cambridge, MA 02140  
**617-354-0700** Fax: 617-354-4840  
 www.rounder.com  
 John Virant, Pres./CEO  
 Paul Foley, GM  
 Sheri Sands, VP Sales & Mktg.  
 Brad Paul, VP Natl. Promo.  
**Artists:** Alison Krauss, Rhonda Vincent, Ennis Sisters

**Skaggs Family Records**

329 Rockland Rd., Hendersonville, TN 37075  
**615-264-8877** Fax: 615-264-8899  
 www.skaggsfamilyrecords.com  
 Ricky Skaggs, Pres.  
 Stephen Day, GM  
 Bill Rix, Dir. Sales & Mktg.  
 Lori Kampa, Dir. PR  
**Artists:** Ricky Skaggs, Mountain Heart, The Whites, Paul Brewster, Andy Leftwich, Melonie Cannon

**Sony Music Nashville (Columbia, Epic, Monument, Lucky Dog)**

34 Music Sq. E., Nashville, TN 37203  
**615-742-4321** Fax: 615-742-5741  
 www.sonymusic.com  
 John Grady, Pres.  
 Jeff Allen, VP Finance  
 Susan Myers, Exec. Asst. to John Grady  
 Troy Barnett, MIS Mgr.  
 Ryan Barnstead, Coord. Epic/Monument Promo.  
 Clay Bradley, VP A&R  
 Mark Brown, Sr. Dir. A&R  
 Craig Campbell, Dir. Press & Publicity  
 Deb Castle, Supervisor A&R  
 Rhonda Christensen, Epic/Monument Promo. West  
 Jack Christopher, Columbia Promo. Mid-Atlantic  
 Buffy Cooper, Natl. Dir. Promo.  
 John Conlon, Columbia Promo. West Coast  
 Matt Corbin, Columbia Promo. Midwest  
 Eric Dale, Coord. Sales  
 Tonya Derry, Mgr. A&R Admin.  
 Tracy Fleaner, Art Dir.  
 Tracy Gershon, Sr. Dir. A&R & Artist Dev.  
 Debbi Haus, VP Mktg. & Artist Dev.  
 Carie Higdon, Assoc. Dir. A&R  
 Rick Hughes, Epic/Monument Promo. SE  
 Margie Hunt, Sr. Dir. Mktg.  
 Mark Janese, Columbia Promo. SW  
 Dale Libby, Sr. VP Sales  
 Bill Macky, VP Radio Promo.  
 Anita Mandell, Dir. Press & Publicity

# LABEL STAFF APPENDIX

Kim Markovchick, Sr. Dir. Mktg.  
Bo Martinovich, Epic/Monument Promo. Midwest  
Rosanne McDowell, Assoc. Dir. Office Admin.  
Laura McKinley, Mktg. Coord.  
Sylvia Meiler, Artist Dev. & Creative Serv.  
Anne Meiske, Asst. to Tracy Gershon  
Noelle Oliver, Coord. A&R  
Larry Pareigis, Sr. VP Radio Promo.  
Larry Raymond, Facilities Mgr.  
Bob Reeves, Epic/Monument Promo. NE  
Airik Sanders, Vault Clerk  
Chad Schultz, Epic/Monument Promo. SW  
Elizabeth Sledge, Coord. Columbia Promo.  
Kay Smith, VP A&R Admin.  
Lloyd Stark, Columbia Promo. SE  
Claire Watson, Asst. to Kay Smith  
Robert Weedman, Receptionist  
Tanya Welch, Assoc. Dir. Mktg.  
Shawn Williams, Dir. New Media  
Mark Wright, Exec. VP A&R  
**Artists:** *Columbia:* Jessi Alexander, Mary Chapin  
Carpenter, Shelly Fairchild, Buddy Jewell, Miranda  
Lambert, Montgomery Gentry, Jon Randall,  
Robinella, Charlie Robison, Marty Stuart, Travis  
Tritt, Trent Willmon; *Epic:* Rodney Crowell (Epic/  
DMZ), Susan Haynes, Patty Loveless, Colt Prather,  
Christy Sutherland, Gretchen Wilson; *Monument:*  
Dixie Chicks (Columbia/Open Wide/Monument)

## Spring Hill Music Group

111 Westwood Place, #420  
Brentwood, TN 37064  
615-383-5535 Fax: 615-383-6632  
www.springhillmusic.com  
Scott Chancey, Pres./CEO  
Phil Johnson, Dir. A&R  
David Ecrement, Dir. Mktg.

