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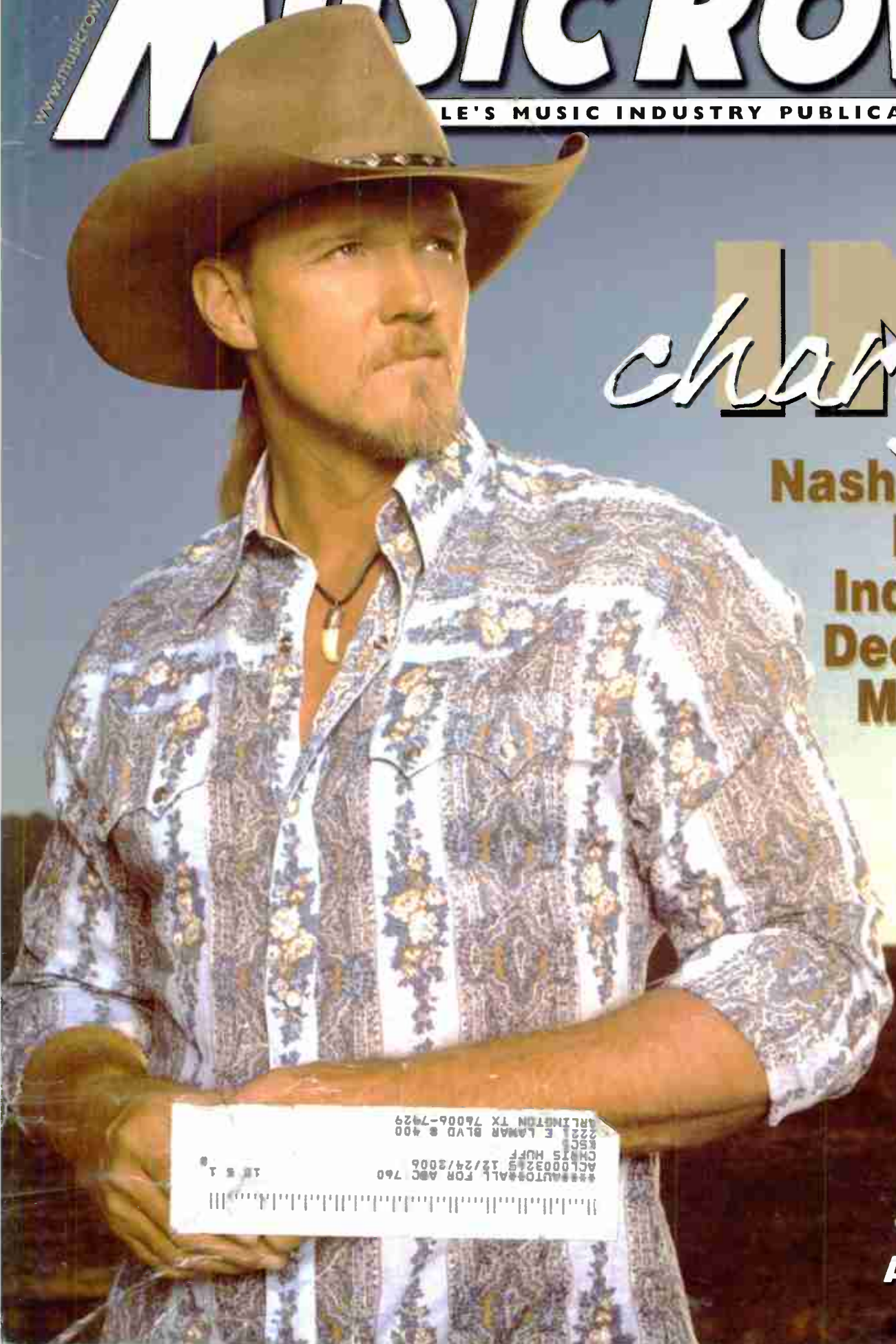
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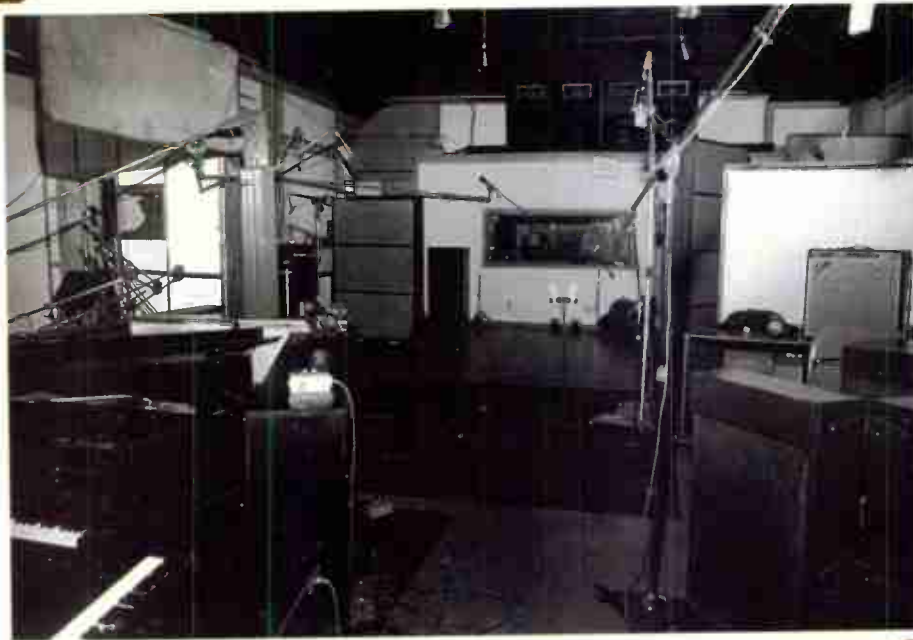
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The Blonder Group, LLC wishes to recognize Mike Curb for his ongoing commitment to preserving integral parts of Nashville's country music history. Such preservation honors the memories of our writers, producers, artists and engineers and protects historic sites, which many consider sacred, for future generations of country music fans.



Special Thanks Are Offered To Ms. Shelly Bloch, Sony Corporation of America, Mr. Jeffery A. Allen, Sony Music Nashville & Mr. Joseph Romeo, Industrial Strength Marketing, Mr. Jeff Batson, Batson Valuation & Ms. Jeanne Naujeck, The Tennessean for their commitment to preserving Nashville's musical heritage and creative support.



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# INCharge

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**On the Cover**

**Trace Adkins**  
(Capitol Nashville)



**Current Single & Video:** "Songs About Me"

**Current Album:** *Songs About Me*

**Current Producer(s):** Scott Hendricks, Dann Huff

**Hometown:** Sarepta, La.

**Management:** Vector Management

**Booking:** William Morris Agency

**Publicity:** Hot Schatz PR

**Recent Hits:** "Rough & Ready," "Hot Mama," "I'm Tryin'"

**Awards/Special Projects:** CMA Board of Directors, 2003 Grand Ole Opry inductee

**RIAA Certifications:** *Comin' On Strong* (Platinum); *Greatest Hits Collection, Volume 1* (Gold); *Chrome* (Gold); *Big Time* (Gold); *Dreamin' Out Loud* (Platinum)

**Special TV/Film Appearances:** *King of the Hill*, *Yes, Dear*, *Orange Bowl Halftime Show*, *Soundstage*, *Best Damn Sports Show Period*, *Voice of KFC* National television ads, *ESPN's Trace Adkins Chrome 300 Busch Series Race*, *Cold Pizza*, *Narrator of Food Network's Cowboy Cook-off*, *Emeril Live*, *Fox & Friends*, *Late Night with Conan O'Brien*, *Late Night with David Letterman*, *Tonight Show with Jay Leno*

**Birthdate:** January 13, 1962

**Interesting Facts:** Trace wanted to play professional football but was sidelined by a bad knee injury while playing at Louisiana Tech University. He studied petroleum technology in college.

**Outside Interests:** Landscaping, gardening, camping, hunting, politics, civil war buff and moviegoer

**Musical Influences:** "Granddaddy was a great bass singer. I used to love to stand beside him in church and listen to him sing." Others include Merle Haggard, Waylon Jennings and Ronnie Milsap.

Trace Adkins is a workin' man's man. His music is known for being believable and easy to relate to, and his latest effort, *Songs About Me*, is no different. The songs are an authentic, and Adkins says autobiographical, representation of his way of life. At 23 he worked on an off-shore drilling rig in the Gulf of Mexico and in 1992 he moved to Nashville, where he worked construction jobs during the day, while singing at night. In the past year Adkins has reaped the rewards sown with a decade of hard work and working-class anthems such as his first hits "Every Light In The House Is On" and "This Ain't No Thinkin' Thing." *Songs About Me* is filled with the kind of grit and passion for which he has always been known, and the title track is the fastest-moving single he's had in several years. The recognition may be greater than ever, but the formula behind it hasn't changed. "I record songs I can believe in and sing with conviction," he says. "It's that simple."

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**F**ueled by mergers, downsizing and new business models, independent power has etched stark changes in the industry landscape. Among the pages of this 17th *In Charge* edition you will find more individuals than ever before offering outsourceable resources to aid smaller companies. Artists are finding new wings to lift their careers. Also notable, in the wake of the Sony/BMG merger, is the planned move of Sony Nashville from its historic 16th Avenue South offices into the RLG Nashville enclave on 18th Ave.

*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. 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 reshape the destiny of our city's renowned music machine.

This year's *Gallery of Decision Makers* numbers 375, dropping slightly from last year's 381 and the previous year's total of 398 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).

Special thanks to Music Row staffers **Sarah Gilbert**, **Christie King** and **Jon Freeman** whose spirited contributions were essential in this effort. To all our readers and advertisers, without whose support this publication would not exist, we salute you one and all.

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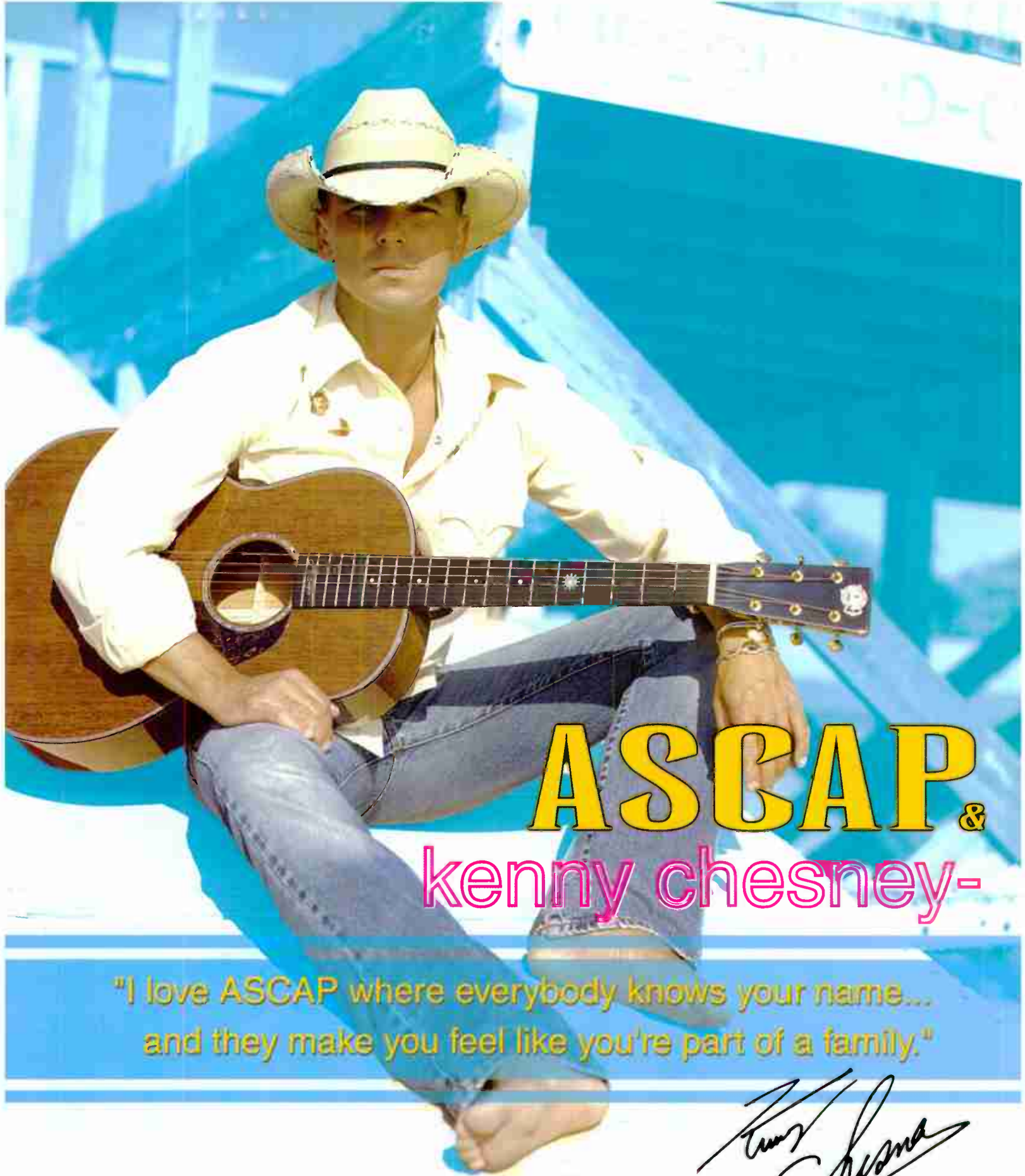
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*- Roger Murrah*

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## THE GALLERY: Nashville's Music Industry Decision Makers



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Responsible for all Nashville-based country radio programs including Country Countdown USA. Also, Nashville-based country music reporter for network services. • Member—CMA



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A 40-year broadcaster with experience in all areas of programming, research, sales and management. Previously Pres./Country for McVay Media. Partnered with Michael O'Malley to form this radio consultancy. • CRS Agenda Committee • Reading, writing, music (piano and trombone), traveling



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Alexander joined Curb ten years ago and currently oversees staff, creative and administrative aspects of the publishing company. • CMA, ACM, GMA, NARAS, Crazy 8's, 90 degrees • Outdoors, cooking, guitar, Community Resource Center, Family and Children's Services



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With company for five years, develops marketing and promotional campaigns for the recording industry for implementation on GAC. Also represents Jones Media Networks to the Music Row community for promotional marketing campaigns and advertising placement on Jones Radio properties Lia, Danny Wright, Classic Country Weekend with Bill Cody, and the Jones Country Radio Networks. • CMA, ACM • NY Mets baseball, collecting Beatles memorabilia, travel



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Has owned his management company for over thirty years with clients that include Martina McBride and Anne Murray. • Board—CCMA, ACM; Dir. International—CMA; Member—ASCAP, PMIA



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With Sony since January 1995. Previously VP Finance, Liberty Records and Dir. of Banking and Insurance for Capitol-EMI Music. • Board—W.O. Smith School • Golf, motorcycles, political satire, Predators

### Chris Allums

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Allums has been with company for two years where he finds and develops artists, oversees the label staff and handles other aspects of Quarterback. Current roster lists Jay Teter, David Ball, Zona Jones, Hometown News, and Fanny Grace. • CMA • Delta Organization, pet-assisted therapy



**Charlie Anderson**  
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Anderson oversees strategic initiatives and helms this giant company which wholesales music, magazines, books and more to national retail clients such as Wal-Mart. Anderson Media is one of country music's largest purchasers. With the company 28 years. • Board—CMA, East TN Foundation; University of TN Capitol Fund Campaign • Family, skiing



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Ten-year-old company shares national publicity representation for Vince Gill, Buddy Jewell and John Michael Montgomery with The Press Office. • ACM, CMA • Collects vintage artifacts from the '50s and '60s, fishing



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With the company 12 years, where he oversees national strategies for promotion staff, directs relations with national radio, and maintains artist, manager, radio and label relations. • Board of Directors—CRB; Chairman—CRB Record Label Committee; Leadership Music alumni • Collects baseball cards and Batman paraphernalia, plays tuba, golf



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A 16-year veteran of the company, Bann oversees day-to-day activities with an emphasis on video. • ACM, CMA, Leadership Music • Sports, reading, music, raising kids



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Oversees operations, management and client relations of Integrated Copyright Group, his 15-year-old company. Clients include Big Loud Shirt, Roy Orbison Music, Ray Stevens, Marty Robbins Music, Bill Monroe Music and Coal Miners Music in addition to many others. • CMA, GMA, Copyright Society of the South, Copyright Society of the U.S., Association of Independent Publishers in N.Y. and L.A. • Running, church, family, golf



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With the company for ten years

where he handles financial and deal analysis, sets budget for each fiscal year and oversees monthly financial reporting and office administration

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 With company 17 years. Bartschi oversees all aspects of the

Nashville branch of this national company which rents music equipment and offers rehearsal/showcase spaces among other services. • NARAS

- Bowling, entertaining, the beach, movies



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With the label since 1993. Responsible for finance, business affairs, accounting, information technology and office administration. • CMA, ACM, NARAS, Leadership Music • Golf



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Beckham headed Combine Music for 23 years and has been with HoriPro more than 14 years. • Board—MTSU's Bob Jennings Music Scholarship Fund, Belmont University's Don Gant Music Scholarship Fund; Member—CMA, ASCAP, BMI, NARAS, NSAI



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Represents clients in all aspects of the music industry, including SESAC, Janis Ian, Matthew West, Joshua and Shi-Anne Ragsdale.

General Counsel to NSAI, Americana Music Association and SOLID. • Former Chair—Nashville Bar Association Entertainment Law Committee; Member—CMA, NARAS, Leadership Music

- Guitar (playing), soccer (watching), food (eating)



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Veteran music business publicist started this full-service public relations company in 1998. Represents Lyric Street Records artist roster. • CMA, ACM



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With company over nine years where she was instrumental in signing Sara Evans, Bobby Pinson, Keith Anderson, Catherine Britt, Aaron Lines and Jeff Bates. Bell heads up the A&R department. • NARAS

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 Bennett moved to Music City to head Warner's Nashville Division in mid-2004 under the new Bronfman regime after previously heading Geffen and Maverick record labels. • Board—CMA, ACM



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Has served as film commissioner for over two years and is responsible for recruiting music, film and TV projects to the state of Tennessee and creating an attractive economic climate for these industries. Former VP/GM at The Filmworkers Club. • Board—Leadership Music 2004 • Martial arts, distance bicycling



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With CMA over 25 years. Provides overall leadership and direction for the important music trade association. • NARAS, Academy of Television Arts & Sciences, National Academy of Popular Music, Copyright Society of the South, American Society of Association Executives; alumnus of Leadership Music, Leadership Nashville • Golf, music



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Responsible for the finance and accounting functions of Universal's Nashville labels including Mercury, Lost Highway, DreamWorks and MCA. With company 11 years. • CMA, ACM, NARAS



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With a business card that reads "Chairman, Buzzworthy Acquisitions and Incident Control Specialist," Best oversees media initiatives and press activities for Martina McBride, George Strait, Dierks Bentley, Miranda Lambert, Dixie Chicks, and Naomi Judd. • Member—CMA, NARAS, ACM, Leadership Music Alumni • soccer mom, stepmom, 4-wheeler mom, laundry mom.



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Biddy has more than 35 years experience in the music publishing industry. He currently oversees the day-to-day operation of his publishing companies whose songs have been recorded by artists including Montgomery Gentry, LeAnn Rimes, Lee Ann Womack, Kenny Rogers, Jeff Carson, Craig Morgan, Tonic Sol Fa, Cissy Crutcher, and Steve Holy. In 2005, his Copperfield Records label will reissue 17 albums by the Chuck Wagon Gang.  
 • CMA, ACM, GMA, NSAI, NARAS, Leadership Music • Golf, travel, music, movies



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Represents and counsels individuals and entities throughout the entertainment industry. Listed in Best Lawyers in America and the Nashville Business Journal. Co-Author/Editor of entertainment law casebook Law and Business of the Entertainment Industries. • Board—Alliance of Artists and Recording Companies (AARC), High Hopes School; Member—Leadership Music, NARAS • Tennis, skiing, travel



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



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Owens 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. Publishes Western Beat Monthly, a roots music guide that highlights the artists on his show. Operates Western Beat Records and Publishing.  
 • SAG, NARAS, AFM, CMA, ACM, Leadership Music, AMA • Family, golf, reading, yoga



**Dale Bobo**  
**Sr. VP, Warner Chappell Music**  
 20 Music Sq. E.  
 Nashville, TN 37203  
**615-733-1880** Fax: 615-733-1875  
 dale.bobo@warnerchappell.com  
 www.warnerchappell.com

Bobo has been with the publishing giant for 22 years and heads the Nashville office.  
 • Member—NSAI, CMA, ACM, Leadership Music



**Jennifer Bohler**  
**President, Alliance**  
 3805 Rolland Rd.  
 Nashville, TN 37205  
**615-292-5804** Fax: 615-292-7155  
 jenny@jb-alliance.com

This media relations company's clients include Equity Music Group and its roster: Clint Black, Carolina Rain, Kevin Fowler, and Little Big Town. Also works with Jamie O'Neal, Southern Signal Entertainment, Reba Tour 2005, and Christmas Gumbo Music Project. Previously VP of Publicity at MCA Nashville and spent 12 years as Starstruck Entertainment's VP Media Relations. • NARAS, CMA, Leadership Music • Hiking, gardening, movies



**Woody Bomar**  
**Sr. VP/GM Creative Services,**  
**Sony/ATV Tree**  
 8 Music Sq. W.  
 Nashville, TN 37203  
**615-726-8300** Fax: 615-244-6387  
 woody\_bomar@sonymusic.com

Bomar, a 25 year Nashville publishing veteran, manages Sony/ATV Music's creative department. • CMA, NSAI, NARAS, ASCAP, CCMA, AMA, Leadership Music, Copyright Society of the South • 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  
 Borchetta has been with Lofton Creek for over two years where he runs the daily operations of the label whose roster lists Doug Stone, Jeffrey Steele, and Keith Bryant. A music industry vet instrumental in breaking careers for Glenn Campbell, Tim McGraw, the Beach Boys and others. Has worked at RCA, Capitol and Curb during his 45-year music business career. • ACM, CMA, BMI • Horse racing, riding, and baseball



**Scott Borchetta**  
**President/CEO,**  
**(name not cleared at press time)**  
 POB 1652, Brentwood, TN 37024  
 scott@borchetta.com  
 New record company. Primary duties: building a new fighter jet for the revolution. • Board—

Leadership music; Member—CMA, ACM, NARAS, NASCAR • Two-time defending champion in the Super Truck division of the NASCAR Weekly Racing Series at Nashville's Music City Motorplex.

### Gary Borman

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

LA-based Borman Entertainment has been in operation for 29 years. Personal Mgr. for Faith Hill, Lonestar, James Taylor and Keith Urban.