**Artists:** Oak Ridge Boys, The Martins, Wayne  
Watson, Booth Brothers, Cross Way, Jeff & Sheri  
Easter, Gersh, The Hoppers, Scott Krippayne,  
Bobbie Mason, Karen Peck & New River, Janet  
Paschal, The Ruppes, Dottie Rambo

## Sugar Hill Records (Nashville)

120 31st Ave. N., Nashville, TN 37203  
615-297-6996 • www.sugarhillrecords.com  
Steve Fishell, Dir. A&R  
Kim Fowler, Dir. Artist & Media Relations  
**Artists:** Acoustic Syndicate, Terry Allen, Alan Bibey,  
BlueRidge, Ronnie Bowman, Guy Clark, Grey  
DeLisle, Jerry Douglas, The Gibson Brothers, The  
Gourds, Aubrey Haynie, Sonny Landreth, Scott  
Miller, Jim Mills, Nashville Bluegrass Band, Nickel  
Creek, Tim O'Brien, Maura O'Connell, Dolly Parton,  
Railroad Earth, Reckless Kelly, Don Rigsby, Bryan  
Sutton, Chris Thile, Greg Trooper, Sean Watkins,  
Doc Watson, Alison Moorer

## UMG Nashville

### (Mercury, MCA Nashville, Lost Highway)

60 Music Sq. E., Nashville, TN 37203  
615-244-8944 Fax: 615-880-7410  
www.mcanashville.com

#### Executives:

Luke Lewis, Chairman  
Erin Mason, Admin Asst. to the Chairman  
Ken Robold, GM  
Kera Earls, Admin. Asst. to GM

#### A&R:

David Conrad, Exec. VP A&R  
Stephanie Wright, Mgr. A&R Admin.  
Brian Wright, Mgr. A&R

#### A&R/Lost Highway:

Kim Buie, VP A&R  
Eric Dout, Coord. A&R

#### Artist & Media Relations:

Jason Owen, VP Artist Media Relations & Creative  
Serv. (Mercury/MCA)  
Jim Flammia, VP Artist & Media Relations (LH)

Heather Bohn, Dir. Artist & Media Relations (MCA)  
Jill Ettinger, Mgr. Tour Press  
Leigh Morrison, Admin. Assist. Artist & Media  
Relations  
Fount Lynch, Admin. Assist. Artist & Media  
Relations (LH/MCA)

#### Creative Services:

Retta Harvey, Sr. Dir. Video Production  
Bethany Newman, Sr. Dir. Creative Serv.  
Karen Naff, Dir. Creative Serv.  
Craig Allen, Dir. Creative Serv.  
Erica Irwin, Coord. Creative Serv. & Special Events

#### Finance & Administration:

Danny Bess, VP, Finance/Controller  
Trey Dunaway, Dir. Finance  
Katherine Beakes, Sr. Accountant  
Jenny Wallace, Dir. Admin. Serv.  
Ellen Powers, VP Recording Admin. & Mkt. Admin.  
Shannon Hopper, Mgr. Recording & Mkt. Admin.  
Todd Fennell, Dir. Production  
Laura Melrose, Production Coord.  
Tim Faulk, Mailroom Supervisor

#### New Media:

Mike Deputato, Dir. New Media  
Steve Malesky, Internet Analyst

#### Sales & Marketing:

Ben Kline, Sr. VP Sales & Mktg.  
Pam Russell, VP Natl. Sales  
Jeff Stolz, Reg. Dir. Sales & Field Mktg.  
Andy Nelson, VP Mktg. & Artist Dev. (LH)  
Emmie Anderson, Dir. Mktg.  
Tom Lord, Dir. Mktg.  
Cristie Chadwick, Coord. Mktg. (LH)  
Heather Mills, Admin. Asst. Mktg.  
Melissa McAllister, Admin. Asst. Mktg.  
Stephanie Breiwa, Admin. Asst. Mktg.  
Parker Nusbickel, Coord. Sales

#### Promotion/Mercury:

Michael Powers, Sr. VP Promo. & Artist Dev.  
John Ettinger, VP Natl. Promo.  
Rocco Cosco, VP SE Reg. Promo.  
Pat Surnegie, VP, West Coast Promo.  
Damon Moberly, Sr. Dir., NE Reg. Promo.  
Haley McLemore, Dir. SW Reg. Promo.  
Diana Klein, Mgr. Promo.  
John Zarling, Mgr. Charts & Syndication  
EJ Bernas, Mgr. Secondary Promo.

#### Promotion/MCA:

Royce Risser, VP Natl. Promo.  
Louie Newman, Sr. Dir. Reg. Promo. SE  
Enzo DeVincenzo, Sr. Dir. Reg. Promo. SW  
Marlene Augustine, Sr. Dir. Reg. Promo. West  
Joe Putnam, Mgr. Reg. Promo., NE  
Pat Payne, Promo. Mgr.

#### Promotion/Lost Highway:

Ray Dipietro, Natl. Sr. Dir. Adult Alt. Promo.  
**Artists:** *Mercury:* Steve Azar, Terri Clark, Billy  
Currington, James Otto, Julie Roberts, Shania Twain,  
Sugarland *MCA:* Gary Allan, Vince Gill, Buck Howdy,  
Jedd Hughes, Reba McEntire, George Strait, Josh  
Turner, Lee Ann Womack, Trisha Yearwood *Lost  
Highway:* Ryan Adams, Tift Merritt, Willie Nelson,  
Lucinda Williams, Lyle Lovett (Curb/LH), Johnny  
Cash (American/LH), The Jayhawks (American/LH)

## Universal South

40 Music Sq. W., Nashville, TN 37203  
615-259-5300 Fax: 615-259-5301  
www.universal-south.com  
Tim DuBois, Sr. Partner  
Tony Brown, Sr. Partner  
Van Fletcher, GM/Sr. VP Sales & Mktg.  
Susan Levy, VP Artist Dev.  
Karin Cupit, Natl. Mgr. Sales & Mktg.  
Mike Owens, Dir. A&R  
Emily West, Mgr. Artist Dev.  
Bryan Switzer, Sr. VP Promo.  
Clay Hendersen, SE Reg. Promo. Mgr.  
Denise Roberts, Dir. Natl. Promo.

Kevin Erickson, Midwest Reg. Promo. Mgr.  
Lisa Strickland, NE Reg. Promo. Mgr.  
Van Haze, SW Reg. Promo. Mgr.  
Shane Allen, West Coast Reg. Promo. Mgr.  
Laurie Gore, Promo. Coord.  
Natalie Moore, Artist Dev. Coord.  
Amy Russell, Exec. Asst.  
Marty Craighead, Exec. Asst.  
**Artists:** Joe Nichols, Bering Strait, Cross Canadian  
Ragweed, Matthew West, McHayes, Matt Jenkins,  
Ray Stephenson, Amanda Wilkinson, Katrina Elam,  
Holly Williams, The Notorious Cherry Bombs

## Vanguard/Welk Music Group

120 31st Ave. N., Nashville, TN 37203  
615-297-2588 • www.vanguardrecords.com  
Steve Buckingham, Sr. VP A&R

**Artists:** Peter Case, Patty Larkin, Mark Selby, Ian  
Tyson, Shana Morrison, Robert Bradley's Blackwater  
Surprise, Lee Roy Parnell, Quetzal, Julia Fordham,  
Ramsay Woodwood, Peter Stuart, Garrison Starr,  
Big Bad Voodoo Daddy, Sinead O'Connor,  
Garrison Star, Mindy Smith, Catie Curtis

## Warner Bros.

20 Music Sq. E., Nashville, TN 37203  
615-748-8000 • www.wbrnashville.com

#### Administration:

Jim Ed Norman, Pres.  
Christy McDonald, Receptionist  
Dave Beller, Mailroom Asst.  
Gina Hilburn, Facilities Coord.