• Board—CMA; Member—ACM, CMA, NARAS



**Mike Borne**  
**President/Owner,**  
**Allstar Audio Systems Inc.**  
 602 Swan Dr.  
 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 over 20 years with Allstar. Provides production services including sound, lighting, staging and generators for corporate and concert special events around the nation. In 2003 opened a second office in Melbourne, Fla. Recent clients include Alltell, Miller Lite, "O" Magazine, TBA Global, Memphis in May, IEBA Convention, Darryl Worley's River Run and many more. • IEBA, CMA, FFEA, AES, NSCA • Outdoors, water, boating, island hopping, cocktails in the sunset with my wife Kathy



**Jama Bowen**  
**VP Press, CMT**  
 330 Commerce St.  
 Nashville, TN 37201  
**615-335-8400** Fax: 615-335-8615  
 jama.bowen@cmt.com  
 www.cmt.com

Heads publicity and press for CMT which reaches 77 million U.S. households. With the company for ten years, Bowen creates, implements and oversees all publicity initiatives for the network. Responsible for developing CMT editorial coverage and network imaging throughout all news media including consumer and trade. Also produces CMT celebrity red carpet events and represents CMT in MTV Networks Corporate Communications Group. • Board—NATAS, Nashville/Mid-South Chapter; Member—CMA, Leadership Music Alumnae

### Janet Bozeman

**Owner, Bozeman Media**  
 4841 Manassas Dr., Brentwood, TN 37027  
**615-376-2246** Fax: 615-376-6380

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~ Florida ~

4548 Canard Road  
 Melbourne, FL 32934



bozemanmedia@comcast.net  
 Founded this publicity company over four years ago after previously working at several major labels. Handles TV, print and syndicated radio press for country, Americana, and Christian clients. Current roster lists Koch Records Nashville artists

Robert Earl Keen, Cledus T. Judd, Charlie Daniels, Eric Heatherly, Dallas Wayne, Hacienda Brothers, and Daryl Singletary; also works with Buddy Miller, Little Texas, CMT, and Fervent Records. • CMA, GMA, AMA, IBMA • Animal Rescue



**Bobby Braddock**  
*Producer/Songwriter,*  
**Bobby Braddock Productions**  
 POB 23303, Nashville, TN 37202  
**615-269-4294** Fax: 615-385-7851  
 homercow@aol.com  
 www.bobbybraddock.com

Braddock co-wrote "He Stopped Loving Her Today," "D.I.V.O.R.C.E.," "Golden Ring" and others. He was inducted into the Songwriters Hall of Fame in 1981 and is a CMA winner and five time nominee. More recent hits include "Time Marches On" and "I Wanna Talk About Me." Produces Blake Shelton • NSAI, BMI, CMA, NARAS • Reading about history or politics, film, music



**Connie Bradley**  
*Sr. 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 Sr. 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 Pres. in 1990. • Board—CMA, Country Music Foundation, St. Thomas Health Services Foundation, Alabama Hall of Fame, Georgia Hall of Fame, Tennessee Film Entertainment and Music Commission; Nashville Area Chamber of Commerce; Member—ACM, Copyright Society of the South, GMA, NARAS, Leadership Music alumni, SOURCE • 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 Pres., NARAS. Currently VP, AFM. • International VP—American Federation of Musicians, Trustee—AFM EP Fund; Member—CMA, NARAS • Tennis



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

Bradley has been with the company eight years and handles daily operations, negotiates rates for use of music, issues licenses, acts as an industry consultant, and serves as artist manager. Current clients are Toby Keith, T.K. Kimbrell, and James Stroud. • Copyright Society of the South, CMA, NARAS, SOURCE, Music Row Administrators • Oil painting, interior design



**Alan Brewer**  
*President/Independent Producer,*  
**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, Rick Wakeman and Neil Herman. BME also represents writers such as Gary Nicholson, Mark Slaughter and others for film & TV music. As a producer, Brewer has worked with the music of Cowboy Crush, Pete Townshend, Eric Clapton, Phil Collins, Sister Sledge, Rick Derringer and Keith Chagall. • Advisory Council—W.O. Smith School; Board—Pres. Nashville Film Festival, Nashville Composers Association, FilmNashville; Member—AFM, CMA, NARAS, NSAI, Leadership Music • Education, wine, travel, SCUBA



**Clyde W. Bright**  
*President; Collinsworth, Bright & Co.*  
 50 Music Sq. W., #702  
 Nashville, TN 37203  
**615-322-9900** Fax: 615-322-9379  
 clyde@collinsworthbright.com  
 www.collinsworthbright.com  
 Bright heads this 25-year-old



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"My Redneck Of The Woods"

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Hometown"

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37212  
615-320-5440  
fax: 320-0849

business management and CPA firm whose entertainment clients include Andy Griggs, Amber Dotson, Bobby Pinson, Amy Dalley, Emily West, Ricochet, and Vivaton Records. • CMA, ACM, NARAS, NATD • SCUBA diving, motorcycle riding, hunting



**Mark Bright**  
*Co-Owner/Producer, Springfish Music*  
40 Music Sq. W.  
Nashville, TN 37203  
615-259-5440 Fax: 615-259-5441  
mark@springfish.net

Produces or co-produces Sara Evans, Jo Dee Messina, Megan Mullins, Lila McCann and Malibu Storm. Oversees publishing operations of Springfish and Teracel Music. Responsible for six platinum awards as co-producer for Rascal Flatts. • NARAS, CMA, Copyright Society of the South, ASCAP, Leadership Music • Being a father and husband, boating



**Alison Brown**  
*Co-Founder, Compass Records*  
916 19th Ave. S.  
Nashville, TN 37212  
615-320-7672 Fax: 615-320-7378  
info@compassrecords.com  
www.compassrecords.com  
Grammy-winning banjoist Alison

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 that includes The Waifs, Paul Brady, Pierce Pettis, Colin Hay, Kevin Welch and others.



**Allen Brown**  
*VP Media/Marketing, RCA Label Group*  
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Nashville, TN 37212  
615-301-4300 Fax: 615-301-4308  
allen.brown@sonybm.com  
www.rcalabelgroup.com

Oversees media campaigns for RLG artists and projects. Heads media department.



**Paul Brown**  
*Sr. VP Legal & Financial 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, business and legal affairs for this six-year-old independent label and its affiliated publishing company, Magic Mustang Music. • ACM, CMA • Golf, basketball, travel, chess



**Tony Brown**  
*Sr. Partner/Producer, 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 Sr. Partner for Universal South he oversees, along with partner Tim DuBois, the label's roster. 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* as 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. • CMA, ACM, IBMA, GMA, Leadership Music (founding board member)



**Del Bryant**  
*President/CEO, BMI*  
320 W. 57th St.  
New York, NY 10019  
615-586-2000

dbryant@bmi.com • www.bmi.com  
After 32 years with BMI, Bryant oversees all aspects of the organization's business. BMI represents over 300,000 songwriters worldwide. • Songwriter's Hall of Fame; B.O.D. Member—NARAS, CMA, GMA, NSAI



**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**  
*Sr. 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 20 years, Buchanan oversees the Grand Ole Opry, Ryman Auditorium, WSM, and Gaylord Program Services. • Board—W.O. Smith Music School, CMA, NARAS, CURC; Member—ACM, Leadership Music • Golf, wine



**Steve Buckingham**  
*Sr. VP, The Welk Music Group (Vanguard/Sugar Hill)*  
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)



**Al Bunetta**  
*President/Owner, Al Bunetta Management/Oh Boy Records*  
33 Music Sq. W., #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*. • Pres.—W.O. Smith Music School; Member—NARAS, Leadership Music • Car collecting, farming and family



**Patti Burgart**  
*Executive Director, IEBA*  
1622 16th Ave. S., #300  
Nashville, TN 37212  
615-463-0161 Fax: 615-463-0163  
info@ieba.org • www.ieba.org

Burgart joined the International Entertainment Buyers Association five years ago where she handles daily operations and organizes the annual conference iebaLive! IEBA has over 700 members. • Board—Music Industry Task Force; Member—CMA, ACM, NATD, NARAS • Golf and more golf



**Karen Byrd**  
*Owner, Karen Byrd Public Relations*  
2020 Fieldstone Pkwy., #900-219  
Franklin, TN 37069  
615-595-1500 Fax: 615-595-6844  
karen.byrd@gmail.com

Started company in 2000 to represent Garth Brooks. Develops and implements media plans based on the current goals of clients who include The Grascals, *Nashville Star* on USA Network, the Kenny & Amanda Smith Band, and the series of CD signings at Wal-Mart stores sponsored by Dr. Pepper. 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



**B. Craig Campbell**  
*Director Press/Publicity, Sony Music Nashville*  
34 Music Sq. E.  
Nashville, TN 37203  
615-742-4321 Fax: 615-742-5741  
craig.campbell@sonybm.com  
www.sonymusic.com

With the company more than 10 years, oversees publicity initiatives for artists on Sony Nashville's Columbia and Epic labels. • Member—NARAS, CMA, ACM, CCMA, UCP of Middle TN • Soccer dad, church activities



**Vincent F. Candilora**  
*Sr. VP Director of Licensing, ASCAP*  
Two Music Sq. W.  
Nashville, TN 37203  
615-742-5076 Fax: 615-742-5060  
sgrauberger@ascap.com  
www.ascap.com

Part of the performing rights industry since 1969. Candilora 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. • Leadership Nashville, CMA • Boating



**Buddy Cannon**  
*Producer/Songwriter,*  
*Bud Ro Productions*

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

Currently produces Kenny Chesney, Shelly Fairchild, Rebecca Lynn Howard, Reba McEntire and Ray Scott. Was named 2004 Producer of the Year in the *Music Row Awards*. Spent six years at Mercury Records where he 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



**Keith Case**  
*Owner/Agent,*  
*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, roots and folk acts, including Alison Krauss & Union Station, Jeannie Kendall, Beth Nielsen Chapman, Slaid Cleaves, Dan Tyminski, Jerry Douglas, King Wilkie and many others. Established the company in 1984. • IBMA found-

ing member, CMA, APAP and Folk Alliance  
• Fly fishing, deep sea fishing, poker tournaments



**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 34 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. • CMA Hall of Fame Board of Electors; Board—GIFT (non-profit organization assisting needs of music industry)  
• Golf, photography, travel



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

816 18th Ave. S.  
Nashville, TN 37203  
**615-298-3873** Fax: 615-244-3196  
todd@hififusion.com  
www.hififusion.com

Oversees online marketing campaigns for record companies and their artists, as well as DVD authoring, enhanced CD creation, E-card design, video capture/editing/encoding and online streaming services. Has been with the company for four years whose clients include ACM, Capitol, CMA, CMT, Curb, Lyric Street, RLG, Sony, UMG and Warner Bros. • Board—NaFF; Member—CMA, ACM, Leadership Music



**Bill Catino**  
*Sr. VP Promotion,*  
*UMG Nashville*

60 Music Sq. E.  
Nashville, TN 37212  
**615-524-7500** Fax: 615-524-7766  
bill.catino@umusic.com

Oversees all aspects of the promotion department and radio-related activities for MCA, DreamWorks, Mercury and Lost Highway Records. Previously headed the Capitol Nashville Promotion department. • CMA, ACM • Trains, Italian food



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

48 Music Sq. E.  
Nashville, TN 37203  
**615-321-5080** Fax: 615-321-5377  
lcavanaugh@curb.com  
www.curb.com

Oversees publicity efforts for Curb Records and its roster. Has been with label for 13 years.

**James Cheek IV**

*VP; Flood, Bumstead, McCreedy and McCarthy Inc.*

1700 Hayes St., #304, Nashville, TN 37203  
**615-329-9902** Fax: 615-321-5074

jamie\_cheek@fbmm.com  
Acts as business manager for Wynonna, Garbage, Robert Randolph, Karl Denson, Soulive, Dierks Bentley, Lost Prophets, Butch Vig, Jo Dee Messina, Khaki King and others. • Treasurer—Nashville Film Festival; Leadership Music Alumni  
• Tennis, travel, golf, spanish



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

1026 17th Ave. S.  
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**615-748-4434** Fax: 615-327-3602  
karen.clark@suntrust.com  
www.suntrust.com

With SunTrust for 12 years. Manages the Private Banking Division at the SunTrust Music Row Financial Center, the first full-service bank on the row and one of SunTrust's largest Tennessee bank locations. Clark handles a wide range of financial services to the music industry and possesses Series 6 and 63 investment licenses. • Board—NARAS, T.J. Martell, SOURCE, Leadership Music, ACM, W.O. Smith School; Member—CMA, Nashville Screenwriter's Conference, GMA



**Kay Clary**  
*President, Commotion PR*

811 18th Ave. S.  
Nashville, TN 37203  
**615-467-6677**

kay@commotionpr.com  
www.commotionpr.com

Clary opened Commotion PR in 2002. Current clients include Rodney Crowell, Bruce Robison, Columbia/Legacy, Adrienne Young, Doyle Lawson, Sonny Landreth, and Country Music Hall of Fame and Museum. • AMA, CMA, IBMA  
• Mountain biking, yoga, reading, classic film



**Dave Cline**  
*President,*  
*Seventeen Grand Recording*

1001 17th Ave. S.  
Nashville, TN 37212  
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dav17grand@bellsouth.net

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recording studio for ten years where he oversees all studio operations. Clients include Alison Krauss, Elton John, Rod Stewart, Jimmy Buffett, Moby, Tom Petty, and Garth Brooks. • AES, NARAS • Photography, snow skiing



**Barry Coburn**  
*Co-President,*  
**Ten Ten Music Group Inc.**  
 33 Music Sq. W., #110  
 Nashville, TN 37203  
**615-255-9955** Fax: 615-255-1209  
[www.tentenmusic.com](http://www.tentenmusic.com)

Formed this publishing company in 1984 with his wife Jewel Coburn. Writers include Harley Allen, Keith Urban, Paul Brady, Angela Kaset, Bobby Huff, Angeleena Presley and Cory Mayo. • CMA, ACM, NARAS, AMA • Outdoor photography, hiking, tennis, diabetes research



**Jewel Coburn**  
*Co-President,*  
**Ten Ten Music Group Inc.**  
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 Nashville, TN 37203  
**615-255-9955** Fax: 615-255-1209  
[www.tentenmusic.com](http://www.tentenmusic.com)

Pitches songs and oversees operations for this 20-year-old publishing company whose writers include Keith Urban, Harley Allen, Paul Brady, Bobby Huff, Angela Kaset, Angeleena Presley and Cory Mayo. • ACM, CMA, NARAS, AMA, SOURCE, Chicks with Hits • Cooking, running, gardening, raising two boys ages 11 and 13, board member of JDRF



**Nicole Cochran**  
*President,*  
**Nic of Time Communications**  
 9 Music Sq. S., #235  
 Nashville, TN 37203  
**615-771-2791** Fax: 615-843-0019  
[nicole@nicoftimepr.com](mailto:nicole@nicoftimepr.com)  
[www.nicoftimepr.com](http://www.nicoftimepr.com)

This nine-year-old full-service public relations and marketing firm caters to the audio sector of the music industry helping elevate the profiles of studios, producers and engineers. Current clients are Emerald Entertainment, John Jaszcz, and Los Angeles's The Village and Future Disc. Also coordinates the Audio Masters Golf Tournament to benefit engineers with medical problems or a life crisis. • Board—NAPRS; Member—NARAS, AES, CMA



**George Collier**  
*President, V Tone Music Inc.*  
 1102 17th Ave. S., #206  
 Nashville, TN 37212  
**615-390-1874** Fax: 615-320-0682  
[gcollier@vtonemusic.com](mailto:gcollier@vtonemusic.com)  
[www.vtonemusic.com](http://www.vtonemusic.com)

Has been with this business since its inception three years ago. Manages day-to-day operations and acts as general manager of the company whose clients include Palo Duro Records, Destiny Row Records, Tone Box Records, South Paw Records, Gulf Coast Records, Crystal Gayle and others. • CMA, ACM



**Pat Collins**  
*President/COO, SESAC*  
 55 Music Sq. E.  
 Nashville, TN 37203  
**615-320-0055** Fax: 615-321-6292  
[pcollins@sesac.com](mailto:pcollins@sesac.com)  
[www.sesac.com](http://www.sesac.com)

Oversees the operations of this performing rights organization. Collins came to

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SESAC in 1995 after a 21-year career at ASCAP, where he held various positions in the licensing division, ultimately being named Dir. of General Licensing and National Sales. At SESAC, Collins served as Sr. Dir. of Licensing before being named Pres./COO. He has appeared before various sub-committees of the United States Congress on legislative matters impacting copyrights and, in particular, copyright license guidelines in the United States. • Board—Americana Music Association, National Recording Preservation Board; Member—CMA, NARAS, NSAI, Leadership Music



**Tom Collins**  
**President, Tom Collins Productions**  
21 Music Sq. W.  
Nashville, TN 37203  
615-255-5550 Fax: 615-256-6467  
tomcollinsmusic@bellsouth.net  
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; Franklin Road Academy Trustee • Tennis, oriental rugs, real estate, collects art



**Glenda Cones**  
**Studio Manager, Ocean Way Nashville**  
1200 17th Ave. S.  
Nashville, TN 37212  
615-320-3900 Fax: 615-320-3910  
conesg@mail.belmont.edu  
www.oceanwaystudios.com

Handles daily operations such as management of the studios, scheduling bookings and marketing. Current clients of Ocean Way are 3 Doors Down, Gretchen Wilson, Bob Seger and Brooks & Dunn. • CMA, NARAS, SOURCE, NAPRS, SOLID Alumni



**Karen Conrad**  
**Consultant, BMG Music Publishing**  
1400 18th Ave. S.  
Nashville, TN 37212  
615-858-1300 Fax: 615-858-1330  
karen.conrad@bmg.com  
Conrad's publishing company was bought by BMG in 1998. She

currently acts as an advisor to the company. Conrad formerly worked as a publishing coordinator at ASCAP; Professional Mgr. for Blendingwell Music; publishing and tour coordinator for Jimmy Buffett; and promotion assistant at Mercury Records. • Board—Nashville Songwriters Foundation, Leadership Music; Member—NSAI, CMA, NARAS



**Tony Conway**  
**President/Co-Owner, Buddy Lee Attractions Inc.**  
38 Music Sq. E., #300  
Nashville, TN 37203  
615-244-4336 Fax: 615-726-0429  
tconway@blanash.com  
www.buddyleeattractions.com

Oversees day-to-day operations of this 41-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. Some of the acts he signed to the agency include George Strait, Patty Loveless, Neal McCoy, Sawyer Brown and Tracy Lawrence. Conway is a 28-year veteran of the music business and the recipient of the Hubert Long Lifetime Achievement Award from the National Association of Talent Directors, and the CMA Pres.'s Award. In 2004 named executive producer of CMA Music Festival and the CMA network special. • Board—Nashville Chamber of Commerce, MusicCares, T.J. Martell, W.O. Smith School of Music CMA (past Pres. and Chairman, current Dir.); Member—IAAM, IAFE, NEA, NARAS, NACA, IEBA, S.L.A., O.A.B.A., NATD (past Pres.); Licensed agent with A.F.M., S.A.G., A.F.T.R.A., A.G.V.A. • Hunting, boating



**Peter Cooper**  
**Music Journalist, The Tennessean**  
1100 Broadway  
Nashville, TN 37203  
615-259-8220 Fax: 615-259-8057  
pcooper@tennessean.com  
www.tennessean.com  
Cooper has been with this Nashville

newspaper for five years where he writes about music and musicians. Also reviews albums, profiles artists and more. • Leadership Nashville • Nashville Sounds season ticket holder, member of Sheboygan, Wisconsin Elks Club #299



**C. Paul Corbin**  
**VP Writer/Publisher Relations, BMI**  
10 Music Sq. E.  
Nashville, TN 37203  
615-401-2770 Fax: 615-401-2768  
pcorbin@bmi.com • www.bmi.com  
Joined BMI in December 2000 and in charge of BMI's Writer/

Publisher Relations out of the Nashville office. Before joining BMI, Corbin spent 16 years with Gaylord 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, T.J. Martell, W.O. Smith Community Music School, Belmont University Mike Curb College of Entertainment and Music Business; Trustee—NARAS (National Executive & Grammy TV Committees); Board of Governors Nashville Chapter, Trustee National Television Academy; Member—NATAS (Lifetime), NATD; Co-Chair Country In The Rockies Fundraiser for the Vanderbilt-Ingram Cancer Center • Boating, family, wine collecting, electronic toys



**Sharon Corbitt**  
**Studio Manager, The Sound Kitchen/Weston Entertainment**  
112 Seaboard Lane  
Franklin, TN 37067  
615-370-5773 Fax: 615-376-7916  
sharon@soundkitchen.com  
www.soundkitchen.com

Corbitt recently joined The Sound Kitchen after a 6-year stint at Ocean Way studio. Manages the six room recording facility and handles marketing and PR. Faith Hill, Van Zant, Gary Allan, Keith Urban, Gretchen Wilson and others are among the studio's clients. • Board—NAPRS, NARAS • Sewing, cooking, collecting rare recordings, Native Americans rights issues



**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  
dgcbr04@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 (Pres.), T.J. 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  
sc.largavistamusic@comcast.net  
With company since its inception in October 1999. Oversees all aspects of music publishing, with

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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, Leadership Music Alumni



**Derek C. Crownover**

**Partner;**  
**Hall, Booth, Smith & Slover P.C.**  
611 Commerce St., #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 11 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 who concentrate exclusively on entertainment, intellectual property, business, technology and sports law. Clients include producers, artists, managers, publishers, on-air personalities, studios and other entertainment industry personnel and related businesses. • 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 Joel Tisinger, and raising money for T.J. 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 company 12 years. Handles all sales distribution for the U.S. and Canada through WEA and Word Distribution. Curb roster includes Tim McGraw, LeAnn Rimes, Jo Dee Messina, Selah, Natalie Grant, Kimberley Locke, Hank Williams, Jr. • Board—CMTA; Member—ACM, CMA • Tennis, golf, family



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

48 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, Curb/Asylum**

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

Been with company 2 years. Responsible for overseeing the promotion department and obtaining airplay for

Asylum/Curb artists. The roster includes LeAnn Rimes, Wynonna, Hank Williams Jr. and more. • CMA, ACM • Snow skiing, golf



**Brad Daniel**  
**Co-Owner, Island Bound Music**

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 11-year-old company. Oversees

songwriter staff as well as office staff. Island Bound has had over 550 major cuts and 49 singles. • CMA, NARAS, Leadership Music • Real estate, travel



**Julie Daniel**  
**Co-Owner, Island Bound Music**

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 for this 11-

year-old company. Island Bound has generated over 550 major cuts and 49 singles. • ACM, CMA, NARAS • Traveling, photography, flowers and gardening, boating, bowling



**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 where he has worked for four years. The roster includes Ricky Skaggs, The Whites, Mountain Heart, Melonie Cannon, Cherryholmes, Paul Brewster, Andy Leftwich, Ryan Holladay and Keith Sewell. • Board—IBMA; Member—NARAS, Leadership Music • 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  
robertdf@yahoo.com

Has directed music videos and TV commercials with this company for twenty years. Clients include Martina McBride, Gretchen Wilson, Rascal Flatts, Big & Rich, NBC, CBS, and ABC. • Board—CMA; Chairman—CMA TV Committee; Member—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.**

POB 159006, Nashville, TN 37215  
**615-419-9989** Fax: 615-673-8295  
thepathfinder@mindspring.com  
www.thepressoffice.com

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

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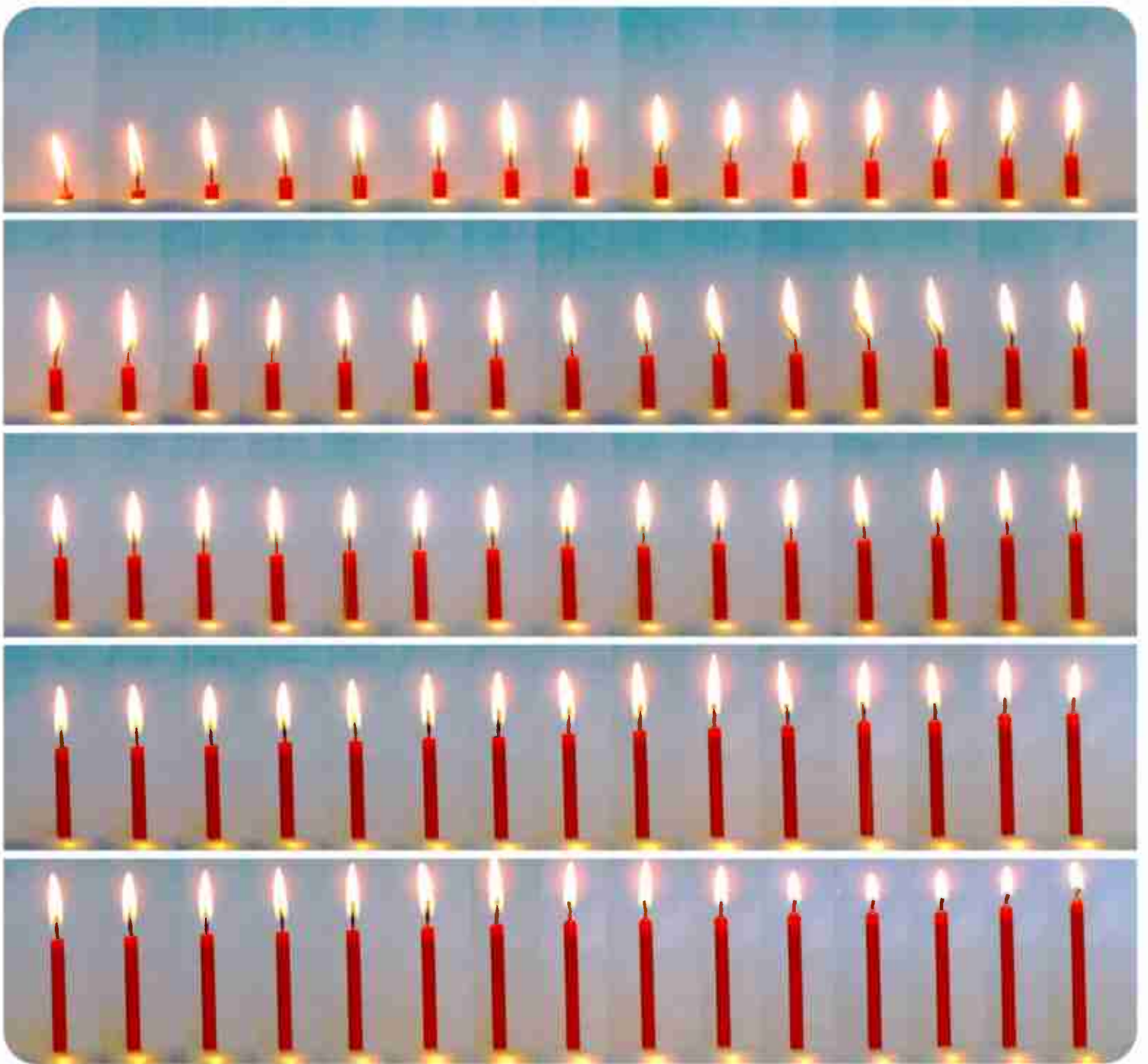
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**Bill Denny**  
*VP/Treasurer,*  
**National Tape & Disc Inc.**  
 917 Tyne Blvd.  
 Nashville, TN 37220  
**615-297-8494** Fax: 615-297-8494  
 billvu57@aol.com

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., #347  
 Nashville, TN 37203  
**615-256-6615** Fax: 615-256-6717  
 stuart@refugeemanagement.com

Founded the company 13 years ago. Manages Rodney Crowell, The Notorius Cherry Bombs, Jessica Harp, The Wreckers, and Brad Cotter. • NARAS, CMA, ACM



**Kevin Doherty**  
*Member,*  
**Greenebaum Doll & McDonald PLLC**  
 700 Two American Center,  
 3102 West End Ave.  
 Nashville, TN 37203  
**615-760-7114** Fax: 615-760-7314  
 kd@gdm.com

www.gladstone-doherty.com  
 Joined firm in 2003 after six years at another firm he helped found—Gladstone, Doherty, & Associates. Currently heads entertainment law operations, and represents artists and songwriters in all matters related to intellectual property. Clients include Emerson Drive, Stephanie Bentley, Noble Vision Music Group, Purple Girl Music, and the Nashville Symphony. Also has significant experience in captive insurance law. • Chair-elect BBB of Middle Tennessee; NARAS (former board member), CMA • Board ChildHelp USA, Rotary Club, songwriting, racquetball, Vanderbilt athletics, Atlanta Braves



**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, The Whites, Dean Dillon, Dusty Drake, Jeff Bates, and Trent Willmon. Also a Certified Public Accountant. • Board—ACM (Treasurer) • Golf

**Bob Doyle**  
*Owner, Bob Doyle & Associates/Major Bob/*  
**Rio Bravo Music**  
 1111 17th Ave. S., Nashville, TN 37212



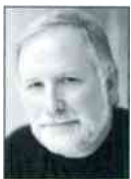
**615-329-1040** Fax: 615-329-1021  
 info@majorbob.com  
 www.majorbob.com  
 The longtime manager of Garth Brooks, Doyle also manages Lane Turner, George Canyon and Jonathan Pierce. As a publisher, he has more than 30 ASCAP

publisher awards. Writers include Neil Thrasher, Brooks, Canyon and Turner. He previously served as Dir. of Membership Relations at ASCAP and as Assistant Dir. of A&R at Warner Bros. Doyle is a retired Lieutenant Colonel with the Tennessee Air National Guard. • 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  
 cdubois@seagayle.com

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**  
*Sr. Partner, Universal South*  
 40 Music Sq. W.  
 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



**Jerry Duncan**  
*Owner, Jerry Duncan Promotions*  
 2 Music Circle S., #205  
 Nashville, TN 37203  
**615-251-0905** Fax: 615-251-9848  
 jerry@duncanpromo.com  
 www.duncanpromo.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  
 Nashville, TN 37203  
**615-269-2000** Fax: 615-269-2086  
 mike.dungan@emicap.com  
 www.capitolnashville.com

Dungan has been with Capitol Nashville for five years where he oversees the label whose roster lists Keith Urban, Garth Brooks, Trace Adkins, Chris Cagle, Dierks Bentley, Jamie O'Neal, Chris LeDoux, Kenny Rogers, Merle Haggard and many others. • Board—CMA, ACM, CRB, Leadership Music, HMWH Elder; Member—NARAS • 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 copyrights include Alison Krauss, Johnny Cash, Vince Neil, Jim Lauderdale, Bela Fleck, Widespread Panic, and Buddy and Julie Miller. • NARAS, CMA



**Dan F. Ekbäck**  
*VP Operations,*  
**Bluewater Music Services Corp.**  
 1218 17th Ave. S.  
 Nashville, TN 37212  
**615-327-0808** Fax: 615-327-0809  
 dan@bluewatermusic.com  
 www.bluewatermusic.com

With the company eight years where he heads the 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. • Board—Copyright Society of the South; Member—CMA (Lifetime), NARAS, Americana Music Association • Travel, cooking, ice hockey



**Jon Elliot**  
*VP Marketing & Artist Development,*  
**RCA Label Group**  
 1400 18th Ave. S.  
 Nashville, TN 37212  
**615-301-4351** Fax: 615-301-4349  
 jon.elliott@sonybm.com

With RCA for over 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 37204  
**615-345-3000** Fax: 615-345-3100  
 sharonr@scene3.com  
 www.scene3.com

Moon is very 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 Nashvillean of the Year. • Chair—Nashville Sports Authority; Steering Committee—Nashville's Agenda; Past Pres.—Rotary Club of Nashville, Leadership Music; Board—Bank of America, CMA (past Pres. & Chairman), Leadership Music, Leadership Nashville, Metro Tourism and Convention Commission (past Chairman) • Movies, Vanderbilt football & basketball, Titans and Predators



**Paula Erickson**  
*Owner, Erickson Public Relations*  
 54 Brookhill Circle  
 Nashville, TN 37215  
**615-665-5950** Fax: 615-665-5970  
 paula@ericksonpr.com

This three-year-old publicity company's clients include Joe

Nichols, The Mavericks, Craig Morgan, Marcus Hummon and Universal South Records. Previously spent five years as Dir. of Sales & Marketing for Gavin magazine and six years at RCA Nashville, the last two as Mgr. of A&R. • VP of Public Relations for 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 Martina McBride, Phil Vassar, Reba McEntire, Tim McGraw, Barbara Mandrell, Billy Gilman, Carolyn Dawn Johnson, Catherine Britt, Heart, Hot Apple Pie, LeAnn Rimes, REO Speedwagon, Styx, Shannon Brown, ZZ Top, Whitney Duncan, and Ryan Tyler. • VP—ACM, Sec./Treas.—NARAS; Member—CMA, NATD, NARAS • Riding my Harley



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

Founded personal management company with Jon Goodman in 1993. Manages Arthur Godfrey. • NAPM, NARAS, CMA, ACM • SCUBA, cooking, skiing, spending time with my daughter

**Ben Farrell**  
**Artist Representative, Varnell Enterprises**  
630 Third Ave. S., Nashville, TN 37210  
**615-259-3131** Fax: 615-259-3192  
varnelle@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, Reba McEntire, Rascal Flatts, Brad Paisley on their tours across North America. Also works with the CMA Music Festival.



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

Producer/songwriter Farren formed Combustion Music in 2001 with manager Ken Levitan where he oversees the publishing, production and record companies. He is a two-time Grammy nominee and ten-time ASCAP award winner. The Combustion roster includes Kings of Leon, producer/writer Drew Ramsey, Gordie Sampson, Blair Daly and Ashley Gorley and Combustion Records has released soundtracks to the films *We Were Soldiers* and *The Banger Sisters*. • Board—ACM, NFF; Member—NARAS, CMA, NSAI, ASCAP, SAG, AFTRA, AFM

**Paul Fenn**  
**Joint Managing Director, Asgard Promotions**  
125 Parkway, London, NW1 7PS  
**44-20-7387-5090** Fax: 44-20-7387-8740  
paulfenn@asgard-UK.com  
With company for 35 years, Fenn runs daily



Treasurer—J.K. Concert Promoters Association; Member—CMA • Commuting to house in Edinburgh



**Patrick Finch**  
**Sr. VP/GM,**  
**Dimensional Music Publishing**  
1226 17th Ave. S.  
Nashville, TN 37212  
**615-321-9019** Fax: 615-321-1841  
patrick@dmusicpublishing.com

Finch handles all daily operations of this new publishing company which bought the DreamWorks Publishing catalog. • CMA, NARAS, Leadership Music Alumni • Habitat for Humanity, golf, going to the lake, spending time with wife Cindy and sons Luke and Jake

**Eric T. Schabacker**

## Kim Wood Sandusky

*Vocal Consultant for Major Recording Artists and Artist Development*

### Credits include:

Pam Tillis – Arista/Sony  
Beyoncé Knowles – Columbia  
Toby Mac – EMI  
Destiny's Child – Columbia  
Tom Keifer / Cinderella – Mercury/Sony  
Jaci Velasquez – Word/Warner  
En Vogue – Atlantic  
Jadyn Maria – EMI

*"Kim is a great vocal coach who understands the artist."*  
—Pam Tillis

*"Kim is a great coach. She has helped me more than anyone I've worked with. I've found more notes than I ever knew I had. Her technique really works!"*  
—Tom Keifer

*"Kim knows exactly what you need to get the results you need. She has helped me tremendously."*  
—Beyoncé

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

**Voting Member, NARAS**



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**Tim Fink**  
*Associate VP Writer/Publisher Relations, SESAC*  
55 Music Sq. E.  
Nashville, TN 37203  
**615-320-0055** Fax: 615-321-6290  
tfink@sesac.com • www.sesac.com  
Fink joined the organization in 1990. Oversees all aspects of the Nashville writer/publisher relations staff. Produces an in-flight entertainment program sponsored by SESAC for United Airlines. • CMA, ACM, NARAS, NSAI, RIAA, CCMA, Folk Alliance, Film Music Network



**Martin Fischer**  
*President/Owner, High Five Entertainment*  
1111 16th Ave. S.  
Nashville, TN 37212  
**615-321-2540** Fax: 615-321-2546  
martinfischer@hfetv.net  
www.highfiveentertainment.com  
Began company in 1983 that oversees projects from development through delivery for network and cable television. Recent clients include Curb Records, Speed Channel, Grand Ole Opry, Fox Sports Net, A&E, GAC, PAX, and CMT Canada. • Board—EAR Foundation, W.O. Smith School; Member—NARAS, CMA



**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 production of the Grand Ole Opry show. With the company since 1999, Fisher oversees all aspects of the Opry House, Acuff Theatre and Opry Plaza. • 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, opened in 1985, manages Vince Gill, Brad Paisley, Olivia Newton-John, Rodney Foster, Dwight Yoakam, Nitty Gritty Dirt Band, The Flatlanders, Buddy Jewell, Billy Ray Cyrus, Joe Ely and more. Fitzgerald and Hartley are also 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.  
Nashville, TN 37212  
**615-329-2095** Fax: 615-329-0339  
dfprod@hotmail.com  
Directs music videos and TV commercials. With company 20 years. Clients include Martina McBride, Gretchen Wilson, Rascal Flatts, Big & Rich, NBC, CBS, ABC. • Board—NARAS; Member—CMA, ACM, NATAS, Leadership Music • Racing cars and motorcycling

**Debi Fleischer-Robin**  
*President/Owner, Robin Enterprises*  
851 Nearthop Dr., Nashville, TN 37205



**615-352-8734** Fax: 615-352-8734

dfr1111@comcast.net

Has run company for seven years. Oversees strategy and implementation of country radio promotion plans and staffing. Current clients include Glenn Cummings for Gulf Coast Records and Randy Travis for Word Entertainment. Past successes include the No. 1 hits Kenny Rogers' "Buy Me A Rose" and Travis' "3 Wooden Crosses." • CMA • Travel, hiking



**Van Fletcher**

**Sr. VP/GM, Universal South**

40 Music Sq. W.

Nashville, TN 37203

**615-259-5300** Fax: 615-259-5373

van.fletcher@umusic.com

www.universal-south.com

In his third year with the company, Fletcher oversees daily operations of the label as well as sales, marketing, promotion and artist development. • Leadership Music, ACM, CMA, NARAS, NARM • Family, music, golf, coaching



**Chet Flippo**

**Editorial Director, CMT/CMT.com**

330 Commerce St.

Nashville, TN 37201

**615-335-8400** Fax: 615-335-8619

chet.flippo@cmt.com

www.cmt.com

With company five years. Oversees editorial content for CMT and CMT.com. 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*. • Board—Mike Curb College of Entertainment Business at Belmont University; Member—CMA, NARAS • Music history



**Chuck Flood**

**Partner; Flood, Bumstead, McCreedy & McCarthy, Inc.**

1700 Hayes St., #304

Nashville, TN 37203

**615-329-9902** Fax: 615-321-5074

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.



**Kira Florita**

**Executive Director, Leadership Music**

POB 158010, Nashville, TN 37215

**615-880-7466** Fax: 615-880-7468

LM@leadershipmusic.org

www.leadershipmusic.org

With the organization since

September 2004, Florita directs day-to-day operations of the educational 501(c)(3) non-profit founded in 1990. Duties include supervising and supporting Committee and Alumni activities; facilitates fundraising, program planning, industry relationships, and strategic alliances. Formerly VP Marketing and historical producer for Mercury/Lost Highway and winner of a 1998 Grammy for Best Historical Recording for *The Complete Hank Williams* boxed set. • Board—National Folk Alliance, Member—CMA, NARAS voting member, CMF

**Tom Forrest**

**President, Taillight TV**

1223 17th Ave. S., Nashville, TN 37212

**615-385-1034** Fax: 615-385-1024

tomforrest@taillight.tv • www.taillight.tv



Forrest acts as executive producer for music-based television programming with recent clients including CMT, MTV, Sony, Capitol, and Warner Bros. Founded the company in August 2000. • CMA, NARAS, ATAS



**Fletcher Foster**

**Sr. VP Marketing, Capitol Nashville**

3322 West End Ave., #1100

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, T.J. Martell; Member—ACM, CMA, NARAS • Fitness, travel



**Darrell Franklin**

**Partner/A&R, Dann Huff**

**Productions/Diver Dann Music**

1105 17th Ave. S.

Nashville, TN 37212

**615-320-7458** Fax: 615-329-1930

darrell@diverdannmusic.com

Has worked at this company for

five years where he handles publishing and A&R. Recent clients include Keith Urban, Rascal Flatts, Faith Hill, LeAnn Rimes and Kenny Rogers. • CMA, NARAS • Skiing, football



**Garth Fundis**

**Producer/Owner, Sound Emporium**

3100 Belmont Blvd.

Nashville, TN 37212

**615-383-1982** Fax: 615-383-1919

gmfmusic@aol.com

www.soundemporiumstudios.com

Fundis has owned the Sound

Emporium recording studio for 14 years where current clients include Sugarland, Trisha Yearwood, Buddy Jewell, and Kelley Hunt. Has worked with artists such as Keith Whitley, Don Williams, and New Grass Revival. • Chair Emeritus—NARAS; Sec./Treas.—GRAMMY Foundation; Board—MusiCares, LARAS; Member—CMA, ACM



**Joe Galante**

**Chairman, RCA Label Group**

1400 18th Ave. S.

Nashville, TN 37212

**615-301-4310** Fax: 615-301-4301

joe.galante@sonybm.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 this powerful label group with over 25 artists including Alan Jackson, Brooks & Dunn and Brad Paisley. • Board—CMA, Gibson Guitar Corp., T.J. Martell Foundation, Nashville Convention and Visitors Bureau; Member—ACM, NARAS, Leadership Music founding member



**Byron Gallimore**

**Owner/Producer, 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 Pres. of Pride Music Group for 13 years. Has independently produced or co-produced Tim McGraw, Faith Hill, Lee Ann Womack, Terri Clark, John Michael Montgomery. • Member—BMI, CMA, ACM, NARAS • Golf, Civil War buff

**Ronnie Gant**

**President, HoriPro Entertainment Group**

1819 Broadway, Nashville, TN 37203

**615-329-0890** Fax: 615-329-1874

ronnie@horipro.com

Gant, who joined the company over 14 years ago, is responsible for day-to-day operations. • CMA, NARAS • Golf, visiting grandchildren in Ohio



**Tammy Genovese**

**Associate Executive Director, Country Music Association**

One Music Circle S.

Nashville, TN 37203

**615-244-2840** Fax: 615-726-0314

tgenovese@cmaworld.com

www.cmaworld.com

Genovese has been with the organization for 20 years where she oversees the day-to-day operations and general management of the CMA and its staff.

• Board—SOURCE; Member—NARAS, Canadian Country Music Association, ACM, Leadership Music alumnus • Running, spending time with family and friends



**Katie Gillon**

**President/Owner, The Gillon Group**

2210 8th Ave. S.

Nashville, TN 37204

**615-298-3533** Fax: 615-269-8686

katiegillon@comcast.net

Gillon launched the company after spending almost 30 years at MCA.

She offers management, artist development, marketing, creative services and image consulting services. Currently manages Chely Wright and serves as Exec. Project Coordinator for the CMA's Country Music Retirement Community. Other clients include Equity Records, Clint Black, Shannon Lawson, Little Big Town, and Carolina Rain. • Board—Reading, Writing & Rhythm Foundation; Member—CMA, ACM, NARAS, SOURCE, Alumnus of Leadership Nashville and Leadership Music • Golf, gardening, book club, travel, movies, family and pets



**Jimmy Gilmer**

**Owner, JAG Management**

41 Music Sq. E.

Nashville, TN 37203

**615-726-3230** Fax: 615-256-7154

jagbase@comcast.net

Eight-year-old artist management

firm represents Cledus T. Judd and Will Hedgecock. Gilmer 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 • Fly fishing, golf



**Steven Gladstone**

**Member/Partner, Gladstone, Baker, Kelley**

49 Music Sq. W., #300

Nashville, TN 37203

**615-329-0900** Fax: 615-329-2148

sgladstone@rowlawyers.com

Gladstone represents artists, songwriters, music publishers, managers and



**James H. Harris III**  
**Attorney; Harris, Martin, Jones,**  
**Shrum, Bradford & Wommack**  
 49 Music Sq. W., #600  
 Nashville, TN 37203  
**615-321-5400** Fax: 615-321-5469  
 j3@lawyer.com • www.rowlaw.org

Harris joined firm 15 years ago where he acts as legal representation for clients that include Dale Morris, Kenny Chesney, Gypsy Hombres, estate of Keith Whitley, Lorrie Morgan, and many others. • Keyboard member The Blair School of Music; Member—Copyright Society of the South, Copyright Society of the U.S., CMA, Metropolitan Opera Guild



**John Hart**  
**Owner/President,**  
**Bullseye Marketing Research**  
 1204 Elmwood Ave.  
 Nashville, TN 37212  
**615-292-0654** Fax: 615-292-0828  
 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 26 years,

Haseleu runs the country's largest recording program. • Audio Engineering Society, NARAS, SPARS • Travel, gardening, Abyssinian cats



**Deb Haus**  
**VP Marketing & Artist Development,**  
**Sony Music Nashville**  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-4356** Fax: 615-742-4339  
 debbi.haus@sonybmg.com  
 www.sonymusic.com

With company for 17 years, she oversees all aspects of marketing, artist development, creative services, and music videos for the roster which includes Travis Tritt, Gretchen Wilson, Montgomery Gentry, Buddy Jewell, and Van Zant among others. • 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 22 years. Has worked as a musician, songwriter, publisher and music teacher. Toured and recorded with Neil Young And The Shocking Pinks and recorded with Crazy Horse as baritone sax player under the stage name "Vito Toledo." Specializes in music, copyright and entertainment law. • Board—W.O. Smith; CMA, NARAS, Leadership Music • Basketball coach, golf, guitar; sons Luke and Sam; and married to songwriter Pamela Brown Hayes who co-wrote Dixie Chicks' "I Can Love You Better" and appears on Grammy-winning *Living Lovin'*, *Losin': Songs of the Louvin Brothers*. Member—Bethlehem Methodist Church.



**Dan Hays**  
**Executive Director, International**  
**Bluegrass Music Association**  
 2 Music Circle S., #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 15 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 Christian Music Group**  
 101 Winners Circle  
 Brentwood, TN 37027  
**615-371-6802** Fax: 615-371-6996  
 bhearn@emcmg.com

Hearn was formerly Pres. of Sparrow Records prior to being named Pres. and CEO of EMI CMG. His father, Billy Ray Hearn, who founded Sparrow, continues to function as Chairman of the group. A 28-year industry veteran, Hearn oversees management of EMI CMG Label Group, EMI CMG Distribution Group and EMI CMG Publishing. • Board—NARAS, CMTA, T.J. Martell • 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**  
 1106 16th Ave. S.  
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**615-244-8822** Fax: 615-248-6655  
 lhelton@radioandrecords.com  
 www.radioandrecords.com

With publication 22 years. Oversees coverage of events affecting the country radio and record industries, and gathers information to compile weekly country chart. Also hosts the weekly radio show *Country Countdown USA*, the daily *Country's Inside Tracks* and numerous radio specials. Named 2002 CMA National Broadcasting Personality of the Year. • Board—CMA, Country Music Hall of Fame and Museum, Leadership Music



**Terry Hemmings**  
**President/CEO,**  
**Provident Music Group**  
 741 Cool Springs Blvd.  
 Franklin, TN 37067  
**615-261-6385** 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, Casting Crowns and a 215 person staff. He spent a decade steering Reunion Records (now a PMG division) and more recently served as Chief Exec. of Phye Corp., a medical security firm. • NARAS, GMA, CMTA, Leadership Music 1992 • Golf



**Mark S. Hendricks**  
**Member, O'Neil Hagaman, PLLC**  
 1025 16th Ave. S., #202  
 Nashville, TN 37212  
**615-320-5291** Fax: 615-320-5651  
 markhendricks@oneilhagaman.com

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 14 years. • Board—W.O. Smith Music School • Woodworking, restoring an old truck



**Barton Herbison**  
**Executive Director, NSAI**  
 1710 Roy Acuff Pl.  
 Nashville, TN 37203  
**615-256-3354** Fax: 615-256-0034  
 barton@nashvillesongwriters.com  
 www.NashvilleSongwriters.com

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



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**jerry@duncanpromo.com**  
**www.duncanpromo.com**

Board, Nashville Chamber of Commerce Government Advisory Board; Member—CMA, NARAS, Leadership Music

**Kevin Herring**

**VP Promotion, Lyric Street Records**

1100 Demonbreun St., #100, Nashville, TN 37203  
**615-963-4848** Fax: 615-963-4862  
 kevin.herring@disney.com • www.lyricstreet.com  
 With company since 1997, he oversees radio promotion for all Lyric Street artists including Rascal Flatts. • CMA, ACM • Golf, travel, movies, reading

**Dan Herrington**

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

1614 17th Ave. S., Nashville, TN 37212  
**615-320-0620** Fax: 615-320-0692  
 dan@dualtone.com • www.dualtone.com  
 Formed this label with Scott Robinson in 2001. Oversees all operations at Dualtone whose roster includes artists Chely Wright, Charlie Robison, Deryl Dodd, Jeff Black, Cowboy Jack Clement, BR549, Roger Creager and more. • Board—Americana Music Association; Member—CMA, ACM, Leadership Music • Boating, fishing, water sports, family and church



**Pat Higdon**

**Sr. VP/GM, Universal Music Publishing**

1904 Adelia St.  
 Nashville, TN 37212  
**615-340-5400** Fax: 615-340-5492  
 pat.higdon@umusic.com  
 Higdon, a 27-year publishing

veteran, took the helm of Universal Music Publishing Group six years ago. Oversees a writer roster that boasts Troy Verges, Rivers Rutherford, Stephanie Bentley-Prout, Anthony Smith, Rodney Foster and Matraca Berg. • Board—CMA; Member—NARAS • Boy Scouts, gambling at golf, beer



**Clint Higham**

**Executive VP, Morris Management Group**

818 19th Ave. S.  
 Nashville, TN 37203  
**615-321-5025** Fax: 615-327-3228  
 clinthigham@bellsouth.net  
 With Morris Management 12 years

where he and partner Dale Morris manage the careers of Kenny Chesney, Louise Mandrell, Blaine Larsen, and Shannon Brown. Also acts as Pres. of his own Higham Management. • Board—ACM; CMA • Boating