#### Promotion:

David Haley, Sr. VP Promo.  
Gator Michaels, Natl. Promo. Dir.  
Jim Malito, Reg. Promo. Mgr. West Coast  
Bryan Frasher, Reg. Promo. Mgr. Midwest  
Glenn Noblit, Reg. Promo. Mgr. SW  
Brooks Quigley, Reg. Promo. Mgr. SE  
Joe Redmond, Reg. Promo. Mgr. NE  
Doyscher, Natl. Secondary Promo.  
Danielle Taylor, Promo. Coord.

#### Marketing:

Chris Palmer, Sr. VP/GM  
Randy Brown, Mktg. Coord.  
Scott Heuerman, Mktg. Dir.  
Peter Strickland, Mktg. & Sales Dir.  
Lynette Garbonola, Mktg. Dir.

#### Publicity:

Julie Wortman, Sr. VP Publicity  
Maura Mooney, Publicity Mgr.

#### A&R:

Paul Worley, Chief Creative Officer  
Paige Connors, Exec. Asst.  
Danny Kee, A&R Dir.  
Jeremy Witt, A&R Coord.

#### Security:

William Patton, Day  
Settle Townsend, Night  
**Artists:** Big & Rich, Anita Cochran, Dusty Drake,  
Alexis Ebert, Jolie Edwards, Bill Engvall, Jeff  
Foxworthy, Faith Hill, Neal McCoy, John Michael  
Montgomery, Blake Shelton, Jamie Lee Thurston,  
Rick Trevino, Lane Turner, Trick Pony, Brad Wolf

## Word Label Group (Word, Squint)

25 Music Sq. W., Nashville, TN 37203  
615-251-0600 Fax: 615-252-8958  
www.wordrecords.com

Malcolm Mimms, Pres./COO Word Ent.  
Barry Landis, Pres. Word Labels  
Mark Lusk, Sr. VP Mktg. & Artist Dev.  
Shawn McSpadden, Sr. VP A&R

**Artists:** Amy Grant, Jaci Velasquez, Point Of Grace,  
4HIM, Nicole C. Mullen, Kristy Starling, Salvador,  
Mark Schultz, Sixpence None The Richer, Soulyjahz,  
38th Parallel, Downhere, Randy Travis, Across The  
Sky, building 429



# directory

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Alpha Development ..... 726-8820  
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iv management ..... 320-1444  
1701 Church St., www.ivgroup.cc  
Thompson Ent. Group ..... 333-0288  
thompsonentertainmentgroup.com

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CARTAGE

615-828-0107

## CD MANUFACTURING

echomusic ..... 371-5119  
1017 16th Ave. S. 37212

## DEMO SERVICE

AM&D ..... 321-4466  
1021 16th Ave. S. 37212  
Artist Development Group ..... 846-2600  
119 17th Ave. S. 37212  
Artist Development Network ..... 320-0777  
1216 16th Ave. S. 37212  
CandyZone Productions ..... 792-7137  
www.candyzoneproductions.com  
Nashville Presents ..... 252-8205  
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Jim Prendergast Productions ..... 386-3977  
Songwriters Studio ..... 952-2138  
POB 210902, 37221

## DVD SERVICES

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615-320-5050

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Music City Digital ..... 321-9552  
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## FILM/VIDEO SCORING

iv, inc. .... 320-1444  
1701 Church St., www.ivgroup.cc

## GRAPHICS

Adobe Graphics & Design ... 800-726-9683  
Cover Art Graphics ..... 834-2826  
19 Music Sq. W.  
echomusic ..... 371-5119  
1017 16th Ave. S. 37212  
Latocki Team Creative ..... 298-3533  
2210 8th Ave. S., 37204