**Daniel Hill**

**President, Cal IV Entertainment**

808 19th Ave. S.  
 Nashville, TN 37203  
**615-321-2700** Fax: 615-321-3222  
 info@cal4.com • www.cal4.com  
 Veteran publisher Hill joined Cal IV in January of 2000. Oversees all

operations of this independent publisher whose hit catalog includes "Breathe" "Watch The Wind Blow By" and "She'll Leave You With A Smile." • CMA, NARAS, ACM, Leadership Music • Camping, hiking, family



**Greg Hill**

**Owner, Greg Hill Management**

POB 159310, Nashville, TN 37215  
**615-248-7866** Fax: 615-248-7868  
 ghill@greghillmanagement.com  
 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**

**President/CEO, Sony/ATV Music Publishing**

8 Music Sq. W.  
 Nashville, TN 37203  
**615-726-8300** Fax: 615-726-8329  
 donna\_hilley@sonymusic.com  
 Hilley is in charge of day-to-day

operations and contract negotiations involving songwriters, recording artists and Tree Productions. Nashville 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, such as the 2002 acquisition of Acuff/Rose. • Board—CMA, ASCAP, NMPA; NARAS, GMA, NSAI • Antiquing, church and family



**Randall Himes**

**Executive Director, AFTRA Nashville**

1108 17th Ave. S.  
 Nashville, TN 37212  
**615-327-2944** Fax: 615-329-2803  
 rhimes@aftra.com  
 Started with AFTRA in 1978 as

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



**Michael Hollandsworth**

**President, Full Circle Music**

1900 Wedgewood Ave.  
 Nashville, TN 37212  
**615-321-8686** Fax: 615-727-0102  
 michael@fullcirclemusicpublishing.com  
 Oversees day-to-day operations

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



**Christian A. Horsnell**

**Partner, Bass, Berry & Sims PLC**

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 Nashville, TN 37203  
**615-255-6161** Fax: 615-254-4490  
 chorsnell@bassberry.com  
 www.bassberry.com  
 A 25-year veteran of entertainment

law. Represents and counsels clients on matters related to the entertainment business and intellectual property. • Board—W.O. Smith School; Member—CMA, Leadership Music • College basketball



**Jason Houser**

**Sr. Partner, Extreme Writers Group**

812 19th Ave. S.  
 Nashville, TN 37203  
**615-259-5320** Fax: 615-259-5319  
 extreme@extremewritersgroup.com  
 www.extremewritersgroup.com  
 Co-founded Extreme Writers Group

with Michael Martin in 2000. Oversees writer roster that includes Donny Lowery, Rodney Clawson, Mike Reid, and Elliott Park. • ASCAP • Hiking, climbing

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**Douglas J. Howard**  
**Sr. VP A&R, Lyric Street Records**  
 1100 Demonbreau St., #100  
 Nashville, TN 37203  
**615-963-4848** Fax: 615-963-4850  
 doug.howard@disney.com  
 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. • NARAS Nashville Chapter Pres.; Member—ACM, CMA



**Linda Edell Howard**  
**Partner; Stokes Bartholomew**  
**Evans & Petree, PA**  
 901 18th Ave. S.  
 Nashville, TN 37212  
**615-341-0068** Fax: 615-341-0596  
 ledell@stokesbartholomew.com  
 www.stokesbartholomew.com

Edell, a 19-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. • CMA, NARAS, Leadership Music • Antiquing



**Melanie Smith Howard**  
**Owner, Harlan Howard Songs/**  
**Melanie Howard Music/**  
**Child Bride Music**  
 1902 Wedgewood Ave.  
 Nashville, TN 37212  
**615-321-9098** Fax: 615-327-1748  
 melanie@harlanhoward.com

www.harlanhoward.com  
 Oversees publishing company, signs writers, pitches songs, handles catalog and estate administration. • Board—W.O. Smith School • Anything horses—riding, showing and raising spotted saddle horses



**Brad Howell**  
**General Manager,**  
**Broken Bow Records**  
 209 10th Ave. S., #230  
 Nashville, TN 37203  
**615-244-8600** Fax: 615-244-3700  
 bradhowell@brokenbowrecords.com  
 www.brokenbowrecords.com

Howell came to the independent label less than a year ago. Oversees day-to-day operations of BBR Nashville. • CRS Agenda Committee; Member—ACM, CMA, NARAS



**Dann Huff**  
**Partner/Independent Producer, Diver**  
**Dann Music/Dann Huff Productions**  
 1105 17th Ave S  
 Nashville, TN 37212  
**615-320-7458** Fax: 615-329-1930  
 darrell@diverdannmusic.com  
 Formerly a top session guitarist,

Huff has become an in-demand producer of artists including Faith Hill, Rascal Flatts, Trace Adkins, Keith Urban and Kenny Rogers. • Board—CMA, NARAS; Member—ASCAP • Boating



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With company since 1991. Partner who helps run the Nashville office. Current clients include Alan Jackson, Faith Hill, Michael W. Smith, Amy Grant, Steven Curtis Chapman, and others. • Board—Hope Clinic for Women, T.J. Martell, MusiCares Nashville • Golf, skiing, travel, family, going to movies and theater



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With the company for 11 years, Hunt oversees all aspects of print, video and artist imaging. • Board—NARAS, Grammy Craft Committee Chair for album packaging; Member—CMA, ACM • Running, reading, camping



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Industry veteran Hunter oversees all aspects of this independent record label. With the company for six years • Sports and family

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Has operated his company 16 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, Western Beat Radio, Horseman's World, Pro Rodeo Today and Pro Rodeo Radio Network. • NARAS, CMA, ACM, GMA, AFTRA, CMB • Outdoors, golf



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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



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Founded this publication 12 years ago. • NAMM, NARAS, Faculty member for songwriter101.com




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New leader of this trade association that represents over 800 American music publishers. The NMPA's mandate is to protect and advance the interests of music publishers and songwriters in matters relating to domestic and global copyright protection. Previously chaired the Dept. of Justice taskforce on intellectual property.



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



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A full service copyright administration company dedicated to protecting the intellectual property of songwriters and music publishers.

# Always A New Horizon

## The AristoMedia Group Shares 25 Years of Achievements

by Edward Morris

### LONGEVITY IS NATURE'S REWARD FOR DOING THINGS RIGHT.

Over the past 25 years, the AristoMedia Group has evolved from a fledgling publicity agency into a comprehensive entertainment services company that also embraces video promotion and marketing, radio promotion and artist development, dance club promotion, venue marketing and music publishing. Wherever an artist intersects with the public, AristoMedia is there.

**J**eff Walker founded Aristo Music Associates in the attic of his Nashville home in April 1980 after a four-year run as vice president of operations of Con Brio Records, a prominent independent country label. To get matters running smoothly, he drafted his wife, Terri, as his secretary. Walker made the career turn, he explains, because he saw that the increasingly complex country music industry needed a publicity firm that understood all its facets.

A native of Australia with a degree in economics and specialties in accounting and law, Walker arrived in Nashville in 1974 to visit his father, noted arranger/composer Bill Walker. He soon decided to stay. Possessed of a sunny disposition and an irrepressible penchant for punning, Walker fit right into Music Row's easygoing, familial ways of doing business.

In country music, 1980 was the year of the industry-boosting movies *Urban Cowboy* and *Coal Miner's Daughter* and of such landmark hits as "Coward Of The County," "My Heroes Have Always Been Cowboys" and "He Stopped Loving Her Today." The time was ripe for adventurous, entrepreneurial thinking.

Aristo's first client was the Shorty Lavender Talent Agency. "I really didn't have a track record as a publicist," Walker admits, "but Shorty just took me at

face value." Fortunately, Lavender's roster had some heavy-hitters, among them Ray Price, Juice Newton and Hank Williams Jr. "It opened a lot of doors for me," says Walker. Before long, singer/songwriter Roger Bowling came aboard. Fresh from co-writing "Lucille" and "Coward Of The County," both career rockets for Kenny Rogers, Bowling had just signed an artist deal with Mercury Records. "It just sort of built from there," Walker notes.

But the seismic shift for Walker's new company occurred in early 1983 when clients Mason Dixon and Karen Taylor-Good came to him with their music videos and asked if he could find a way to get them some exposure. MTV had sparked an explosion of interest in music videos only two years earlier, and country music was just catching onto the excitement. Walker approached the very few

video venues then available, imploring them to play at least one country video per show. They liked his sales pitch and the videos that accompanied it. "All of a sudden," he says, "we had videos on HBO and VH-1. When CMT and The Nashville Network formed [in 1983], we were there. I was at the initial meeting for the formation of CMT. That was an exciting time—watching that history grow."

At this point, country music's power-brokers still viewed music videos as a novelty. Although MTV had demonstrated that the clips could sell records, no one in the country market knew quite what to do with them. They were essentially being released into a void and allowed to sink or swim on their own. Walker saw the opportunity to promote videos much the same as record labels promoted singles to radio. Thus was born AristoMedia's

Country Video Promotion Services. That was in 1984 and just in time to earn Walker an invitation to appear on a panel at *Billboard* magazine's first Music Video Conference in Los Angeles.

"I was up there with Gayle Sparrow, the head of programming for MTV, and Michael Reinert, who was head of Rowe International, the video jukebox company, at the time," Walker recalls. "These people were pioneers in this early embryonic field, and I was there as the



The AristoMedia Group staff (2005); (L-R): Tammi Weed, Jon Walker, Jessica Bilak, Rachel Barnhard, Rick Kelly, Lindsay Puddy, Liz Hartzog, Christy Walker, Jeff Walker, Craig Bann, Katelynn Knutson, Danny Combs; (front): Jon Gunter, Matt Watkins, Brian Heffron.

voice of country music.”

Reinert, who is now senior vice president for business and legal affairs at Universal Music Group in New York, remembers the passion Walker brought to this emerging field of entertainment: “Besides the fact that he was the first person I ever heard say ‘G’day, y’all,’ Jeff was also one of the first people I met in this business over 20 years ago who truly understood the role of videos in the country music marketplace. But more importantly, he had the vision and determination to do something about it. It was because of his efforts and promises to executives all those years ago that convinced them it was worth their while to invest in the medium—a sort of ‘build it and they will come’ philosophy. And he worked tirelessly to convince programmers that country videos were more than just a hat and a guitar. I know, because I was one of them back then.”

As a part of his presentation to the *Billboard* conference, Walker compiled a status report on all the national and regional video outlets in the U. S. This survey proved so useful that he has since compiled and made it available to the industry each year. He notes that when he first began amassing music-video data, there were only three production companies in Nashville. Now there are many.

It was also in early 1984 that AristoMedia’s video division landed its first major label account. Gary Borman, who now manages superstars Faith Hill and Keith Urban, was then handling Michael Martin Murphey. Signed to EMI America Records, Murphey had just filmed “What She Wants,” a video that spotlighted the plight of runaway children. Walker orchestrated a comprehensive promotional campaign for it, which may have had more than a little to do with the single going Top 10. Within weeks, MCA and RCA secured him to work clips by the Oak Ridge Boys and Alabama.

Country video production was still moving at a crawl, and many of the early clips were little more than slices from live performances. A report in the June 2, 1984, issue of *Billboard* listed only 149 country music videos then in circulation. This would soon change. Partly as a consequence of AristoMedia’s ability to integrate videos into a label’s overall marketing and promotional plans, the rate of production rapidly moved up to 200-plus videos a year.

The practice of using videos to create distinct and attractive images for country artists—as well as to spotlight their albums—spread to other formats. In 1989, AristoMedia opened the Christian Video Promotion Service. It continues to be one of



Walker shows a “hat moment” his funny side with Minnie Pearl/Sarah Cannon circa 1980.



WTVF-TV’s Harry Chapman and Music Row’s “unofficial” mayor Charlie Monk with Walker in the early 90s.

the most important parts of the company’s operation, locating and cultivating both regional and national Christian video outlets. To make further use of its comprehensive gospel-music database, the company also plans and conducts publicity campaigns for Christian artists. Walker currently serves as a consultant to the recently established Gospel Music Channel.

Chris Parr, CMT’s powerful vice president of music programming and talent relations, got his start at AristoMedia, first working there as an intern nearly 20 years ago.

“Since that time,” he says, “I’ve seen a company that has continued to promote country music and its artists with amazing energy and consistency. Personally I’m not sure this industry realizes the efficiencies AristoMedia brought to the earliest days of music video marketing and promotions. Jeff and I spoke many times about how the investment an artist makes in a music video was amortized over spins, regardless of where those spins might live. These new-found marketing clips were also foolproof in the fact that an artist could completely create and control their own image, regardless of where a consumer might be exposed to the clip.”

Despite its zeal for maximizing artist development, AristoMedia was always prudent about its clients’ budgets. “One of my first assignments as an intern,” says Parr, “was to call up the various video outlets and request the dub copies of the videos back so that we could reservice them to other smaller outlets. Now this may seem ludicrous today, but back then it exemplified Jeff’s commitment to keeping the expenses down for his clients in the number of duplicates needed to promote a video to multiple outlets.”

Today, the company produces compilation reels designed to minimize client expense. These reels in variations of beta, dvcam, SVHS and DVD formats are sent to outlets approximately twice a month. These compilations also go to selected talent buyers, music supervisors of movies and television shows and key entertainment reporters.



Craig Bann

Craig Bann has been with AristoMedia for 16 years and now serves as senior vice president of publicity and marketing. He notes that a fortunate side effect of having promoted videos all these years is that the company has developed a keen sense of what does and doesn’t work. That being the

case, both new artists and veteran video directors routinely come to AristoMedia for advice. “After you’ve watched several thousand videos, like we have,” he says, “you get a feel for them...When I started, directors were more concerned about their ‘art.’ Now they’re thinking more about being part of the marketing and artist development team, creating imagery that’s going to work with packaging and that an artist can carry through his career.”

Bann says he’s insistent that pop video outlets stay aware of the new faces and developments in country clips. “Country music is one of those things that once you get people exposed to it, they realize it speaks to everyone,” he contends. “It’s fun to turn people on to new things and make them see it’s not the stereotype.”

“AristoMedia was my first introduction to country music,” says Jay Frank, head of programming and label relations at Yahoo! Music. “Without me knowing a soul, Jeff Walker introduced me to everyone in Nashville—which gave me instant credibility. Ever since then, Jeff and Craig



Jay Frank

Bann have always been there as I worked to bring country music to a wider audience. Most recently, AristoMedia helped [assure] unsure execs that it was OK to embrace the Internet. Without that, we would not have risen to be the No. 1 online outlet for country music so rapidly."



Eric Sherman

Eric Sherman, of VH1-Country, is similarly enthusiastic: "Jeff and the whole team at AristoMedia have really been VH-1 Country's ambassadors to the country music market and the music community in Nashville. Jeff

opened up so many doors for us, and it's really through his time and effort on our behalf that VH-1 Country is now a very successful network in almost 20 million homes."

Walker points out that many video outlets have developed websites, which AristoMedia supplies regularly with additional publicity material. "What we like to do with a video project is get it on the front end and help the labels work with the outlets and provide a video marketing plan—what I call 'prolicity.' It's a combination of promotion and publicity, where you're taking elements of both and pitching a product. Promotion is really a limiting term for what our relationship is. We'll get the outlets tickets to concerts and perhaps even artist interviews—if they're in particular markets. We'll get an artist as much coverage on a particular video show as we can."

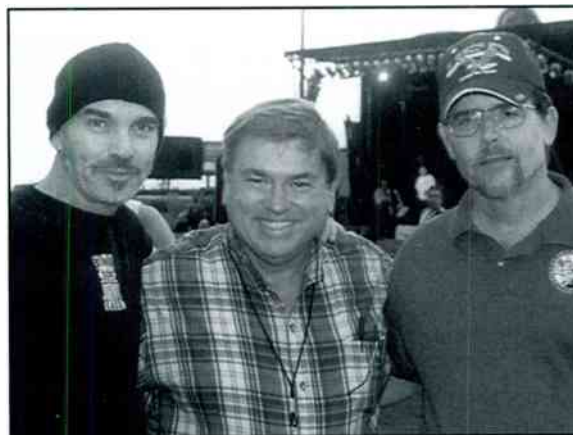
In the allied realm of general publicity, AristoMedia designs, oversees and promotes showcases, album launches and tour press. For 12 years, during the late Chris LeDoux's most productive period at Capitol Records, AristoMedia publicized his albums, concerts and related activities. The company also beat the drums for Keith Urban's first Capitol album. Among other clients of note were the late Keith Whitley, Lorrie Morgan, Charlie Daniels and Chris Cagle.

Additionally, AristoMedia has set up extended press junkets for artists as diverse as John Denver, Joan Baez and Tiny Tim. It has handled all the press relations and press credentialing for the annual (and massive) Country Radio Seminar since the late 1980s and has provided similar services for the Canadian Country Music Association for more than a dozen years.

"I recall Jeff's team being instrumental in setting up the very first Wal-Mart tour for artist Marty Brown," says Sarah Brosmer, formerly with MCA Records and now with



Walker with Kristine Arnold and Janice Gill (Sweethearts of the Rodeo) in the early 90s with AristoMedians at the time Craig Campbell (now at Sony) and Chris Parr (now at CMT).



Actor/musician Billy Bob Thornton, Walker and Al Ciscero of Save the Eagle Foundation at a Lane Brody Benefit Concert in 2001.



Sarah Brosmer

its name from Aristotle, Marco is Walker's nod of respect to Guglielmo Marconi, the father of radio.) Last year, to tap the growing promotional potential of dance clubs, Walker created the Club Connection under the Marco Music Group umbrella. Rick Kelly is vice president of Marco's radio marketing, while Jonathan Gunter is the coordinator of venue marketing for the Club Connection. The radio division has carried out projects for such major label acts as Gretchen Wilson, Montgomery

Gentry, Buddy Jewell and the Dixie Chicks, as well as promotions for independent artists Mark Chesnutt, Chely Wright and Danni O'Neill.



Rick Kelly

Sony Music. "It created a huge buzz and landed national publicity."

Walker established Marco Music Group and its promotion division, Marco Promotions, as the AristoMedia Group subsidiaries in 1991. (Just as AristoMedia derives

Kelly deals with the secondary tier of country radio stations whose playlists form the *Radio & Records'* Indicators, *Music Row Breakout* and *Texas Music* charts. Besides promoting specific singles, the division also implements special campaigns around the dates on which albums are released.

"The thing that sets Marco Promotions apart from your typical independent radio promotion company," says Kelly, "is that, while we are attentive to charts and chart positions, we try to be that record label whose singles we're promoting to the radio station we're working with. So it's not just about getting airplay. It's about getting artists on the air and setting up phone interviews and street-week promotions and setting up dates to make sure our artists talk to 40 or 50 stations in morning and afternoon drive times. Our aim is to get the artist in front of the consumer and to increase that artist's brand."

Walker contends that the dance club scene has "loads" of growth potential. "We're constantly getting requests through our website and calls and referrals from clubs wanting to be a part of our service," he reports. Apart from servicing singles and special dance mixes, the company can also supply clients with label-originated posters, standups (life-size cardboard cutouts of artists' photos), tent cards for tables, drink coasters, T-shirts,

promotional albums and a wide array of promotional ideas. "This is a significant way to break acts," Walker maintains. Although Club Connection is new as a formal division of AristoMedia, Walker and his staff long ago worked the club market on a per-project basis for such singles as "Achy Breaky Heart" and "Boot Scootin' Boogie."

The company's club reach is formidable. Gunter says it currently services about 180 outlets, including 120 clubs, a number of mobile DJs and dozens of dance instructors who delight in trying new music with their classes. He estimates that the music he promotes is heard by 280,000 club patrons each weekend. Club Connection has seen some of its biggest successes in its distribution and promotion of song re-mixes. The company's first re-mix Big & Rich's "Save A Horse, Ride A Cowboy," experienced several weeks atop the iTunes country download chart, and was the top dance hit in Club Connection's Best of 2004 chart. The success of that single was followed by re-mixes from several other artists including Jamie O'Neal's "Trying To Find Atlantis."

"Club play can translate into radio play," Gunter says. "They haven't been tainted by major business consolidation [as radio has],

and they're very willing to try music that no one else is willing to. Lots of time that provides leverage to get the songs on radio. We encourage our club members to call their radio stations and share information with them. And vice versa."

The synergy that arises from AristoMedia's different divisions working together and sharing information is something that appeals to Mike Dungan, president and CEO of Capitol Records/Nashville. "I like the fact that AristoMedia is multi-disciplined," he says. "By practicing publicity, radio promotion, video promotion and now dance marketing all under one roof, they are sensitive to the issues presented by all of these areas. While a single focused independent may be rather myopic in their approach, this is more like working with an artist development team."

As the AristoMedia Group has expanded and matured, Walker has volunteered more of his time to industry-service duties. He has served long terms on the boards of Country Radio Broadcasters, the Country Music Association, the Academy of Country Music, the Recording Academy, Leadership Music and he is past president of the Nashville Film Festival. He is in charge of the CMA's global outreach efforts as head of its Global Markets Task Force. In that capacity, he helped set up advisory groups in Australia and England.

Paul Allen, the former executive director of Country Radio Broadcasters and now a professor at Middle Tennessee State University, has his own take on what makes the AristoMedia Group effective and a valued member of the Nashville community. "Jeff Walker

is one of the best-connected people in the music business," he declares. "He's always a calming influence during those times when people tend to react with a knee-jerk rather than think with their heads. He has a genuine interest in seeing the right thing done."

"In order to be successful," Walker says,



Walker, Keith Urban and SESAC's Shannon Neese (another AristoMedia alumni) celebrating at Keith's #1 party for "But For the Grace of God."



Brad Paisley and Garth Brooks with Country Radio Broadcasters, Inc. Executive Director (then President) Ed Salamon and Walker following presentations at a CRB Hall of Fame Awards and Dinner.

"you have to give back to the community. I love this community. I love getting up and coming to work. I want to help make a difference. Nashville has a lot of great people, and by working in organizations with them, you get to see them in a different light."

Two of the people Walker has worked most closely with are Ed Benson, executive director of the CMA, and C. Paul Corbin, vice president of writer and publisher relations for BMI, the performance rights society.

"I've always called Jeff Walker the hardest working man in the music industry," says Benson. "Not only does he run his own businesses successfully, but he is also the top

"volunteer" in our business. He has traveled overseas numerous times at his own expense to help advance CMA's international development efforts. One more thing: Jeff is also one of the kindest, most caring people I know. He is always there to offer his support whenever one of us is down and out. I know from personal experience. During the past two years, when I encountered several medical issues, no one was more concerned and kept up with my condition more than Jeff."

Corbin sees the same virtues. "If I could describe Jeff Walker in two words, I would use 'hard worker.' I have served on a number of music industry boards with Jeff, and he's always been eager and generous with his time and energy. He's an upbeat member of our community and passionate about its programs and people. I often tease Jeff about the success he is having with AristoMedia, but I do it to compliment his efforts with humor. He likes a good story and laughs well."

Sarah Brosmer appreciates Walker's ability to get jobs done efficiently: "Jeff may be one of the few Music Row leaders who actually creates an agenda for a meeting and then keeps the meeting in order so that our [attention-deficit-disorder] bunch can stick to the topics at hand and generate real business."

However his virtues are assessed, Walker emerges as an entrepreneurial dynamo. Not only does the growth of his company attest to this fact, so does the CMA President's Award he received in 1996 for his extraordinary services and the International Support Award he won two years later from the Canadian Country Music Association. His work in publicity, which launched him on this 25-year journey, earned his company *Music Row's* 2004 Independent Publicist of the Year trophy.

Since 1989, the AristoMedia Group has occupied its own spacious two-story building on 16<sup>th</sup> Avenue, South, at the top of historic Music Row. The company has a total staff of 15 or so. And the TV in the lobby is always turned to a video channel.



Paul Allen

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 Juskiewicz 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, Juskiewicz and two partners acquired the near-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.  
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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, introduced 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 into the Georgia Music Hall of Fame. Also inducted into Hunter College Hall of Fame. • Special Counsel to the CMA; Past Chairman—ABA Entertainment & Sports Law Section; Executive Entertainment Counsel—NARAS; Board—T.J. Martell Foundation, Gibson Guitar, Gibson Foundation, Baldwin Piano, Farm Aid (also general counsel); Board of Trustees—NARAS Foundation • Golf



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 Nashville, TN 37203  
**615-329-0900** Fax: 615-329-2148  
 pkelley@rowlawyer.com

Kelley joined this firm nearly three years ago where he is the legal representation for songwriters, artists, producers and independent record labels. Current clients include Dualtone Records, Compass Records, Cedar Partners LLC, and Apex Music LLC. • CMA • West End United Methodist Church Chancel Choir, computer gaming, reading fiction

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stilesm@realtracs.com  
www.monicastiles.com

06145671



**Rick Kelly**  
**VP Radio Marketing,**  
**Marco Promotions**  
 1620 16th Ave. S.  
 Nashville, TN 37212  
**615-269-7071** Fax: 615-269-0131  
 rkelly@marcopromo.com  
 www.marcopromo.com

Promotes singles to secondary radio outlets including *Music Row*, *Indicator* and Texas chart reporters. Clients include Columbia, Epic, Vivaton and Dualtone. Also oversees activities of Marco Club Connection. • CMA, ACM • Body building, modeling, Iron man triathlons, dating supermodels



**William Kennedy**  
**VP Sales, Capitol Nashville**  
 3322 West End Ave., Fl. 11  
 Nashville, TN 37203  
**615-269-2000** Fax: 615-269-2094  
 bill.kennedy@emicap.com  
 www.capitol-nashville.com  
 With the label 15 years. Oversees sales, retail, marketing and advertising. • CMA, ACM, NARM, NARAS



**Ron Kerr**  
**Owner/President, Sound Stage Studios/Writers Group Publishing/Whole Hearted Music**  
 10 Music Circle S.  
 Nashville, TN 37203  
**615-256-2676** Fax: 615-259-2942  
 soundstagesstudios@comcast.net

www.soundstagesstudios.com  
 Oversees day-to-day operations of this 12-room recording facility, music publishing company and record label. • CMA



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

Manages Toby Keith, Mac McAnally, Amy Dalley, Scotty Emerick. Has had firm 18 years. • Board—ACM; Member—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

Heads all aspects of the Welk Music Publishing division. Writer roster lists Joy Lynn White, Scott Miller, Sean Locke, Brian Dean Maher, and Allison Moorer. Acquired Blue Quill Music, a catalog with seven No. 1 hits by The Judds. • NARAS • Reading, film noir, non-sports trading cards



**Ben Kline**  
**Sr. VP Sales & Marketing,**  
**UMG Nashville**  
 54 Music Sq. E., #300  
 Nashville, TN 37203  
**615-524-7510** Fax: 615-524-7605  
 ben.kline@umusic.com  
 www.mercurynashville.com

Oversees all sales and marketing functions for MCA Nashville, Mercury and Lost Highway. • Leadership Music, ACM, CMA, NARAS • Sports, reading



**Michael Koreiba**  
**Manager, Gear For Days**  
 23 Music Sq. E., LL  
 Nashville, TN 37203  
**615-812-4327** Fax: 615-248-4327  
 rentals@gearfordays.com  
 www.gearfordays.com

Oversees day-to-day operations of this full-service, pro audio equipment rental company. Clients include record labels, engineers, and producers. • Board and Treasurer—AES Engineer Relief Fund; Member—NAPRS • Biking, SCUBA



**Bobby Kraig**  
**VP National Promotion,**  
**RCA Label Group**  
 1400 18th Ave. S.  
 Nashville, TN 37212  
**615-301-4488** Fax: 615-301-4438  
 bobby.kraig@sonybm.com  
 www.aristanashville.com

Kraig joined the company 12 years ago. His duties include overseeing national promotion strategies and radio relations • Magic



**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 Exec. 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 to NAPM; Board—W. O. Smith School; Legal Advisor—First Steps; Member—CMA, NARAS, Leadership Music • Cooking, travel, cross country skiing, guitar



**Jason Krupek**  
**GM, Big Tractor Music**  
 1004 18th Ave. S.  
 Nashville, TN 37212  
**615-292-5100** Fax: 615-292-2934  
 jason@bigtractormusic.com  
 With company since Sept. 2003,

Krupek oversees all daily operations, staff and creative aspects. • CMA, NARAS, SOLID Alumni, Crazy 8's • Football, old cars, history, CCA Buds N Suds Loveboat Tour charity canoe trip



**Amy Kurland**  
**Owner, Bluebird Cafe**  
 4104 Hillsboro Rd.  
 Nashville, TN 37215  
**615-383-5308** Fax: 615-385-1955  
 amykurland@comcast.net  
 www.bluebirdcafe.com

Kurland's listening room and eatery, now in its twenty-third year, has become world famous. Kurland auditions songwriters and books music for the Bluebird as well as other venues, such as Robert Redford's Sundance Resort in Utah. Television's *Live From The Bluebird Cafe* can be seen on Turner South. • Pres. of SHARE (Songs of Hope, Awareness and Recovery for Everyone; Board—Alive Hospice, Member—Leadership Music, Leadership Nashville, Music Row Democrats

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

Helps this influential bluegrass publication which he co-founded 39 years ago. Also heads Wynwood and 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, Americana Music Assoc. • 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; Country Cares for St. Jude Advisory Committee; Pres.'s Cabinet—University of North Alabama • Boating, computers, spending time with family



**Jack Lameier**  
**Proprietor, Jack's Place Consulting**  
 1114 17th Ave. S., #101  
 Nashville, TN 37212  
**615-329-4074 x107**  
 Fax: 615-329-4076  
 jacksplacell@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**  
**Sr. VP Premier Banking & Investments, Bank of America**  
 1013 16th Ave. S.  
 Nashville, TN 37212  
**615-291-2850** Fax: 615-329-9146  
 danielle.lares@bankofamerica.com  
 www.bankofamerica.com

Lares has over eighteen years experience in specialized Private & Premier banking roles. • Board—T.J. Martell Foundation, St. Augustines; Member—Leadership Music, American Heart Assoc., Vanderbilt Children's Hospital/Music City Tennis Invitational, St. Judes, Magdalene • Tennis, golf, snow skiing

**INcharge**  
 See Company & Category  
 Appendices page 52-60



**Steve Lassiter**  
**Sr. VP, APA Inc.**  
 3017 Poston Ave.  
 Nashville, TN 37203  
**615-297-0100** Fax: 615-297-4221  
 slassiter@apanashville.com  
 With company for seven years, he is responsible for the Southeast territory and talent acquisitions. Clients include Tanya Tucker, Crystal Gayle, BlackHawk, Little Texas, David Lee Murphy, Lee Roy Parnell, Rodney Crowell, Lee Greenwood, Eric Heatherly and many more.  
 • Board—NATD; CMA Music Festival Talent Committee, MTSU Recording Industry Management Alumni (Advisory Board); Member—ACM, CMA, NATO, IEBA, GMA, NARAS • Riding Harleys, gentleman farmer



**Janet Leese**  
**Studio Manager, Starstruck Studios**  
 40 Music Sq. W.  
 Nashville, TN 37203  
**615-259-5400** Fax: 615-259-5401  
 janet@starstruckstudios.com  
 www.starstruckstudios.com  
 Joined the Starstruck Studios in Nov. 2004 after leaving Sound Kitchen. Leese oversees all operations of the studio and broadcast facility whose recent clients include TIm McGraw, George Strait, Kenny Chesney, Sara Evans, Toby Keith, Brooks & Dunn and more. • Board—NAPRS; Member—Leadership Music • Tennis, travel, golf



**Ken Levitan**  
**President, Vector Management**  
 1607 17th Ave. S.  
 Nashville, TN 37212  
**615-269-6600** Fax: 615-269-6002  
 ken@vectormgmt.com  
 Levitan manages such legendary acts as Emmylou Harris, Lyle Lovett, John Hiatt, Michael McDonald, Lynyrd Skynyrd and Steve Winwood, as well as Jonny Lang, Patty Griffin, Kings of Leon, Trace Adkins, Billy Currington, Josh Gracin and The Jenkins. He also serves as Co-Pres. of Combustion Music, a music publishing/soundtrack label and Co-Pres. of Vector Recordings with a roster that includes 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 three years. Oversees all things visual; graphic arts, music videos and publicity.  
 • Leadership Music, NARAS, CMA, ACM



**Luke Lewis**  
**Chairman, UMG Nashville**  
 60 Music Sq. E.  
 Nashville, TN 37203  
**615-524-7500** Fax: 615-524-7617  
 luke.lewis@umusic.com  
 Lewis became Chairman of Universal Music Group's entire

country operations including MCA Nashville, Mercury and Lost Highway in 2002. DreamWorks merged with the company in 2004, placing James Stroud as co-chairman alongside Lewis. Has run Mercury Nashville since 1992 and helped launch Lost Highway Records in early 2001. UMG roster lists Shania Twain, Julie Roberts, George Strait, Toby Keith, Lee Ann Womack, Sugarland, Willie

Nelson, Elvis Costello, Ryan Adams, and many others. • Board—CMA; Member—ACM, NARAS  
 • Golf, horseback riding, 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 Thomas Nelson Book Publishing, Michael Martin Murphey, Peabo Bryson, NATD and more. • NATD, CMA, SOURCE, ACM  
 • Politics, travel, gardening, art collecting



**Dale Libby**  
**Sr. VP Sales/Shared Label Services, Sony Music Nashville**  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-5723** Fax: 615-742-5720  
 dale.libby@sonybm.com  
 With the company 26 years, Libby

oversees the sales and distribution of all Sony Nashville products lines. • NARM, CMA, ACM, Leadership Music

**Don Light**  
**President, Don Light Talent/Oryx Music, LLC**  
 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 like the Happy Goodman Family and Oak Ridge Boys in 1965. He co-founded the Gospel Music Association and in the early '70s moved into management working with Jimmy Buffett, Delbert McClinton, Keith Whitley, Steve Wariner, Mark Collie and others. He currently co-manages Lyric Street artist Kerry Harvick and Collie. Past Pres. of the Nashville chapter of NARAS and co-founder of the Mark Collie Celebrity Race for Diabetes Cure. Oryx writers include Collie and Rebecca Marshall.

**Scott Lindy**  
**Director of Country Programming, Sirius Satellite Radio**  
 33 Music Sq. W., #100A, Nashville, TN 37203  
**615-255-7221** Fax: 615-255-7223  
 slindy@siriusradio.com • www.sirius.com  
 With the company for one year, Lindy oversees all programming for Sirius' country channels as well as their Elvis Radio. • Board—CRB, AMA Radio Committee; Member—CMA, ACM • Writing, Asian culture



**John Lomax III**  
**Owner/President, Roots Music Exporters**  
 757 Brownlee Dr.  
 Nashville, TN 37205  
**615-356-4684** Fax: 615-356-4666  
 lomax3@mindspring.com  
 www.rootsmusicexporters.com  
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**Paul Lovelace**  
**Co-Owner, CDX-Compact Disc Xpress**  
2603 Westwood Dr.  
Nashville, TN 37204  
**615-292-0123** Fax: 615-292-8750  
paul@cdxcd.com • www.cdxcd.com  
Co-owns company with Charlie Douglas. Provides special CD singles compilation service to country radio stations not reporting to *Billboard* and *R&R*. • CMA, NARAS



**John Lytle**  
**President, Lytle Management Group**  
1101 18th Ave. S.  
Nashville, TN 37212  
**615-329-3998** Fax: 615-329-4451  
lytlejmg@bellsouth.net  
Founded company in 1997.  
Manages Gary Allan and Joe Nichols. • CMA, NARAS, ACM, NAPM, Leadership Music • boating



**David Macias**  
**President, Emergent Music Marketing**  
1604 8th Ave. S., #230  
Nashville, TN 37203  
**615-664-1167** Fax: 615-664-1170  
david@emergentmm.com  
www.emergentmm.com

With company four years where he oversees A&R, legal and finance. Clients include Compadre Records, BNC Records, Altissimo Records, Pinecastle Records, American Roots Publishing, and Rich Robinson • AMA, NARAS • Music Row Democrats



**Bill Macky**  
**VP National Promotion, Sony Music Nashville**  
34 Music Sq. E.  
Nashville, TN 37203  
**615-742-4321** Fax: 615-742-4338  
bill.macky@sonybm.com

Macky has been with Epic over two years where he oversees promotion department and field staff. Also handles relations with radio, and arranges single and album releases for artists including Gretchen Wilson, Miranda Lambert, Jace Everett, Susan Haynes, Jon Randall and Patty Loveless. • Board—CRB



**Brent Maher**  
**CEO, Moraine Music Group**  
437 East Iris  
Nashville, TN 37069  
**615-383-0400** Fax: 615-383-2375  
www.morainemusic.com  
Maher has been with company over 20 years where he acts as

record producer and songwriter, and oversees Moraine's record label and publishing company. Current clients include Keni Thomas, Jenai, Sean Locke, Mark Selby, Billy Montana and others. • NARAS, CMA, ACM, NSAI • Collecting Gretsch Guitars, fly fishing, sports



**Anita Mandell**  
**Director Press/Publicity, Sony Music Nashville**  
34 Music Sq. E.  
Nashville, TN 37203  
**615-742-4358** Fax: 615-742-5741  
anita.mandell@sonybm.com  
www.sonymusic-nashville.com

This 16-year music industry veteran has been with the label for six years. Procures media opportunities for Sony and its artist roster. • NARAS, ACM, CMA



**Brian Mansfield**  
**Nashville Correspondent/Writer/Producer, USA Today/America's Grand Ole Opry Weekend**  
6908 River Ridge Dr.  
Nashville, TN 37221  
**615-662-2810**  
mansfield@comcast.net

www.usatoday.com  
Has contributed Nashville music coverage, particularly country music, for *USA Today* for 8 years. Also writes for *Grand Ole Opry Weekend* syndicated radio show. • Board—CMA, Advisory Board W.O. Smith Music School; Member—ACM, NARAS, Leadership Music



**Steve Markland**  
**VP Creative Affairs Nashville, Windswept Holdings LLC**  
33 Music Sq. W., #104B  
Nashville, TN 37203  
**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, Leadership Music • Mountain biking, family

**Kirke Martin**  
**President, Martin & Associates**

1207 17th Ave. S., #101, Nashville, TN 37212  
**615-329-3956** Fax: 615-321-4040  
kirke@martin-and-associates.com  
Opened this business management company 24 years ago where he handles the affairs of current clients Brad Paisley, CeCe Winans, Nanci Griffith, T. Graham Brown, Jump 5, Beth Nielsen Chapman and others. • Leadership Music, GMA, ACM • Golf, reading, boating, watching hockey



**Michael Martin**  
**Sr. Partner, Extreme Writers Group**  
812 19th Ave. S.  
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. Oversees writer roster that includes Rodney Clawson, Mike Reid, Donny Lowery, and Elliott Park. • NARAS, ASCAP • Fly fishing, landscaping, running



**Pam Matthews**  
**GM, Ryman Auditorium**  
116 5th Ave. N.  
Nashville, TN 37219  
**615-458-8710** Fax: 615-458-8701  
pmatthews@ryman.com  
www.ryman.com

Began her tenure with the Ryman Auditorium in 2000. As GM of this National Historic Landmark, she is responsible for all aspects of the business including museum operation, concert events, and private functions. Previously worked as VP/Treasurer of Wynonna, Inc. and J2k, Inc., the management companies for The Judds. • Board—Leadership Music, Nashville Downtown Partnership, Opry Trust Fund; Member—CMA, ACM

**Bill Mayne**  
**VP Promotion & Artist Development, 903 Music**  
1111 16th Ave. S., #A, Nashville, TN 37212  
**615-695-5265** Fax: 615-695-5270



bmayne@903music.com  
www.903music.com  
Mayne is an industry veteran with previous major label, radio and management experience. • Board—CRB; ACM, Leadership Music • Movies, hunting, fishing



**Jim Mazza**  
**President, Dreamcatcher Entertainment**  
2910 Poston Ave.  
Nashville, TN 37203  
**615-329-2303** Fax: 615-329-2350  
jmazza@dreamcatcherenter.com  
www.dreamcatcherenter.com

Former Capitol Records Pres./EMI America Chairman, Mazza co-founded the company in 1998 with Kenny Rogers. Other clients include Rebecca Lynn Howard, Jo Dee Messina, Jared Ashley and Kaitlyn Harner. • NARAS, CMA



**Greg McCarn**  
**VP Marketing, Lyric Street Records**  
1100 Demonbreun St., #100  
Nashville, TN 37203  
**615-963-4848** Fax: 615-963-4862  
greg.mccarn@disney.com  
www.lyricstreetrecords.com

With company over seven years. Oversees marketing, publicity, creative services and sales department for the label. • NARAS, ACM, CMA



**Kim McCollum**  
**Owner, Words & Music Copyright Administration**  
POB 120667, Nashville, TN 37212  
**615-386-3102** Fax: 615-386-3113  
kim@wordsmusicadmin.com  
www.wordsmusicadmin.com  
Founded in March 2002, Words &

Music specializes in full-service copyright administration. Company also offers a variety of other publishing-related services including catalog due diligence and evaluation, catalog clean-up, on and off-site publishing consulting, licensing services and Karaoke royalty collection. McCollum oversees all development and day-to-day operations.



**Mary Ann McCready**  
**President, Flood, Bumstead, McCready & McCarthy Inc.**  
1700 Hayes St., #304  
Nashville, TN 37203  
**615-329-9902** Fax: 615-321-5704  
maryann\_mccready@fbmm.com  
Formed this company in 1990

which focuses on financial and business management for recording artists. First female recipient of the CMA's Founding Presidents Award. Chaired the establishment of CMA's Horizon Award and Irving Waugh Award of Excellence. Clients include Gary Allan, Rascal Flatts, Keith Urban, Kelly Clarkson, John Hiatt, Shawn Colvin and Ashley Monroe. • Board—NARAS, W.O. Smith School; Chair Leadership Music Alumni Committee; Member—ACM, CMA, NARAS • Cycling, travel, Roy Wunsch, coin collection, TiVo



**Tracy McGlocklin**  
**President, Mission Management**  
1102 17th Ave. S., #202  
Nashville, TN 37212  
**615-340-9500** Fax: 615-340-9505  
tracy@missionmgmt.net  
www.missionmgmt.net  
McGlocklin formed this management

company three years ago after 13 years at Sony. Clients include Shelly Fairchild, Little Big Town, Breckinridge, and State of Man. • 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/Writer,  
The A.V. Squad/AE23films*

1769 Claybrook Park Cir.  
Brentwood, TN 37027  
**615-661-4378** Fax: 615-661-4380  
john@theavsquad.com  
www.theavsquad.com

Film, music video and commercial dir./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, and TNN awards. Directed award-winning short film *I Still Miss Someone*. Current clients include FX, The Machine, The Bubble Factory, Pigeon Forge Department of Tourism, Jersey Technical Sales, and Everyman Films • Termite hockey, early American history, golf, luge



**W. Michael Milom**  
*Partner & Entertainment Group  
Chairman; Bass, Berry & Sims PLC*

29 Music Sq. E.  
Nashville, TN 37203  
**615-255-6161** Fax: 615-254-4490  
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. • Leadership Music, Leadership Nashville; Founding Dir. and former Chairman, Copyright Society of the South; counsel, CMF and CRB boards; Adjunct Professor, Vanderbilt Law School



**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. Former Pres., AFTRA; former VP, GMA, NARAS and NSAI; Alumni Board, Leadership Music. 1998 SESAC Country Publisher of the Year. Monk also acts as Creative Advisor and on air talent for Sirius Satellite Radio. • Board—CRB; Member—CMA, ACM • Joke telling, hob-nobbing with the stars, golf

**Mark Montgomery**  
*Managing Partner, echomusic*

1101 17th Ave. S., Nashville, TN 37212  
**615-371-5119** Fax: 615-777-5119  
mark.montgomery@echomusic.com  
www.echomusic.com

Montgomery has been with the company for six years where he handles business development,



creative direction and more. Current clients of echomusic include Alison Krauss & Union Station, Patty Loveless, Dierks Bentley, Point of Grace, Dolly Parton, Dualtone Records, Rebel Records, Capitol Nashville and others. • Pres.—Americana Music Association;

Member—NARAS, CMA • Photography, travel, gardening, Australian Shepherds



**Martha Moore**  
*President, so much MOORE media*

POB 120426, Nashville, TN 37212  
**615-298-1689** Fax: 615-298-1446  
martha@somuchmoore.com  
www.somuchmoore.com  
Moore is a 20-plus year music industry veteran who began this

independent publicity company seventeen years ago. Oversees daily operations and handles all public relation needs of her clients which include Jerry Reed, Hank Cochran, Sammy Sadler, Billy Don Burns, Lisa O'Kane, Steve Porter, and Jeffrey Halford. • CMA Global Markets Task Force, CMAA, ECMA, FARM, AMA, ACM, SOURCE • Roller skating, reading, movies, travel, photography



**Paul Moore**  
*Co-COO Nashville,  
William Morris Agency*

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Nashville, TN 37203  
**615-963-3310** Fax: 615-963-3091  
pm@wma.com • www.wma.com  
Runs office jointly with Rick Shipp.

Massive roster includes Brooks & Dunn, Rascal Flatts, Wynonna, Brad Paisley, Trace Adkins and many more. • Board—ACM, Belmont University School of Music; Member—CMA, GMA



**Stan Moress**  
*Partner, The Consortium*

704 18th Ave. S.  
Nashville, TN 37203  
**615-327-3004** Fax: 615-327-3041  
Formed the Consortium in 2001 with current partners Mike

artist management, development, marketing and consulting for Consortium clients who include Catherine Britt, Sherrie Austin, Mandy Barnett, Megan Mullins, Donovan Chapman, Joe Diffie, Dr. Pepper, and TPC, Inc. • Board—T.J. Martell, Country in the Rockies, Childhelp USA; Member—CMA, ACM, NARAS • Travel, nutrition, wellness



**Dennis Morgan**  
*President, Little Shop of  
Morgansongs/Morgan Music Group*

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songmerch@aol.com  
www.dennismorgansongwriter.com

Songwriter, publisher, producer, studio owner. Recent cuts by Eric Clapton, Faith Hill, Rod Stewart and Garth Brooks. Inducted into the Songwriter Hall Of Fame in 2004. • NSAI, CMA, NARAS, Copyright Society, BMI

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**Dale Morris**  
**President, Dale Morris & Associates**  
 818 19th Ave. S.  
 Nashville, TN 37203  
**615-327-3400** Fax: 615-327-0312  
 jdenson@dalemorrismgt.com  
 Manages clients including

Alabama, Kenny Chesney, Big & Rich, Gretchen Wilson and Cowboy Troy • Boating, jogging, reading



**Erin Morris**  
**Owner, The Press Office**  
 POB 210588, Nashville, TN 37221  
**615-952-9250** Fax: 615-952-9326  
 publicity@thepressoffice.net  
 www.thepressoffice.net  
 The Press Office opened 15 years ago and has a client roster that

represents or co-represents Vince Gill, Ralph Stanley, Larry Sparks, John Michael Montgomery, Pete Huttlinger, Jon Poussette-Dart, The Chapmans, Records On The Wall and more. Morris was with RCA for 11 years and with *Billboard* for over two years. The Press Office shares office space, and some clients, with Alison Auerbach Public Relations. • Belmont University Music Business Advisory Board; Member—CMA, ACM • Trout Unlimited, spending time with her kids Sean and James, fly-fishing



**Joe Moscheo II**  
**President, MCS America**  
 1625 Broadway 4th Fl.  
 Nashville, TN 37203  
**615-250-4600** Fax: 615-250-4699  
 joe.moscheo@mcsamerica.net  
 www.mcsonline.com

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



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

This 30-year promotion veteran specializes in Americana radio. Current clients include Koch Nashville, Lost Highway, Interscope/Geffen, Palo Duro, Sony,

Netzwerk, Sanctuary, Oh Boy, New West, Rounder, Sugar Hill, Vanguard, Telarc, Memphis International and Blue Corn Music. Current independent artists include Jim Lauderdale, Darrell Scott, Chip Taylor and Jesse Dayton. • AMA—Board of Directors, Radio and Chart Committee, Founding Council, TV & Awards Committee; Member—ACM, CMA, NSAI • Music, wine, food, reading, movies, Maxfield Parrish

**Curt Motley**  
**Agent, Monterey Peninsula Agency**  
 124 12th Ave. S., #410, Nashville, TN 37209  
**615-251-4400** Fax: 615-251-4401  
 curt@mpanashville.com  
 www.montereypeninsulaartists.com  
 With the agency since 1995, Motley handles client services for a roster that includes Toby Keith, Sawyer Brown, Scotty Emerick, Amy Dalley and more. • ACM, CMA • Camping, outdoors, basketball, golf, spending time with friends and family



**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. • Vice Chairman—Nashville Songwriters Foundation; Member—CMA, NSAI, BMI, NARAS, Leadership Music • Travel



**Clay Myers**  
**GM/VP Creative, Still Working Music**  
 1625 Broadway, #200  
 Nashville, TN 37203  
**615-242-4201** Fax: 615-242-4202  
 cmyers@orbison.com  
 www.stillworkingmusic.com

Joined Still Working Music three years ago where he heads the publishing company and oversees staff and daily operations. Current roster lists Tommy Lee James, Terry McBride, Billy Burnette, Clay Mills, Jedd Hughes, Danielle Peck, Luna Halo, and Kaci Brown. • CMA • Motorcycles

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



jnuyens@passalong.com  
 www.passalong.com  
 Three-time Grammy-nominated producer toured the world as a musician. Established The Castle Studios in 1983 and has worked with acts in many genres. Had joint venture with Arista in the '80s. A

founder of NAPRS that currently has a publishing joint venture with Warner/Chappell called Tower I. In 2003 launched Tennessee Pacific Group, a software development company with former Microsoft and record label executives. A year later that company started the digital download platform, Passalong.com which powers eBay's digital distribution. In negotiations with major labels to find a solution to digital piracy problems that is due out in 2005. • NARAS, Leadership Music alumni, SPARS • Travel, photography, meteorology, snow skiing, geopolitical/socioeconomic global strategies, tropical plants, music

**Danny O'Brian**  
**President, Erv Woolsey Agency Inc.**  
 1000 18th Ave. S., Nashville, TN 37212  
**615-329-2402** Fax: 615-327-4917  
 dannyob@concerts.com  
 Joined the agency 20 years ago and acts as booking agent for George Strait. • Board—ACM; Member—CMA • NASCAR, Titans, Computers

**Brian O'Connell**  
**Sr. VP Touring, Clear Channel Entertainment**  
 1400 18th Ave. S., Nashville, TN 37212  
**615-346-9000** Fax: 615-346-9001  
 brianconnell@clearchannel.com • www.cc.com  
 Oversees country touring operations for Clear Channel Ent. Duties include promoting concerts for clients Brooks & Dunn, Rascal Flatts, Tim McGraw and others. • Board—ACM



**Kerry P. O'Neil**  
**Member, O'Neil Hagaman PLLC**  
 1025 16th Ave. S., #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 2002 IFCO Award, 2001 Belmont Lifetime Achievement Award, 1999 *Nashville Scene* readers poll, 1996 Nashville Music Award, 1994 ASCAP Deems Taylor Award, 1988 CMA Media Achievement Award. • Board—Leadership Music, Nashville Songwriters Foundation; Member—CMA, ACM, NARAS, AMA • Gardener, carpenter, record collector, painter, antiques

**Michael Olsen**  
**President/CEO, Artemis Nashville/Sheridan Square Entertainment**  
 210 25th Ave. N., #1200, Nashville, TN 37203  
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molsen@compendiamusic.com  
www.compendiamusic.com  
Olsen, with the company five years, oversees all aspects of Artemis Nashville and Sheridan Square Entertainment. • NARAS, Leadership Music • Sailing, golf, flying, bull riding



**Barbara Orbison**  
**Owner/President, Barbara Orbison Productions/Orbison Records/Orby Records/Still Working Music Group**  
1625 Broadway, #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, Danielle Peck, Kaci Brown, Nathan Barlowe, Terry McBride, Jedd Hughes and Jennifer Spears • Life and writing



**Stephanie Orr**  
**President, CountryWired**  
1628 Jackson Valley Pl.  
Hermitage, TN 37076  
**615-391-3355** Fax: 615-391-3389  
stepho@countrywired.com  
www.countrywired.com

This 11-year-old company designs, manages, markets, promotes and maintains artist Websites. Clients include Brooks & Dunn, 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 21 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" used by NBC for the 2002 Olympics. Clark has had cuts by Hank Williams Jr., Diamond Rio, and Cledus T. Judd, and has co-produced eight albums with Judd. OF Music has had songs in five 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 1995.