## INDUSTRY RESEARCH

Alpha Research ..... nexlev@aol.com  
1300 Division St., 37203 ..... 726-8820

## INSTRUCTION

Guitar Lessons (Top Pro) ..... 255-8117  
Bart H. Walsh  
Vocal Coaching & Artist Dev. ... 333-9117  
Rachel Rains www.rachelrains.net  
Voice Training & Coaching ..... 259-4900  
R. Grant-Williams  
Voice Training & Performance Coaching  
Robin Earl ..... 662-5643  
Voice Training for Performing Arts  
James R. Wigginton ..... 389-3058

## INSTRUMENT RENTAL



1101 Cherry Ave., Nashville, TN 37203

615-255-4500

## LEGAL SERVICES

Rauhoff Law Firm ..... 429-7332  
2409 Hillsboro Rd., Ste. 101, 37212

## MARKETING/ NEW MEDIA

Artist Media Group ..... 218-5132  
www.artistmediagroup.com

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echomusic ..... 371-5119  
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ALV Music ..... 254-8100  
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Bug Music ..... 726-0782  
1026 16th Ave. S.  
Don King Music Group ..... 256-0580  
EMI ..... 742-8081  
August Golden Music ..... 353-8134  
6666 Brookmont Tr.  
The GoodLand Group ..... 269-7073  
Harshman Enterprises-Music Publishing  
216 SE 16th Ave., Ocala, FL 34471  
iv music publishing ..... 320-1444  
1701 Church St., www.ivgroup.cc  
Lil Bill Music ..... 228-2833  
Malaco Music Group ..... 327-0440  
1012 18th Ave. S., 37212  
McLachlan-Scruggs Int. .... 292-0099  
2821 Bransford Ave.  
Harry Phillips ..... 327-0777  
Ricker Music Group/Waltzing Bear  
1710 Grand Ave., 37172 ..... 329-2886  
Rosey Red Music ..... 242-1500  
SongCatchers/Ann Wilson ..... 313-8700  
20 Music Sq. W. #208  
Sony/ATV Publishing Int. .... 726-0890  
8 Music Sq. W.  
Southern Writers Group ..... 383-8682  
2804 Azalea Pl.

## ORGANIZATIONS

AFTRA ..... 327-2944  
ASCAP ..... 742-5000  
Assoc. of Country Entertainers ... 248-2809  
Audio Engineering Society ..... 242-0022  
BMI ..... 401-2000  
Country Music Association ..... 244-2840  
Country Music Foundation ..... 416-2001  
Country Radio B'casters ..... 327-4487/8  
Gospel Music Association ..... 242-0303  
Leadership Music ..... 321-2808  
Musicians Union #257 ..... 244-9514  
N.A.R.A.S. .... 327-8030  
Nash Assoc. Talent Directors ... 385-5700  
Nash Songwriters Assoc. Int. ... 256-3354  
Nashville Film Office ..... 259-4777  
SESAC ..... 320-0055  
The Songwriters Guild ..... 329-1782

## PHOTOGRAPHY

Nancy Lee Andrews Photography  
Cummins Station #124 ..... 259-1555  
Karen Williams Johnston ..... 665-0422  
Keith Carey Creative Photo ..... 385-2526  
4104 Hillsboro Pk., #12  
Beth Gwinn, POB 22817 ..... 385-0917  
Alan Mayor ..... 385-4706  
Arlene Richie Media ..... 713-528-4471  
POB 20747, Houston, TX  
Williams Photography ..... 242-0833  
623 7th Ave. S.

## PRO AUDIO

Russ Berger Design Group Inc.  
4006 Beltline #160, Dallas, TX 75244  
214-661-5222 ..... Fax 214-934-3935

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Thompson Ent. Group ..... 333-0288  
thompsonentertainmentgroup.com  
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