Oversees day-to-day operations, including exploitation of copyrights, catalog acquisition, signing writers and artists, and securing record deals. Overton formerly managed Alan Jackson, served as VP of Warner/Chappell, and as head of A&R for BNA Entertainment. • Board—NARAS, CMA, Vanderbilt Children's Hospital; Member—ACM



**Jason Owen**  
**Sr. VP Artist, Media Relations & Creative Services, UMG Nashville**  
60 Music Sq. E.  
Nashville, TN 37203  
**615-524-7500** Fax: 615-524-7656  
jason.owen@umusic.com  
Owen has been with UMG over

two years where he handles publicity, video and creative services for the MCA, Mercury, and DreamWorks labels. These rosters include Shania Twain, Terri Clark, Vince Gill, George Strait, Lee Ann Womack, Trisha Yearwood, Toby Keith, Darryl Worley and many more. • Board—NARAS; Member—CMA, ACM • Tennis and cocktails



**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 two years ago. Clients include GAC, Filmhouse, Deaton-Flanigen Productions,

Walt Disney, Universal South, Shop at Home, Ruckus Films and more. • Leadership Music, NARAS, AES • Dirt bikes, golf



**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. • Member—ACM, CMA • Movies and movie related projects (my husband is in the film industry)



**Larry Pareigis**  
**Sr. VP Radio Promotion, Sony Music Nashville**  
34 Music Sq. E.  
Nashville, TN 37203  
**615-742-4321** Fax: 615-742-4338  
larry.pareigis@sonybm.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



**Christopher Parker**  
**President/CEO, iv inc.**  
1701 Church St.  
Nashville, TN 37203  
**615-320-1444** Fax: 615-320-0750  
cparker@ivgroup.cc • ivgroup.cc  
iv, inc. specializes in original music and sound design for advertising

agencies, film and television with an expertise in facilitating partnerships between artists, publishers and brands. Affiliate companies include iv management, iv music, iv records and iv music publishing. Clients include Coca-Cola, Montgomery Gentry, Warner Bros. Pictures, Wayne Brady, Budweiser, ABC, Capitol Records, AT&T, Ken Burns/Florentine Films, Motorola and Ford Motor Company. • CMA, NAF, NARAS, AFTRA/SAG, ASCAP, Operation Andrew Group • Hiking, skiing, tennis, wine enthusiast, travel, golf, home remodeling

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**Vanessa Parker-Davis**  
*President, Splash! Public Relations*  
811 18th Ave. S., 2nd Fl.  
Nashville, TN 37203  
615-321-1383

vanessa@splashpublicity.com  
Oversees publicity, artist develop-

ment, and event coordination for this publicity firm whose 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



**Chris Parr**  
*VP Music Programming & Talent Relations, CMT*

330 Commerce St.  
Nashville, TN 37201  
615-335-8461 Fax: 615-335-8618  
chris.parr@cmt.com  
www.CMT.com

Parr joined CMT in 1996 where he acts as a liaison between the network and the music industry. Manages the development and implementation of the network's music programming strategy, as well as cultivates and maintains relations with talent featured on CMT original programs. • ACM, CMA, NARAS, Leadership Music



**LeAnn Phelan**  
*VP Creative, Combustion Music*

1609 17th Ave. S.  
Nashville, TN 37212  
615-515-5490 Fax: 615-269-6883  
leann@combustionmusic.com  
www.pacificwindswept.com

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**Martha E. Moore**  
P.O. Box 120426 Nashville, TN 37212  
615-298-1689 • fax 615-298-1446  
Martha@somuchmoore.com

Phelan has been with the company for five years where she signs writers, pitches songs and handles day-to-day operations. • NARAS, ACM, CMA, NIFF



**Brian Philips**  
*Executive VP/ GM, Country Music Television (MTV Networks)*

330 Commerce St.  
Nashville, TN 37201  
615-335-8400 Fax: 615-335-8620  
brian.philips@mtvstaff.com  
www.cmt.com

Joined MTV Networks in 2001 after an award-winning radio run that included stints at KPLX Dallas and 99X Atlanta. Philips oversees all aspects of CMT including programming, marketing and operations. CMT is now in nearly 80 million households and hit record ratings across the board in 2004-05. • Board—CMA; Kennedy-Shriver Special Olympics Music Trust; T.J. Martell Foundation; PETA • Spending time with wife Sarena and four young children



**Bruce H. Phillips**  
*Managing Director; Jack, Lyon & Jones P.A.*

11 Music Circle S., #202  
Nashville, TN 37203  
615-259-4664 Fax: 615-259-4668  
brucep@jljnash.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; CMA, NSAI • Golf, hiking, canoeing



**Scott Phillips**  
*VP Studios, Emerald Entertainment Group*

1033 16th Ave. S.  
Nashville, TN 37212  
615-846-5200 Fax: 615-496-3719  
scott.phillips@eegn.net  
www.eegn.net

Responsible for booking and scheduling of Emerald's nine studios. Handles day-to-day studio operations. Current clients include Dann Huff, Buddy Cannon, James Stroud, Kenny Chesney, Faith Hill and more. • Board—NAPRS; Member—AES • Golf, basketball, Titans



**Michael Powers**  
*Sr. VP Promotion, Universal South*

40 Music Sq. W.  
Nashville, TN 37203  
615-259-5306 Fax: 615-259-5301  
michael.powers@umusic.com  
With Universal system for 13 years

in Mercury, MCA and Lost highway divisions. Joined Universal South in Sept. 2004. Powers oversees the promotion department for the label's roster. • ACM, CMA, NARAS, GMA, Leadership Music • Fishing, hunting, golfing



**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



**Faith Quesenberry**  
*Owner, Curiosita Entertainment*

POB 128052, Nashville, TN 37212  
615-298-9720 Fax: 615-298-9721  
faith@curiosita.com  
www.curiosita.com

Began this management, marketing and catalog exploitation company five years ago. Clients include Craig Morgan, Roxanne Johnigan, Annie McQueen, and O.J. Hanssen. • CMA, ACM, NARAS



**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 eight years, Ramsey oversees daily operations, markets catalog, pitches songs and signs and develops writers. The current roster includes Bobby Pinson, Jenny Farrell, Thom Sheperd, and Dan DeMay. • NARAS, CMA, Leadership Music Alumni, SOURCE • Hot Yoga, Bible study, travel to new places, reading



**Paul Reeves**  
*Owner/Executive Producer, Tangible Vision*

1400 18th Ave. S.  
Nashville, TN 37212  
615-298-6600 Fax: 615-298-0008  
paul.reeves@tangiblevision.net  
www.tangiblevision.net

Reeves, a film and video producer/dir. has worked in production for over 15 years. Company was co-founded with wife, Michele, seven years ago. Currently oversees production and development of all programming • Time with family, Indy Car racing, kart racing



**Grace Reinbold**  
*President, What A Trip! Inc.*

1605 17th Ave. S., #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 seven-year-old company. Clients include CMA, CBS, ESPN, radio stations, major labels and artist management companies. • CMA, PMA, ACM, Leadership Music, SOURCE • Family events, independent films, producing home video documentaries, travel



**Jim Reyland**  
*President, Audio Productions Inc.*

1102 17th Ave. S., #200  
Nashville, TN 37212  
615-321-3612 Fax: 615-321-5770  
jreyland@audioproductions.com  
www.audioproductions.com

Oversees creative and administrative aspects of this 20-year-old full-service professional audio 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 XM Satellite Radio, Sirius Satellite Radio, CMT, BBC, and J. Walter Thompson and Devito Verdi advertising agencies • Basketball, golf, creative writing





**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

19-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 over two decades.

Manages Patty Loveless, Ryan Shupe & The Rubber Band, 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. Roster includes artists Chely Wright, Charlie Robison, Deryl Dodd, Jeff Black, Cowboy Jack Clement, BR549, Roger Creager and more. • CMA, ACM, AMA, IBMA, AIFM, NACA



**Ken Robold**  
**GM, UMG Nashville**  
 54 Music Sq. E., #300  
 Nashville, TN 37203  
**615-524-7590** Fax: 615-524-7624  
 ken.robold@umusic.com  
 With company 14 years. Oversees daily operations including sales,

marketing, production, new media, finance and administration. • Boards—Oasis Center, T.J. Martell, Leadership Music; Member—ACM, CMA, NARAS



**Frank Rogers**  
**Co-Owner/Producer, Sea Gayle Music/Frank Rogers Productions**  
 37 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, Trent Willmon, Phil Vassar and Morgane Hayes. • CMA, ACM, NARAS, NSAI, Leadership Music



**Robert Romeo**  
**Executive Director,**  
**Academy of Country Music**  
 4100 W. Alameda Ave., #208  
 Burbank, CA 91505  
**818-842-8400** Fax: 818-842-8535  
 bobromeo@acmcountry.com  
 www.acmcountry.com

Spent 16 years on the board of the organization and over one year as Exec. Dir. Runs the daily operations of the ACM, its annual awards show and any new ventures. Also a consultant for TBA

Global Events fair bookings. • CMA, IEBA • Riding Harleys, hunting



**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. Debuted the spin-based CountryBreakout™ chart designed to track airplay at small market radio in 2003. Formerly singer, songwriter, arranger and performer for 10 years; attended Berklee College of Music. Graduate Wharton School, University of Pennsylvania. Received 1998 CMA Pres.'s Award, and Canadian Country Music Association's Leonard T. Rambeau Award for international achievement in 2003  
 • Board—CMF; Leadership Music alumni;  
 Member—Americana Music Assoc., AWA, CMA  
 • Bicycling, data wrangling, fitness

**Leslie Rouffe**  
**Head of Americana Marketing & Promotion,**  
**Songlines Ltd.**  
 2007 21st Ave. S., #202  
 Nashville, TN 37212  
**615-298-2262** Fax: 615-279-8078  
 lrouffe@comcast.net • www.songlinesmusic.com  
 Rouffe has been with the company five years where she oversees Americana radio promotion

including tracking, station visits, artist bookings at radio events and promotion set-up. Current clients are Nanci Griffith, Rodney Crowell, Ricky Skaggs, Patty Griffin, Melonie Cannon, Kasey Chambers, Shooter Jennings, Jessi Alexander, Steve Earle, The Greencards, The Duhks, Hayes Carll, and Adrienne Young. • AMA



**David Roy**  
**Sr. VP Production Development,**  
**Madacy Entertainment**  
 1783 Thompsons Station Rd. W.  
 Thompsons Station, TN 37179  
**615-591-9062** Fax: 615-591-9062  
 droy@madacy.com  
 www.madacy.com

With this company for eight years that handles licensing and creation of music CD projects for retail. Current projects include Steve Ivey, David Frizzell, The Jordanares, Kenny Rogers and others. • NARM, CMA • Hockey, golf, horses



**Ronna Rubin**  
**Owner, Rubin Media**  
 POB 158161  
 Nashville, TN 37215  
**615-298-4400** Fax: 615-298-4040  
 ronna@rubinmedia.biz  
 Rubin began this independent media and artist development firm 13 years ago. Clients includes Clay Walker, Marty Stuart, Maura O'Connell and GAC.  
 • Board—Actor's Bridge Ensemble; Member—NARAS, SOURCE • Certified master gardener, board member of Gilda's Club Nashville, Love Helps team reader

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**Nancy Russell**  
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 nancyrussell@aol.com  
 Manages Loretta Lynn, The Wrights and co-manages Alan Jackson.

• NARAS, ACM, CMA, Leadership Music • Travel, music and antiques



**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

With the organization three years, Salamon is responsible for production and fundraising initiatives including Country Radio Seminar, Country Music DJ Hall of Fame, CRB Executive Memo, CRB Fall Forum, and CRB Spring Town Meeting. Previously head of programming for Westwood One. Also Past Pres. of CRB and former Chairman of National Music Foundation. • Board—Leadership Music; Member—CMA, ACM • Music collector, historian and writer



**Jim Saliby**  
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 jim.saliby@sonybm.com  
 www.rcalabelgroup.com

With RLG for nearly six years, Saliby oversees the development and implementation of sales and field-marketing strategies, including budgets for all RLG artists and albums. • Sr. Management Committee, RLG • Weight lifting, hockey, rodeos

**Tamara Saviano**

**American Roots Publishing/Tamara Saviano Media**  
 1603 Horton Ave., Nashville, TN 37212  
**615-298-2009**  
 tsaviano@comcast.net  
 www.americanrootspublishing.org



With company for two years where she acts as producer, publicist, editor and writer. Current clients include Kris Kristofferson, Shawn Camp, Beth Nielsen Chapman, and The Songs of Stephen Foster, for which she won a Grammy. • Vice Pres.—AMA • Politics, reading,

movies, hiking



**Jessie Schmidt**  
**President, Schmidt Relations**  
 2214 Elliston Pl., #304  
 Nashville, TN 37203  
**615-846-3878** Fax: 615-846-4878  
 jessie@schmidtpr.com

Clients of this publicity firm, now in its eighth year, include Tim McGraw, Rascal Flatts, Montgomery Gentry, Brad Paisley, Trent Willmon and The Grand Ole Opry. • CMA, ACM



**Brad Schmitt**  
**Celebrity News Columnist/**  
**Entertainment Writer,**  
**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 • Drinking on the company dime; lunching at Nashville and The Palm



**Judy G. Seale**  
**President/CEO,**  
**Judy Seale International Inc.**  
 109 Rivers Edge Ct.  
 Nashville, TN 37214  
**615-872-2122** Fax: 615-882-0204  
 jsrefugee@aol.com  
 www.judysealeinternational.com

Seale founded this enterprise four years ago where she acts as a talent coordinator and produces festivals in foreign countries including celebrity entertainment tours for U.S. troops deployed overseas. She is the exclusive agent for The Bellamy

Brothers. • Board—Reading, Writing and Rhythm; Member—CMA Global Markets Advisory, ACM • Jogging, weight training, supporting U.S. troops



**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, including administrative and creative. • CMA • Fly fishing, metal detecting



**Nancy Shapiro**  
**VP Regional Management,**  
**National Academy of Recording Arts & Sciences**  
 1904 Wedgewood Ave.  
 Nashville, TN 37212  
**615-327-8030** Fax: 615-321-3101  
 nashville@grammy.com

www.grammy.com  
 With organization 20 years. Oversees all 12 Chapter offices. • Board—Country Music Retirement Center, W.O. Smith Community Music School; Member—CMA, Leadership Music, NSAI, GMA • Speaking engagements on leadership development and executive coaching



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

www.parlorproductions.com  
 Sheridan founded the company in 1994 and oversees the day-to-day operations. Also works in writer and artist development, and acts as studio manager, producer and musician. Won a Grammy in 2005 for his work on *Beautiful Dreamer—Songs of Stephen Foster*. • AFM, NARAS, NATD, NPN, NSAI • Real estate development, golf, racquetball, dogs

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**Rick Shipp**  
**Co-COO Nashville,**  
**William Morris Agency**  
 1600 Division St 3rd Fl.  
 Nashville, TN 37203  
**615-963-3000** Fax: 615-963-3090  
 rs@wma.com • www.wma.com  
 Oversees nashville office with

Paul Moore. Massive roster includes Brooks & Dunn, Rascal Flatts, Wynonna, Brad Paisley, Trace Adkins and many more. • Board—CMA  
 • Golf, fishing

**Lisa Shively**

**Owner, The Press Network Inc.**  
 POB 176, Pleasant Shade, TN 37145  
**615-677-6645** Fax: 615-677-6644  
 lisa@pressnetwork.com • www.pressnetwork.com  
 Formed publicity company in 1985 where her current clients include Jim Lauderdale, Robbie Fulks, Nick Lowe, and Moraine Music Group.  
 • CMA • Gardening

**Evan Shoemake**

**Central Project Manager,**  
**Songwriters Guild of America**  
 209 10th Ave. S., #534, Nashville, TN  
**615-742-9945** Fax: 615-742-9948  
 nash@songwritersguild.com  
 www.songwritersguild.com  
 Shoemake has been with the organization for three years where he coordinates special events, workshops, seminars, critiques, writers' nights, contract reviews and recruitment.



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

Nadler and George Jones, formed this entertainment company in 2001. Shriver oversees activities of Jones and the record company. Also partners with Nadler in HD Ready, a high definition TV production company that produces the television concert series *SoundStage* for PBS. She is a former Pres. of Asylum and previously built one of Music Row's top independent publicity firms. • CMA, Leadership Music Alumni



**Scott F. Siman**  
**President, rpm management**  
 2214 Elliston Pl., #304  
 Nashville, TN 37203  
**615-256-1980** Fax: 615-256-1134  
 scott@rpmweb.com

Siman has managed Tim McGraw since early 1997 after leaving his post as Sr. VP of Sony Nashville. He also spent fourteen years as a partner in the law firm Benson & Siman. Other rpm clients include Holly Williams, The Warren Brothers, Hot Apple Pie, and Brice Long • Golf, ideas, games, cooking, wine

**Mike Simmons**

**Manager/Co-Owner, Underground Sound Inc.**  
 POB 120916, Nashville, TN 37212  
**615-242-2442** Fax: 615-242-8631  
 mike@undergroundsound.com  
 Simmons co-founded this company 13 years ago where he is operations manager and handles customer service for pro audio rentals • Guitars, amps, vintage microphones and outboard gear, computer recording



**Jon Small**  
**Producer/Director/Owner,**  
**Picture Vision**  
 209 10th Ave. S., #425  
 Nashville, TN 37203  
**615-244-2060**  
 jeaninesmall@aol.com  
 www.picturevisionpictures.com

Founded company over 20 years ago. Directs and produces live concerts, television specials, music videos, feature films and commercials for clients including HBO, CBS, NBC, CMT, MTV, VH-1 and PBS. Currently producing *Nashville Star* for USA Network. Has worked with artists in various musical genres including Garth Brooks, Billy Joel, Reba McEntire, Janet Jackson, Kenny Chesney, Toby Keith, Rascal Flatts and Jessica Simpson. Company also represents directors Trey Fanjoy, Brent Hedgecock, David McClister and Michael Salomon.  
 • NARAS, CMA, ACM • Golf, riding Harleys, car collecting, drums



**Gary W. Smith**  
**CEO; Smith, Wiles, & Co. P.C./**  
**Copyright Exchange LLC**  
 900 Division St.  
 Nashville, TN 37203  
**615-242-2727** Fax: 615-726-0223  
 gsmith@smithwiles.com  
 www.copyrightexchange.com

Smith has been with the company for 17 years where he handles business management, financial consulting, and publishing sales and consulting.  
 • NSAI, CMA, ACM • Golf, working out, cigars, wine, food, reading



**Hazel Smith**  
**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

CMT.com, 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.  
 • CMA, NARAS



**Clarence Spalding**  
**President, Spalding Entertainment**  
 1025 16th Ave. S., #303  
 Nashville, TN 37212  
**615-324-2380** Fax: 615-324-2381  
 cspalding@spaldingent.com  
 Runs Spalding Entertainment whose client roster includes

Brooks & Dunn, Terri Clark, and Ashley Monroe.  
 • ACM, CMA, NARAS • Tennis, golf, reading



**Neal Spielberg**  
**President, Spielberg Consulting**  
 6617 Ellesmere Rd  
 Nashville, TN 37205  
**615-353-9724** Fax: 615-352-5993  
 spielneal@comcast.net

Opened sales, marketing and distribution consulting company two years ago. Current clients include 903 Music, Equity Music Group, Lofton Creek, and Rattlesby Records. • CMA, ACM, Leadership Music Alumni  
 • Music, movies, baseball, horse racing

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**Phyllis Stark**  
**Nashville Bureau Chief, Billboard**  
 49 Music Sq. W.  
 Nashville, TN 37203  
**615-321-4284** Fax: 615-320-0454  
 pstark@billboard.com  
 www.billboard.biz

With the company more than 15 years, Stark writes, edits and assigns stories for all Billboard Information Group products including two magazines, and three websites. Oversees the Nashville operation. Previously served as Managing Editor for *Country Airplay Monitor* • Board—CMA, St. Jude Children's Research Hospital (Industry Advisory Board); Member—ACM, Leadership Music Alumni



**Keith Stegall**  
**Producer/Songwriter,**  
**Keith Stegall Enterprises**  
 2820 Erica Pl.  
 Nashville, TN 37204  
**615-292-7440** Fax: 615-292-0749  
 www.keithstegall.com

Songwriter penned the hits "Don't Rock The Jukebox" and "Love Of My Life." Produces Alan Jackson, George Jones, Jamie O'Neal, Brice Long, Tracy Byrd, and Catherine Britt, among others. Stegall previously served as Exec. VP, CCO A&R at Mercury Nashville. Named *Music Row's* 2002 Producer of the Year. • CMA, ACM

**Burt Stein**  
**Partner, Gold Mountain Entertainment**  
 2 Music Circle S., #212, Nashville, TN 37203  
**615-255-9000** Fax: 615-255-9001  
 burtstein@bellsouth.net  
 Manages Nanci Griffith, Ronnie Milsap, Vince Neil, Cowboy Crush and The Crickets



**Denise Stiff**  
**Owner/Manager, DS Management**  
 POB 121499, Nashville, TN 37212  
**615-385-3191** Fax: 615-385-3192  
 dsrmngt@bellsouth.net  
 This full-service artist management company was formed in 1996 and lists Alison Krauss & Union Station,

Jedd Hughes and The Peasall Sisters as clients. Also produces soundtrack-related concert tours. • Board—NARAS; Member—IBMA, CMA, NARAS



**Peter Strickland**  
**VP Sales, Warner Bros. Nashville**  
 20 Music Sq. E.  
 Nashville, TN 37203  
**615-748-8000** Fax: 615-214-1473  
 peter.strickland@wbr.com

Strickland has risen through the ranks to head Warner Nashville's marketing department which has seen success under his watch with Big & Rich and new comedy label Warner/Jack. An avid fan of new technology.



**James Stroud**  
**Chairman/Producer,**  
**UMG Nashville**  
 60 Music Sq. E.  
 Nashville, TN 37203  
**615-524-7500** Fax: 615-524-7612  
 james.stroud@umusic.com

Tapped by Steven Spielberg, Jeffrey Katzenberg and David Geffen to head DreamWorks in 1997. Became co-chairman of UMG, along with Luke Lewis, when DreamWorks merged with MCA and Mercury in 2004. *Music Row* magazine's 2003 Producer of the Year continues to produce artists Toby Keith, Darryl

Worley, Jessica Andrews, Jimmy Wayne, and Willie Nelson. • Board—ACM, CMA



**Ron Stuve**  
**VP A&R/GM, BMG Music Publishing**  
 1600 Division St., #225  
 Nashville, TN 37203  
**615-858-1300** Fax: 615-858-1330  
 ron.stuve@bmg.com

Oversees all aspects of BMG's music publishing operations including copyright exploitation and the signing of writers and artists. With company seven years. • CMA, Leadership Music, ACM



**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 Pres. of the GMA. Duties include management of both organizations, Exec. Producer of the Dove Awards and oversight of Gospel Music Week and GMA Music in the Rockies. • Board—GMA, CMATA, GMA Foundation; Member—NARAS, Leadership Music



**Bonnie Sugarman**  
**Sr. VP, APA Inc.**  
 3017 Poston Ave.  
 Nashville, TN 37203  
**615-297-0100** Fax: 615-297-4221  
 bsugarman@apanashville.com  
 With APA 22 years, Sugarman co-heads the Nashville office,

books entire roster and Christian roster for corporate dates, fairs, festivals and special events. Artists include Tanya Tucker, Bellamy Brothers, Crystal Gayle, The Spinners, Rick Springfield, Audio Adrenaline, Lee Greenwood, Larry the Cable Guy and The Newsboys. • Board—IEBA; First VP of NATD; Member—ACM, CMA, IAFE, NARAS, WFA, GMA • Yoga, photography, books, jazz, 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 the estate of Johnny Cash, Roy D. Mercer and Point of Grace. • Board—Nashville Screenwriter's Conference; 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 Promotions**  
 822 N. Main  
 Cleburne, TX 76033  
**817-641-7875** Fax: 817-641-7876  
 psvendsen@charter.net  
 In business since 1977, he

promotes records for Capitol, DreamWorks, Sony, Lyric Street, Warner Bros., BBR, and others. • ACM, CMA • Family, church, charity work, cars, golf



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

With this company 20 years. Works with songwriters, pitches songs and administers catalogs. Formerly a BMI staffer (1978-82) and Dir. of CMA's European operations (1983-84). • CMA, NARAS • Gardening, cooking, Tennessee Titans



**Bob Tittley**  
**Tittley and Associates**  
 900 Division St.  
 Nashville, TN 37203  
**615-255-1326** Fax: 615-254-4267  
 btittley@btittley.com  
 www.btittley.com

Heads Tittley and Associates whose roster includes Matt King, Aaron Lines, Ragsdale and Clay Walker. • CMA, ACM, NARAS

**Sarah Trahern**  
**VP Programming, GAC/Scripps Networks**  
 1110 16th Ave. S., Nashville, TN 37212  
**615-255-4620** Fax: 615-255-4618  
 strahern@gactv.com

Joined Scripps Networks two years ago and GAC less than a year ago. Oversees on-air programming, talent, and creative for Scripps' newest network. • Leadership Music, CMA • Hiking, tennis, movies



**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.ttvonline.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



**Van Tucker**  
**Sr. VP, Regions Financial Corp.**  
 21 Music Sq. W.  
 Nashville, TN 37203  
**615-726-4291**  
 van.tucker@regions.com

Tucker has over 25 years banking experience and was recently chosen to head Region's new Music Row office. Primary duty is Entertainment Industry Dir. • President-elect, Leadership Music • Music, running, yoga, food and film

**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 company for two years, Tunick manages the promotion department, where she handles client services, label consulting and promotes to national broadcast outlets. Clients currently include Randy Travis, Blaine Larsen, Miranda Lambert, Ricky Skaggs, Keni Thomas, The Kinleys, Hometown News, and the Oak Ridge Boys. • Advisory Board—Country Cares for St. Jude; Board—Make A Wish of Middle Tennessee; Member—SOURCE, BMI • Cantorial soloist and composer



**Dale Turner**  
**VP Promotion, Lyric Street Records**  
 1100 Demonbreun St., #100  
 Nashville, TN 37203  
**615-963-4858** Fax: 615-963-4862  
 dale.turner@disney.com  
 www.lyricstreet.com

Turner joined the company seven years ago where he oversees all aspects of the radio promotion department. • CMA, ACM • Antique jukeboxes, movie collector, sports, fishing



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

Celebrating its 13th 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: 615-321-2700  
 cal.turner@cal4.com  
 www.cal4.com

Turner, who oversees operations, launched this independent publishing company seven years ago. Also partners with Refugee Management International, Dualtone Records and Song Garden. • Board—Leadership Music; Member—CMA, ACM, NARAS, past Pres. W.O. Smith School • German cars, outdoors, spending time with sons

**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 eight 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., #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. • Board—NSF; Member—Leadership Music, CMA, NSAI



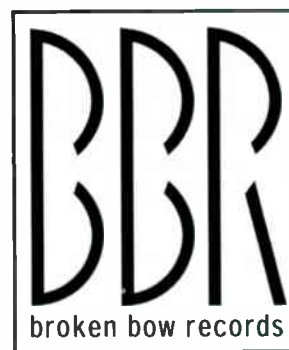
**Jim Van Hook**  
**CEO/Dean, Word Entertainment/**  
**Mike Curb College of Entertainment/**  
**Music Business**  
 1900 Belmont Blvd.  
 Nashville, TN 37212  
**615-460-5504** Fax: 615-460-5516  
 www.belmont.edu

jim.vanhook@wordentertainment.com  
 Van Hook currently enjoys a unique dual role. He joined Word Entertainment in 2004 to oversee its strategic development while continuing his Belmont duties which began in 2003. 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. • GMA, NARAS, CMA, Country Music Hall Of Fame

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Sincerely,  
 Bernard Porter  
 President & CEO



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**Ben Vaughn**  
**VP Writer & Artist Development,**  
**EMI Nashville**  
 35 Music Square E.  
 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



**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 over 20 years.

Supervises, produces and co-writes national, local and cable TV show themes and new music for the firm that has won numerous awards including a Clio, ADDYs and Emmys. Recent clients include NBC-TV, A&E, ABC Sports, CBS-TV, Animal Planet, Chicago Bulls, WGN-TV, History Channel, HBO and HGTV. The 615 Music Library features over 250 discs across four libraries, including 615 Platinum and Gold series, Production Elements, Kingsize Library, Music Shop and Music Gallery, 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 37212  
**615-269-7071** Fax: 615-269-0131  
 jwalker@aristomedia.com  
 www.aristomedia.com

Established company in 1980, five years after moving from native Sydney, Australia. AristoMedia offers conventional and Internet publicity and media consulting, as well as video promotion, distribution and duplication. Marco Promotions specializes in secondary radio promotion and club/venue marketing through its Club Connection division. Jeff Walker & Associates, Inc. provides television advertising placement. The Goodland Group comprises six publishing companies including the Walkabout Music Group. A recipient of the 1996 CMA Pres.'s Award and CCMA's 1998 Leonard T. Rambeau International Support Award. • Chairman—CMA Global Markets Task Force; Board—CRB, CMA, ACM, NARAS; 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, Iuka, MS 38852  
**662-427-9504** Fax: 662-427-9507  
 rustywalk@aol.com  
 Has had company over 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**  
 914 Battery Ln.  
 Nashville TN 37220  
**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



**Trisha Walker-Cunningham**  
**President,**  
**Trisha Walker International**  
 2119 Blair Blvd.  
 Nashville, TN 37212  
**615-269-0856**  
 twinashvil@aol.com  
 Co-manages Koch artist Eric

Heatherly with Wayne Halper. A native of Britain who has been based in Nashville for 26 years. Assisted in signing Heatherly with AGR/Universal and specializes in the overseas market, producing festivals and tours. Has taken more than 250 artists overseas. Co-founded the Gstaad Festival in Switzerland 17 years ago. First recipient of CMA's Jo Walker-Meador International Achievement Award. • Leadership Music, SOURCE, CMA • Journalism, travel, home decorating, animals, gardening



**Carla Wallace**  
**Co-Owner/VP Creative,**  
**Big Yellow Dog Music**  
 1313 16th Ave. S.  
 Nashville, TN 37203  
**615-385-3130** Fax: 615-385-0277  
 bydmusic@bellsouth.net

Joined publishing company in 1998. Current roster lists Mindy Smith, John Scott Sherrill, Shawn Camp, Josh Kear, Karyn Rochelle and Sonya Issacs. • NARAS, SOURCE, CMA • Competitive hiking, Ladies Lawn Mower Pull in Dickson County



**Caryn Wariner**  
**Director Publishing/President,**  
**Steve Wariner Music/**  
**SelecTone Records**  
 320 Main St., #210  
 Franklin, TN 37064  
**615-591-8930** Fax: 615-591-8932  
 cwariner@stevewariner.com

www.stevewariner.com  
 Heads up record label team and oversees all aspects of publishing company. • National Music Publishers Association • Photography, baseball



**Douglas Waterman**  
**Editor, American Songwriter**  
 50 Music Sq. W., #604  
 Nashville, TN 37203  
**615-321-6096** Fax: 615-321-6097  
 dwaterman@americansongwriter.com  
 www.americansongwriter.com

Waterman joined the magazine more than two years ago where he handles advertising, sales, marketing and acts as editor. Also a freelance writer for RollingStone.com, *Relix* magazine and others. • CMA • Fly fishing, racquetball, collecting music, guitar, occasional songwriting

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

With RCA over 20 years, Waugh has spent six 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**  
**VP A&R, Warner/Chappell**  
 20 Music Sq. E.  
 Nashville, TN 37203  
**615-733-1880** Fax: 615-733-1885  
 kos.weaver@warnerchappell.com  
 With company over 5 years.

Oversees writer/artist development, pitches songs. Formerly with Starstruck. • ACM, CMA, Leadership Music • Golf, fishing



**Kirt Webster**  
**Owner, Webster & Associates**  
 POB 23015, Nashville, TN 37212  
**615-777-6995** Fax: 615-369-2515  
 kirt@websterpr.com  
 www.websterpr.com

Ten-year-old publicity and community relations firm that represents Hank Williams Jr., Mark Chesnutt, Joe Diffie, Lee Greenwood, Crystal Gayle, Aaron Tippin, Forty5 South and many others. • Board—ACM, IEBA; Member—CMA

**Scott Welch**

**Partner, Mosaic Media Group**  
 24 Music Sq. W., Nashville, TN 37203  
**615-255-8649** Fax: 615-255-8651  
 scott@swelchmgt.com

Represents LeAnn Rimes, Collective Soul, Bobby Pinson, Jon Nicholson and Carolyn Dawn Johnson.



**Dwight P. Wiles**  
**Partner, Smith, Wiles & Co. P.C./**  
**Copyright Exchange LLC**  
 900 Division St.  
 Nashville, TN 37203  
**615-242-2727** Fax: 615-726-0223  
 dwiles@smithwiles.com  
 www.copyrightexchange.com

Wiles has been with company for over ten years. Provides accounting and business management through Smith, Wiles & Co. Also provides comprehensive services to buyers and sellers of music-related copyright catalogs through Copyright Exchange. • CMA, ACM, NARAS • Biking, mountain climbing



**Brian Williams**  
**Sr. VP/Director Entertainment**  
**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 21 years, Williams directs a diverse group of Entertainment Banking units including music units in Nashville, Atlanta and Miami and motorsport units in Charlotte and Daytona Beach. • Pres.—Country Music Retirement Community; Trustee—CMF; Board—Nashville Songwriter's Foundation; MTSU College of Mass Communication Board of Visitors; Member—CMA, NARAS • NASCAR, Boating, running, and racing



**Dan Williams**  
**Owner,**  
**Dan Williams Music and Motion**  
 209 10th Ave. S., #434  
 Nashville, TN 37203  
**615-742-7474** Fax: 615-244-5888  
 dan@danwilliamsmusic.com  
 www.danwilliamsmusic.com

Multiple award-winning composer and producer of radio and TV commercials started the business 20 years ago where his best known works include Red Lobster ("The Seafood Lover In You") and Taco Bell ("Run For The Border"). Produced the soundtrack for the movie *Folley Island*, which won best new comedy at the 2001 New York Film Festival. Current clients include Ford, Clorox, Tennessee Lottery, Shoney's, Toyota, Mastercard, and Maker's Mark. • BMI, SAG, AFM, AFTRA, CMA, NARAS • Sports, Martial arts



**Darlene Williams**  
**VP, What A Trip! Inc.**  
 1605 17th Ave. S., #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 28 years, with Master Mix for 22 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 this six-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**  
 3322 West End Ave., Fl. 11  
 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 six years. • ACM, CMA, NARAS, ASCAP



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

Manages the RCA Promotion department. With the company over 16 years, and

has spent more than a decade at the Nashville operation. • ACM, CMA, Leadership Music • Boating at lake with family



**Wally Wilson**  
**President, Skyline Music**  
 1214 17th Ave. S.  
 Nashville, TN 37212  
**615-320-7052** Fax: 615-320-7069  
 wallyskylinemusic@comcast.net  
 Wilson opened company in 2004

with Paul Worley, Glen Morgan and Chip Voorhis. He oversees daily operations, public relations, creative services, and songwriters. • CMA, ACM, BMI, ASCAP, NARAS, AFM • Motorcycles, hunting, painting, writing



**Tim Wipperman**  
**Chief Creative Officer,**  
**Equity Music Group**  
 1222 16th Ave. S.  
 Nashville, TN 37212  
**615-695-2350** Fax: 615-695-2359  
 twipperman@equitymusicgroup.com  
 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**  
 803 Bradford Ave.  
 Nashville, TN 37204  
**615-254-4828** Fax: 615-254-4884  
 leonardmr@wolfmusic.com  
 www.wolfmusic.com

Formed company 14 years ago where he composes and produces music for TV and advertising. Clients include Servpro, Bridgestone, Blue Cross, Gospel Music Channel, Fishing University, and Tennessee Lottery. • NSAI, NATAS, NARAS, NCO • Enjoys live gigs with Jaimee Paul, Funky Chillin' and Jon Yudkin's Chainsmokin' Alterboys

**Connie Woolsey**

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



**Erv Woolsey**  
**CEO, The Erv Woolsey Agency**  
 1000 18th Ave. S.  
 Nashville, TN 37212  
**615-329-2402** Fax: 615-327-4917  
 erv@erwoolsey.com

Manages George Strait, Lee Ann Womack, Amber Dotson, John Michael Montgomery, Robert Lee, Andy Griggs, Clint Daniels, Diarks 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, as well as

Martina McBride and Sara Evans. • Board of Directors, Nashville Chamber Orchestra; Member—CMA, ACM, NARAS • Music, motorcycles, reading



**Jules Wortman**  
**Sr. VP Publicity, Warner Bros.**  
 20 Music Sq. E.  
 Nashville, TN 37203  
**615-214-1500** Fax: 615-214-1545  
 jules.wortman@wbr.com  
 www.wbr.com

Joined Warner Bros. to head up publicity department in 2002. Oversees all PR campaigns for WB 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/Producer,**  
**Sony Music Nashville**  
 34 Music Sq. E.  
 Nashville, TN 37203  
**615-742-5726** Fax: 615-742-5739  
 mark.wright@sonybm.com

Wright joined Sony Nashville in 2003 where he identifies and signs new artists, heads A&R and A&R administration departments. Producer for Gretchen Wilson, Gary Allan, Susan Haynes, Jace Everett, Brice Long and Ashley Monroe. 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; Member—Salvation Army, NARAS, CMA, ACM, NSAI, Leadership Music

**James Yelich**  
**GM/Agent, Monterey Peninsula Artists**  
 124 12th Ave. S., #410, Nashville, TN 37203  
**615-251-4400** Fax: 615-251-4401



james@mpanashville.com  
 Yelich heads the Nashville office whose roster includes Toby Keith, Travis Tritt, Montgomery Gentry, Rodney Atkins, Sawyer Brown, Uncle Kracker, Shooter Jennings, Blaine Larsen, Del McCoury Band, Nitty Gritty Dirt Band and Ricky

Skaggs among others. • Board—CMA; Member—NARAS, ACM; Partner—eventbooking.com; • Golf, travel, real estate



**Kyle Young**  
**Director, Country Music Hall of Fame and Museum**  
 222 5th Ave. S.  
 Nashville, TN 37203  
**615-416-2001** Fax: 615-255-2245  
 kyoung@countrymusichalloffame.com  
 www.countrymusichalloffame.com

With the museum 29 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; Member—NARAS, Leadership Nashville, Leadership Music, Chairman for Metropolitan Tourism & Convention Center Commission, Nashville's Agenda Steering Committee, Co-Chair for Music Row Community Committee of the Nashville Symphony Concert Hall, American Association of Museums, Rotary Club



**Debbie Zavitsou**  
**Co-Owner, Zavitsou Music Group LLC/Rannus Records**  
 1902 Wedgewood Ave.  
 Nashville, TN 37212  
**615-371-4346** Fax: 615-327-1748  
 zavitsoumusicgroup@comcast.net  
 Opened company two years ago.

Handles day-to-day operations of publishing company and A&R for record label. Current clients include Tiffany Goss, and Roger Marshall & The Law. • CMA, ACM, SOURCE, Chicks with Hits • Supports the International Justice Mission and the war against human trafficking.



**Jim Zumwalt**  
**Sr. Partner;**  
**Zumwalt, Almon & Hayes PLLC**  
 1014 16th Ave. S.  
 Nashville, TN 37212  
**615-256-7200** Fax: 615-256-7106  
 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 • Tennis, history



**Rolff Zwiep**  
**Manager, Blackbird Audio Rentals**  
 2805 Bransford Ave.  
 Nashville, TN  
**615-279-7368**  
 rolff@blackbirdaudiorentals.com  
 www.blackbirdaudiorentals.com  
 With company one year. Manages

pro audio rentals, customer service and sales, for clients that include record labels, producers, engineers, and studios. • Board—NAPRS • Computers, woodworking, home improvement, music, fine wine, espresso

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## LABEL STAFF APPENDIX

### Broken Bow Records

209 10th Ave., #230, Nashville, TN 37203

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

www.brokenbowrecords.com

Benny Brown, Pres./CEO

Paul Brown, Sr. VP Legal & Financial Affairs

Jim Yerger, Sr. VP Mktg.

Brad Howell, GM

Jon Loba, VP Natl. Promo.

Larry Shell, VP A&R

Rick Shedd, Dir. Sales Mktg. & Manufacturing

Summer Harman, Dir. Publicity

Jenifer Herrington, Publicity Asst.

Juli Newton, Creative Dir. Magic Mustang Music

Tony Benken, Dir. Natl. Promo.

Shelley Hargis, Dir. Reg. Promo. SW

Layna Bunt, Dir. Reg. Promo. West Coast

Lee Adams, Sr. Dir. Reg. Promo. NE

D. Scott Miller, Sr. Exec. VP

Tonya Johnson, Admin. Asst./Receptionist

Cindy Yerger, Website Coord.

Christine Brinneman, Mktg. Coord.

Tina Crawford, Coord. A&R/Promo.

**Artists:** Craig Morgan, Lila McCann, Chad Austin, Jason Aldean, Megan Mullins, Fidel Hernandez, Robert Lee

### Capitol Records Nashville

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

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

www.capitolnashville.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 Services

Michelle Hall, Mgr. Creative Services & InterNatl.

Suzanne Negri, Mgr. Mktg.

Denise Arguijo, Production Mgr.

**Promotion Department:** Bill Catino, Exec. VP

Morgan Petek, Exec. Asst. to Exec. VP

Brent Jones, Coord. Promo.

Jimmy Harnen, Sr., 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:**

Judy McDonough, 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, Dierks Bentley, Garth Brooks,

Luke Bryan, Chris Cagle, Rodney Carrington, Eric Church, Merle Haggard, Jennifer Hanson, The Jenkins, Amber Dotson, Chris LeDoux, Roy D. Mercer, Jamie O'Neal, Kenny Rogers, Ryan Shupe & the Rubberband, Keith Urban, Emily West, Tim Wilson

### Curb Records

48 Music Sq. E., Nashville, TN 37203

615-321-5080 Fax: 615-327-1964 • www.curb.com

Drew Alexander, Creative Dir. Publishing

Micha Behymer, Mechanical Licensing & Label Copy

Aaron Bowlin, Tape Services & Music Coord.

John Butler, Sr. Dir. Christian Promo. & Mktg.

Liz Cavanaugh, VP Publicity

Courtney Childress, Dir., Human Resources

Benson Curb, VP Sales

John Curb, West Coast Reg. Promo. Curb/Asylum

Mike Curb, Chairman

Rob Dalton, VP Promo. Curb/Asylum

Tanya DuReaux, Mechanical Royalties Licensing

Devin Durrant, Sr. Dir. Pop Promo.

Jeff Edmondson, VP Finance

Kathy Flanigan, Royalty Admin.

Phil Gernhard, Sr. Consultant

Jill Gleason, Promo. Coord. Curb

Dennis Hannon, Exec. VP/GM

Michael Huddleston, Chief Financial Officer

Carson James, VP Promo./Media Strategy Curb

Doug Johnson, VP A&R

Becky Judd, Exec. Asst.

Kris Lamb, Promo. Coord. Curb/Asylum

Justin Luffman, Tape Services & Music Asst.

Kelly Lynn, A&R Music Consultant

Karen McGuire, Midwest Reg. Promo. Curb

R.J. Meacham, NE Reg. Promo. Curb/Asylum

Eric Mellencamp, Secondary Promo. Curb/Asylum

Adrian Michaels, SW Reg. Promo. Curb/Asylum

John Nemoj, Dir. Legal Affairs

Joe O'Donnell, West Coast Reg. Promo. Curb

John Ozier, A&R Coord., Publishing Asst.

April Rider, Natl. Dir., Promo.

Christy Robinson, Publishing Royalties

Rick Rockhill, NE Reg. Promo. Curb

Mike Rogers, Dir. Promo. SE Curb/Asylum

Bryan Stewart, VP A&R

Portis Tanner, Creative Mgr. Publishing

Jeff Tuerff, VP Mktg.

Blair Vickroy, Mktg. & Creative Coord.

Angie Warren, Accounts Payable

Mark Westcott, Midwest Reg. Promo. Curb/Asylum

Craig White, Studio Engineer

Eva Wood, VP Field Promo.

**Artists:** Rodney Atkins, Blue County, Lisa Brokop,

Jeff Carson, Cowboy Crush, Amy Dalley, Billy Dean,

Tyler Dean, Steve Holy, Hal Ketchum, Lyle Lovett,

Tim McGraw, Jo Dee Messina, LeAnn Rimes,

Sawyer Brown, Trick Pony, Trini Triggs, Hank

Williams Jr., Hank Williams III, Wynonna

### Dualtone Music Group

1614 17th Ave. S., Nashville, TN 37212

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

www.dualtone.com

Scott Robinson, Co-Pres.

Dan Herrington, Co-Pres.

Nancy Quinn, GM

Paul Roper, Mgr. Artist Dev./Operations

Joey Lusinski, Coord. Artist Dev.

Lori Kampa, Head Radio Promo.

**Artists:** BR549, Charlie Robison, John Arthur

Martinez, June Carter Cash, Nitty Gritty Dirt Band,

The Silos, Roger Creager, Rodney Foster, Deryl

Dodd, Jim Lauderdale, Cowboy Jack Clement, Jeff

Black, Chris Knight, Darden Smith, Warren Zanes,

Rosco Gordon, Hayseed Dixie, The Greencards,

Chely Wright

### EMI CMG Label Group

POB 5010, Brentwood, TN 37024

615-371-6800

Bill Hearn, Pres./CEO

Linda Soto, Exec. Asst.

Holly Whaley, Dir., Corporate Comm.

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, Jacy 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

### Koch Records

1709 19th Ave. S., Nashville, TN 37212

615-269-4500 Fax: 615-269-0330

www.kochnashville.com

Nick Hunter, GM

Chuck Rhodes, Dir. Creative Services

Jack Purcell, Dir. Promo./Mktg.

Bill Rix, Dir. Mktg. Alternative

Amy Murray, Dir. Mktg. Bluegrass

Kim Drummond, New Media

**Artists:** John Anderson, The Charlie Daniels Band,

Cledus T. Judd, Hacienda Brothers, Robert Earl

Keen, David Lee Murphy, Maia Sharp, Daryle

Singletary, Dale Watson, Dallas Wayne, Dean Miller,

Robert Gordon, Eric Heatherly

### Lyric Street Records

1100 Demonbreun St., #100, Nashville, TN 37203

615-963-4848 Fax: 615-963-4846

www.lyricstreetrecords.com

Kirk Boyer, Dir. A&R

Heather Conley, Mktg. Mgr.  
Theresa Durst, Dir. Reg. Promo. SE  
Randy Goodman, Pres.  
Robin Gordon, Sr. Mgr. A&R Admin.  
Ashley Heron, Mktg. Coord.  
Kevin Herring, VP Natl. Promo.  
Doug Howard, Sr. VP A&R  
Renee Leymon, Dir. Natl. Promo.  
Chris Loss, Dir. Reg. Promo. West Coast  
Greg McCarn, VP Mktg.  
Chris Palmer, Dir. Reg. Promo. Midwest  
Teresa Russell, Mgr. Label Operations  
Tonya Stroud, Exec. Asst.  
Neda Tobin, Dir., Dir. Reg. Promo. SW  
Jennifer Thorpe, Dir. Reg. Promo. NE  
Dale Turner, VP Promo. Admin.  
**Artists:** Josh Gracin, Kerry Harvick, Brian McComas, Ragsdale, Rascal Flatts, SheDAISY, Aaron Tippin

### Provident Music Group

741 Cool Springs Blvd., Franklin, TN 37067  
**615-261-6500** • www.providentmusic.com  
Terry Hemmings, Pres./CEO  
Jacquelyn Marushka Smith, VP Public Relations  
Dean Diehl, Sr. VP Mktg.  
Robert Beeson, Sr. VP A&R  
Nina Williams, VP Label Operations  
Andrew Patton, VP Natl. Promo.s  
Blaine Barcus, VP A&R  
Jen King, A&R/Special Markets  
Jason McArthur, A&R Dir.  
Alisha Swindle, Publicist  
Abby Oliver, Publicist  
**Artists: Essential:** Bebo Norman, Caedmon's Call, Day of Fire, FFFH, Jars of Clay, Krystal Meyers, Olivia the Band, Third Day, Overflow; **Reunion:** Michael W. Smith, Joy Williams, Casting Crowns, Brian Littrell

### RCA Label Group

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 Services  
Alison Booth, Sr. Dir. A&R Admin.  
Allen Brown, VP Media Mktg.  
Jo Beth Burrell, Sr. Analyst Finance  
Jim Catino, Dir. A&R  
Tammie Harris Cleek, Admin. Creative Services  
Cheri Cranford, Admin. Label Operations  
Donna Duarte, Asst. to Chairman  
Dustin Eichten, Mktg. Mgr.  
Jon Elliot, VP RCA Artist Dev./Mktg  
David Fitzgerald, Mgr. Field Mktg. & Sales  
Rachel Fontenot, Mgr. RCA Artist Dev./Mktg  
Joe Freel, Admin. A&R Admin.  
Joe Galante, Chairman  
Cynthia Grimson, Associate Dir. Media Mktg.  
Caryl Healey, Mgr. Sales  
Cindy Heath, Sales Product Mgr.  
Tiffany Swinea, Admin. A&R  
Duane Hobson, Coord. A&R  
Cara Hudson, Receptionist  
Wade Hunt, VP Creative Services  
John Johnson, Mgr. A&R  
R.G. Jones, Mgr. Market Research  
Annabelle Lin, Assoc. Finance Analyst  
Debbie Linn, Sr. Dir. BNA Artist Dev./Mktg  
Lawrence Loring, Mgr. Recorded Media & Archive  
Cindy Mabe, Dir. Arista Artist Dev./Mktg  
Astrid Herbold May, Art Dir.  
Heather McBee, Dir. New Media & Market Research  
Mindi McCormick, Associate Dir.  
Lori McCurry, Admin. Finance  
Chris Melancon, Publicist  
Gasper Milazzo, Sr. Dir. Natl. Sales

Carole Ann Mobley, Sr. Dir. A&R  
Matt Petty, Admin. New Media  
Mike Rivers, Dir. Field Mktg./Sales  
Leslie Roberts, Mgr. A&R  
Kates Rogers, Coord. Finance  
Cary Ryan, Dir. Production  
Scott Safford, Associate Dir. Legal & Business Affairs  
Jim Sailby, VP Sales  
Jonathan Sayles, Temp. BNA Artist Dev.  
Kimberly Stasiak, Coord. Business/Legal Affairs  
Ben Sterling, Temp. Admin. Tickets/Itinerary  
Andrew Stines, Business Analyst  
Katherine Stratton, Designer  
April Taylor, Mgr. Arista Artist Dev./Mktg  
Wes Vause, Dir. Media Mktg.  
Butch Waugh, Exec. VP  
Melanie Wetherbee, Media Specialist  
Kathy Woods, Sr. VP Legal/Business Affairs  
**ARISTA:** Teddi Bonadies, Sr. Dir. Natl. Promo.  
Alicia Catron, Promo. Coord.  
Jeri Detweiler, Dir. Reg. Promo.  
Dawn Ferris, Mgr. Reg. Promo SW  
Bryan Frasher, Mgr. Reg. Promo.  
David Friedman, Mgr. Reg. Promo NE  
Lori Hartigan, Dir. Reg. Promo West  
Bobby Kraig, VP Natl. Promo.  
Ken Rush, Dir. Reg. Promo SW  
Lesly Somerville, Mgr. Reg. Promo Midsouth  
**BNA:** Tom Baldrica, VP Natl. Promo.  
Britta Coleman, Mgr. Label Operations  
Dave Dame, Mgr. Reg. Promo. West  
Scot Michaels, Dir. Reg. Promo. West  
Tony Morreale, Mgr. Reg. Promo. SE  
Rick Moxley, Sr. Dir. Natl. Promo.  
Jimmy Rector, Mgr. Reg. Promo. NE  
Christian Svendsen, Mgr. Reg. Promo. SW  
Jean Williams, Mgr. Reg. Promo. N Central  
**RCA Records:** Doug Baker, Dir. Reg. Promo. SE  
David Berry, Mgr. Reg. Promo. SW  
Keith Gale, Sr. Dir. Natl. Promo.  
Matt Galvin, Mgr. Reg. Promo. West  
Melissa Grayson, Coord. Natl. Promo.  
Cheri Martin, Dir. Radio & Internet Promo.  
Dan Nelson, Mgr. Reg. Promo. NE  
Mike Sirls, Dir. Reg. Promo. MW  
Ted Wagner, Dir. Reg. Promo. Mid Atlantic  
Mike Wilson, VP Promo.  
**Artists: Arista:** Keith Anderson, Brooks & Dunn, Diamond Rio, Rebecca Lynn Howard, Alan Jackson, Carolyn Dawn Johnson, Brad Paisley, Phil Vassar  
**BNA:** Tracy Byrd, Kenny Chesney, Morgane Hayes, Aaron Lines, Lonestar, Blaine Larsen **RCA:** Alabama, Jeff Bates, Catherine Britt, Sara Evans, Andy Griggs, Martina McBride, Bobby Pinson, The Wrights

### 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, Malibu Storm, Doyle Lawson & Quicksilver, and more

### Sony Music Nashville

34 Music Sq. E., Nashville, TN 37203  
**615-742-4321** • www.sonymusic.com  
**Executives:** John Grady, Pres.  
Susan Myers, Exec. Asst. to John Grady  
Jeff Allen, VP Finance  
**A&R Department:** Mark Wright, Exec. VP A&R  
Clay Bradley, VP A&R  
Sarah Brosmer, Supervisor A&R  
Mark Brown, Sr. Dir. A&R  
Tracy Gershon, Sr. Dir. A&R  
Allison Fundis, Asst. to Tracy Gershon  
Carie Long, Associate Dir. A&R  
Cooper Samuels, A&R Coord.

**A&R Administration:** Kay Smith, VP A&R Admin.  
Deb Castle, Supervisor A&R  
Tonya Derry, Mgr. A&R Admin.  
Airik Sanders, Vault Clerk  
Joe Simpson, Coord. A&R Admin.

### Marketing/Creative Services:

Deb Haus, VP Mktg. Artist Dev.  
Tracy Fleaner, Sr. Art Dir.  
Margie Hunt, Sr. Dir. Mktg.  
Kim Markochick, Sr. Dir. Mktg.  
Laura McKinley, Mktg. Coord.  
Sylvia Meiler, Exec. Asst.  
Tanya Welch, Associate Dir. Mktg.  
Megan Willoughby, Jr. Art Dir.

### Media Department:

Craig Campbell, Dir. Press/Publicity  
Anita Mandell, Dir. Press/Publicity  
Amy Willis, Media Coord.  
Shawn Williams, Dir. New Media  
**MIS:** Troy Barnett, MIS Mgr.

### Office Administration:

Crystal Hogg, Mgr. Office Admin.  
Larry Raymond, Facilities Mgr.  
Robert Weedman, Receptionist

### Promotion Department:

**Columbia:** Larry Pareigis, Sr. VP Columbia Promo.  
Tom Moran, Natl. Dir. Columbia Promo.  
Ryan Barnstead, Reg. Columbia Promo. Mgr. NW  
Jon Conlon, Reg. Columbia Promo. Mgr. West  
Jack Christopher, Reg. Columbia Promo. Mgr. NE  
Mark Janese, Reg. Columbia Promo. Mgr. SW  
Jordan Pettit, Columbia Promo. Coord.  
Lloyd Stark, Reg. Columbia Promo. Mgr. SW  
**Epic:** Bill Macky, VP Epic Promo.  
Buffy Cooper, Natl. Dir. Epic Promo.  
Rhonda Christensen, Reg. Epic Promo. Mgr. West  
Rick Hughes, Reg. Epic Promo. Mgr. SE  
Bo Martinovich, Reg. Epic Promo. Mgr. Midwest

## PART TIME FACULTY

needed for Summer and Fall 2005  
in Music Business and Music  
Production concentrations.

## Middle Tennessee State University

### MINIMUM QUALIFICATIONS:

Masters degree required/doctorate preferred. Professional experience and university teaching experience preferred. **Production & Technology:** Teach in one or more of basic and advanced music recording, audio post production, mastering/authoring, and sound track design. **Music Business:** Teach in one or more of copyright law, songwriting, music publishing, history of the recording industry.

### SEND APPLICATION MATERIALS TO:

Nathan Adam, Assistant Chair  
Department of Recording Industry  
P. O. Box 21, Murfreesboro, TN 37132  
Review begins May 1 and  
continues until filled.

Jason Rockhill, Epic Promo. Coord.  
Elizabeth Sledge, Reg. Epic Promo. Mgr. East  
**Sales Department:** Dale Libby, Sr. VP Sales  
Justin Uselton, Sales Coord.  
**Artists:** **Columbia:** Jessi Alexander, Mary Chapin  
Carpenter, Shelly Fairchild, Buddy Jewell,  
Montgomery Gentry, Travis Tritt, Trent Willmon, Van  
Zant, Brice Long, Ashley Monroe; **Epic:** Rodney  
Crowell (Epic/DMZ), Susan Haynes, Miranda  
Lambert, Patty Loveless, Jon Randall, Christy  
Sutherland, Gretchen Wilson, Jace Everett

### Sugar Hill Records

120 31st Ave. N., Nashville, TN 37203  
**615-297-6996** • www.sugarhillrecords.com  
Steve Fishell, Dir. A&R  
Kim Fowler, VP  
Molly Nagel, Dir. Publicity

**Artists:** Terry Allen, Sam Bush, Guy Clark, Grey  
DeLisle, The Duhks, The Gibson Brothers, Albert  
Lee, Sonny Landreth, Scott Miller, Jim Mills, Allison  
Moore, Nashville Bluegrass Band, Nickel Creek,  
Tim O'Brien, Maura O'Connell, Dolly Parton,  
Reckless Kelly, Bryan Sutton, Chris Thile, Greg  
Trooper, Sean Watkins, Doc Watson

### UMG Nashville

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

**Executive Department:** Luke Lewis, Chairman  
Erin Mason, Exec. Asst. to Chairman  
James Stroud, Chairman  
Tammy Luker, Exec. Asst. to Chairman  
Ken Robold, Exec. VP/GM

Kera Jackson, Admin Asst. to EVP, GM

**A&R Department:** Allison Jones, VP A&R  
Brian Wright, Dir. A&R

Stephanie Wright, Mgr. A&R Admin.

Doug Rich, Mgr. A&R Admin.

BJ Hill, Coord. A&R

### Artist/Media Relations/Creative Services:

Jason Owen, Sr. VP Artist/Media Relations and  
Creative Services

Regina Stuve, Dir. Artist/Media Relations

Amber Williams, Mgr. Artist/Media Relations

Leigh Morrison, Coord. Artist/Media Relations

Fount Lynch, Admin. Asst. Artist/Media Relations

Jill Ettinger, Mgr. Tour Press

### Creative Services/Video Department:

Retta Harvey-Hatfield, VP Video Prod.

Karen Naff, Dir. Creative Services

Craig Allen, Dir. Creative Services

Erica Irwin, Coord., Creative Services & Special Events

### Finance & Administration Department:

Danny Bess, VP Finance/Controller

Trey Dunaway, Dir. Finance

Katherine Beakes, Sr. Accountant

Jenny Wallace, Dir. Admin. Services

Ellen Powers, VP Recording Admin. & Mkt. Admin.

Cat Covell, Mgr. Recording Admin. & Mkt. Admin.

Shannon Hopper, Assoc. Dir. Recording Admin. &  
Mkt. Admin.

Todd Fennell, Dir. Prod.

Laura Melrose, Mgr., Prod.

Kate LaMaster, Admin. Asst. Prod.

Tim Faulk, Mailroom Supervisor

### Marketing & Sales Department:

Ben Kline, Sr. VP Sales & Mktg.

Parker Nusbickel, Coord. Sales & Mktg.

Pam Russell, VP Sales & Field Mktg.

Jeff Stoltz, Dir. Sales & Analysis

Kelly Rich, Natl. Dir. Sales & Field Mktg.

Tom Lord, Sr. Dir. Mktg.

Emmie Anderson, Dir. Mktg.

Niki Breazeale, Mgr. Mktg.

Heather Mills, Admin. Asst. Mktg.

Melissa McAllister, Admin. Asst. Mktg.

Brent Bowers, Admin. Asst. Mktg.

### New Media Department:

Mike Deputato, Dir. New Media

D'Ette Brosius, Mgr. New Media

### Promotion Department:

Bill Catino, Exec. VP Natl. Promo.

Sally Green, Coord., Promo.

John Zarling, Mgr. Charts & Syndication

**DreamWorks:** Bruce Shindler, VP Natl. Promo.

George Briner, VP Field Promo.

Suzanne Durham, Sr. Dir. NE Reg. Promo.

Lisa Owen, Sr. Dir. West Coast Reg. Promo.

David Newmark, Sr. Dir. SW Reg. Promo.

Katharine Hodges, Mgr. Secondary Promo.

**Mercury:** John Ettinger, VP Natl. Promo.

Pat Surnegie, VP West Coast Promo.

Damon Moberly, Sr. Dir. NE Reg. Promo.

Haley McLemore, Dir. SW Reg. Promo.

Charlie Dean, Dir. Midwest Reg. Promo.

Katie Wright, Admin. Asst. Promo.

**MCA:** Royce Risser, VP Natl. Promo.

Louie Newman, Sr. Dir. Reg. Promo. SE

Marlene Augustine, Sr. Dir. Reg. Promo. West

Joe Putnam, Mgr. Reg. Promo. NE

E.J. Bernas, Mgr. Reg. Promo. SW

JoJamie Hahr, Coord. Promo.

**Lost Highway:** Kim Buie, VP A&R

Eric Dout, Coord. A&R

Jim Flammia, VP Artist & Media Relations

Andy Nelson, VP Mktg. & Artist Dev.

Cristie Buffington, Coord. Mktg.

Ray DiPietro, VP Adult Alternative Promo.

**Artists:** **DreamWorks:** Jessica Andrews, Tori Baxley,

Hot Apple Pie, Jimmy Wayne, Richie Jones, Toby

Keith, Tracy Lawrence, Willie Nelson, Gary Nichols,

Darryl Worley **Mercury:** Steve Azar, Calaisa, Terri

Clark, Billy Currington, Julie Roberts, Sugarland,

Shania Twain **MCA:** Gary Allan, Vince Gill, Hanna-

McEuen, Jedd Hughes, Reba McEntire, George

Strait, Josh Turner, Lee Ann Womack, Trisha

Yearwood **Lost Highway:** Ryan Adams, Mary

Gauthier, Tift Merritt, Glen Phillips, Lucinda

Williams, Johnny Cash (American), Jayhawks

(American), Lyle Lovett (Curb)

### 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

Susan Levy, VP Artist Dev.

Karin Cupit, Natl. Mgr. Sales & Mktg.;

Mike Owens, Dir. A&R

Emily West, Mgr. Artist Dev.;

Michael Powers, Sr. VP Natl. Promo.

Nathan Cruise, SE Reg. Promo. Mgr.

Kevin Erickson, Dir. Natl. AAA Promo./Reg. Promo.

Mgr. Midwest

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.

Allan Mitchell, Secondary Promo.

**Artists:** Joe Nichols, Katrina Elam, Bering Strait,

Matthew West, The Notorious Cherry Bombs, Cross

Canadian Ragweed, Matt Jenkins, Amanda

Wilkinson, Holly Williams, George Canyon, Lee Roy

Parnell, Shooter Jennings, Marty Stuart

### Vanguard/Welk Music Group

120 31st Ave. N., Nashville, TN 37203

**615-297-2588** • www.vanguardrecords.com

Steve Buckingham, Sr. VP A&R

Lesli Halingsstad, Exec. Asst.

**Artists:** Mindy Smith, Camper Van Beethoven, Blues

Traveler, Peter Case, Patty Larkin, Ian Tyson, Robert

Bradley's Blackwater Surprise, Julia Fordham, Peter

Stuart/Dog's Eye View, Big Bad Voodoo Daddy,  
Garrison Starr, Catie Curtis, Beausoleil, K's Choice,  
Carbon Leaf, Deana Carter, Bob Schneider,  
Shurman, Victor Wooten

### Warner Bros.

20 Music Sq. E., Nashville, TN 37203

**615-748-8000** Fax: 615-214-1567

www.wbrnashville.com

**Administration Department:** Bill Bennett, Exec. VP

Christy Hathcock, Exec. Asst.

Christy McDonald, Receptionist

Cindy Finch, Dir. HR

Dave Beller, Mailroom Mgr.

Gina Hilburn, Facilities Coord.

Cory Gierman, GM Raybaw Records

**Promotion Department:** David Haley, Sr. VP Promo.

Gator Michaels, VP Field Promo.

Jim Malito, Reg. Promo. Mgr. West Coast

Kristen Doyscher, Reg. Promo. Mgr. Midwest

Glenn Noblit, Reg. Promo. Mgr. SW

Brooks Quigley, Reg. Promo. Mgr. SE

Joe Redmond, Reg. Promo. Mgr. NE

Danielle Taylor, Promo. Coord.

George Meeker, Mgr. Secondary Promo.

### Marketing Department:

Tiffany Speshock, Mktg. Coord.

Scott Heuerman, Mktg. Dir.

Peter Strickland, VP Sales

Lynette Garbonola, Mktg. Dir.

### Publicity Department:

Jules Wortman, Sr. VP Publicity

Maura Mooney, Publicity Mgr.

**A&R Department:** Paul Worley, Chief Creative Officer

Paige Connors, Exec. Asst.

Eric Mansfield, Creative Services Mgr.

Danny Kee, A&R Dir.

Jeremy Witt, A&R Mgr.

**Security Department:** William Patton, Day

Settle Townsend, Night

**Artists:** Alexis, Big & Rich, Bill Engvall, Jeff

Foxworthy, Ron White, Larry the Cable Guy, Faith

Hill, Lauren Lucas, Ray Scott, Blake Shelton, Rick

Trevino, Lane Turner, Shannon Brown, Joanna

Cotten, Jon Nicholson, Anna Owens, Cowboy Troy

### Word Label Group (Word, Squint)

25 Music Sq. W., Nashville, TN 37203

**615-251-0600** Fax: 615-252-8958

www.wordrecords.com

Jim Van Hook, CEO/Chairman

Rod Riley, Sr. VP Mktg.

Tim Marshall, Sr. VP Artist Relations

Whitney Enoch, Exec. Asst.

Doris Batcher, Dept. Mgr.

Dawn Gates, Mgr. New Media/Grassroots

Aaron Manes, Coord. New Media/Grassroots

Lori Cline, Dir. Radio

James Riley, Sr. Mgr. Radio

Jill Brothers, Mgr. Special Events Mktg.

Ronn Tabb, Sr. Dir. Word Mktg.

Julie Brindley, Mgr. Word Mktg.

Jessica Wolstenholme, Sr. Dir. Worship Mktg.

Chris Bernstein, Mgr. Special Markets Mktg.

Lisa Jordan, Mgr. Gospel Mktg.

Rich Guider, Sr. Dir. Publicity

Otto Price, VP A&R Word Records

Desmond Pringle, Dir. A&R Gospel

Katherine Petillo, Dir. Creative Services

Blair Berle, Mgr. Creative Services

**Artists:** Amy Grant, Jaci Velasquez, Point Of Grace,

4HIM, Nicole C. Mullen, Kristy Starling, Salvador,

Mark Schultz, Sixpence None The Richer, Soujatz,

Randy Travis, Across The Sky, Building 429, David

Phelps, Fortitude, Generation J, George Huff,

MuteMath, P.O.D., Planetshakers, Rachel Lampa,

Reana, Robert Randolph & The Family Band, Stellar

Kart, Ted & Sheri

# INchange

## COMPANY AFFILIATION APPENDIX

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# Let's Hear It For The Girls!

The Members of SOURCE are proud to recognize the recipients of the 2nd Annual SOURCE Foundation Award. These pioneering women played key roles in the development of the Nashville music industry and we are honored to salute their contributions.

## *2004 SOURCE Foundation Awards Honorees:*

Janet Butler  
Jean Stromatt  
Loudilla Johnson  
Loretta Johnson  
Kay Johnson  
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Patsy Bradley  
Emily Bradshaw Weiland



## *Posthumous Recipients:*

Dolly Dearman Denny  
Mary Claire Rhodes

## *Lifetime Achievement Award:*

Jo Walker-Meador

*Kitty Wells (center) and Brenda Lee (second from right) congratulate SOURCE Award recipients Jean Stromatt, Janet Butler, Emily Bradshaw Weiland, Marie Ratliff, Jo Walker-Meador, Loudilla Johnson, Loretta Johnson, Kay Johnson and Patsy Bradley*

***The 3rd Annual SOURCE Foundation Awards will be presented  
November 3, 2005***



SOURCE is an organization of executive and professional women in the music industry. [www.sourcenashville.com](http://www.sourcenashville.com)  
Foundation Award Committee: Kay Smith, Founding Chairman, Judy Harris, Pat Rolfe, Areeda Schneider, Barbara Turner, Judi Turner

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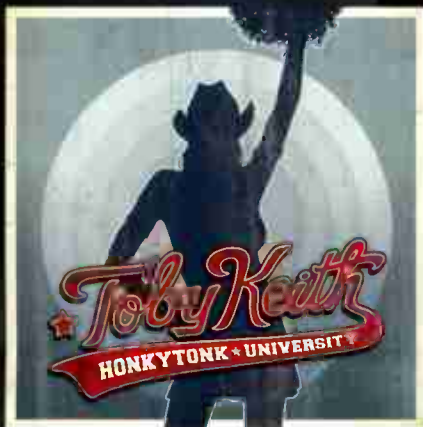
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