

MMF-US – E-NEWSLETTER (January 2010 1) - *Extra MMF-US FEATURE*

MEMBER/MANAGER ANNOUNCEMENTS

Women In Music and the Music Managers Forum cordially invite you to a co-organization Networking Event!

Where: Arlo & Esme - 42 East 1st St.
[b/w 1st & 2nd Ave]

When: Wednesday - Feb. 10 from 7 - 9pm

Why: We thought it would be a good idea for our organizations to meet each other! WIM is a dynamic group of music industry professionals working together to support, cultivate & recognize the talents of women in our field. MMF-US is an organization of artist managers whose mission is to protect & respect the professional interests of its members & their artists.

Come out & Network!

Note: CASH BAR!

RSVP at: <http://tinyurl.com/WIMMMF>

mmf | MUSICMANAGERSFORUM

WOMEN IN MUSIC

The MMF and Women In Music (WIM) are pleased to announce a Joint Networking Event for MMF and WIM members only. The Event is being held on Wed. Feb 10th from 7-9pm at Arlo & Esme, located at 42 East 1st Street (between 1st and 2nd Ave) in New York City. .

If you have any trouble opening the invitation above, you can RSVP directly to:
<http://www.tinyurl.com/WIMMMF/>

Please note this event is for current MMF and WIM members only, so if you have not yet paid your MMF membership dues for 2010, you need to pay them now in order to attend this Event. You can do this at <http://www.mmfus.com/newsite/>.

We look forward to seeing everyone at the Event.



MMF DISCOUNT for REGISTRATION at SXSW-2010

Here is info on obtaining the 2010 MMF registration discount.

The discount reflects the lower price from the previous registration period.

Members must use the SXSW online form to access the discount. The start page is

<http://sxsw.com/attend>

Returning registrants can use their existing user name/password, new registrants must create a new account in the SXSW E-Commerce system.

Here is the coupon code which will allow MMF members to get the registration discount.

reg-music-mmf_dcszrhuceq

This code is to be entered in the online registration form when prompted in the checkout process.

Please direct any questions regarding registration to reg@sxsw.com.

We look forward to seeing many MMF members in Austin next March!

Andy Flynn

South By Southwest Music Conference

www.sxsw.com

MMF NOTE OF IMPORTANCE: THE NEXT REGISTRATION PERIOD ENDS ON FRIDAY, FEBRUARY 12, 2010



Please find a discount link for **MUSEXPO West Hollywood 2010** (April 25 – 28) for members of MMF/IMMF. Please do not hesitate to contact me should you have any additional questions, we look forward to you and your members joining us.

The early bird registration of \$495 expires soon. Registration also includes access to complimentary networking breakfasts, lunches, tea-times and evening buffet/cocktail parties as well as all the interactive panels/seminars and showcase events, as well as the international networking lounge and business center we'll have at MUSEXPO for the duration of the conference for registered delegates. MMF/IMMF members are eligible for the early bird rate by clicking [HERE](#).

MUSEXPO is one of the world's premiere music, media and technology conferences and will host its sixth annual **MUSEXPO** event at The London West Hollywood Hotel located in the heart of the legendary Sunset Strip. MUSEXPO West Hollywood 2010 will take place **April 25 – 28, 2010** and will once again attract some of the most influential executive talent from around the globe. MUSEXPO has already proven to be an important 'red-letter date' on the international music business calendar...an annual event that brings key music and media creative talents and executives from around the world, as well as to showcase new emerging global talent. Because of the focus and quality of MUSEXPO – it has become a very key platform for many to do tangible business and build priceless relationships to worldwide. MUSEXPO will provide networking opportunities for its delegates and speakers to interact and unearth new opportunities in the global market place from both a creative and commercial stand-point. In addition, MUSEXPO W. Hollywood will also feature the Global Synch and Consumer Brands summit at its event with leading music supervisors and ad agencies for a day long focus on music and visual media.

In just five short years, MUSEXPO has attracted many of the world's most influential music, media and technology executives For more information, log on to www.musexpo.net.

MUSIC INDUSTRY NEWS & ANNOUNCEMENTS OF INTERST TO MMF-US MEMBERS:



Performance Rights Campaign Briefing

January 28, 2010

Hot Off the mF Presses:

[AFL-CIO, NAACP, Others Back Performance Rights Act](#)

Today, 17 labor and civil rights organizations, including the AFL-CIO and the NAACP, urged Speaker Pelosi and Majority Leader Reid to pass the Performance Rights Act in an ad that appears in Roll Call. The musicFIRST Coalition supported the ad. We are proud to have the support of the labor and civil rights communities for the fight to create a performance right on radio for America's artists and musicians.

Recent Articles In the News:

[Billboard: Analysis: 5 Reasons Why 2010 Will Be Revolutionary For The Music Biz](#)

[Forbes: Radio Royalties Fight Heats Up In Washington](#)

[National Journal: AFL-CIO Urges Support For Royalty Bill](#)

[National Journal: More Support For Royalty Bill](#)

[Politico: K-Street Cred: A Different Take on Pay to Play](#)

Myth Busting: Debunking Big Radio's Latest Distortions:

[The Radio Distortion Bulletin: Vol. 32](#)

[Read ABA's letter to the Senate Majority Leader backing the Performance Rights Act](#)

[Read AFL-CIO President Richard Trumka's pro Performance Rights letters to House and Senate members](#)

[Learn More About the Campaign & How to Get Involved](#)

[Take Action! Tell your member of Congress that you support a fair performance right on radio](#)

The 3RD Annual IMMF/MMF Managers Summit at Midem program:
Managers should seriously consider attending in the future!!

As reported by Steve Garvan for IMMF/MMF-US:

To reflect the importance of managers, MIDEM has inaugurated the MIDEM Managers' Village hosted by IMMF, the International Music Manager Forum.

The MIDEM Managers' Village is located within the MIDEM trade-show and offered a dedicated place for managers to network and organize their business meetings.

This lounge and business area hosts several un-missable events including:

- *Managers - Learn How to Manage your Artist's Social Media Presence as a Direct-To-Fan Channel
- *Come & Discuss with Iain Watt How to Develop your Artist at the International Level
- *International Music Manager Forum (IMMF) Open Council meeting

IMMF representatives included:

- Petri Lunden, Chairman, IMMF (Sweden)
- Jake Beaumont-Nesbitt, Executive Director, IMMF (UK)
- Brian Heatherman, Vice Chair Americas, IMMF (Canada)
- Volker May, Vice Chair Europe, IMMF (Germany)

Content: Focused on delivering better business conditions for managers and the artists they represent, the IMMF is an umbrella organisation for Music Managers organisations from around the world. All managers are welcomed to join the IMMF Open Council meeting, where they will meet with representatives from the member national organisations & discuss their recent activities in areas of interest for managers (including IMMF's role at WIPO, European copyright discussions and support for a US sound recording performance right).

*Meet the International Artist Managers' Association (IAMA) IAMA members:

*Managers – Match your act to leading brands coaches:

*Discussion with Peter Jenner, Emeritus President, IMMF (UK) - trading conditions in 2010 for managers and artists

*Crossing borders with the Scandinavian MMF's

Managers will take center stage again this year at MIDEM for the 3rd edition of **the International Manager Summit**, a whole conference program which explores emerging opportunities for managers & their artists. Discover more on www.midem.com.

MIDEM - The world's music community

MIDEM 2010: January 24-27, 2010 / MidemNet



Live Nation/Ticketmaster Merger: Done Deal!

Posted: January 25, 2010

WASHINGTON, D.C. (CelebrityAccess MediaWire) -- The long sought-after merger between Ticketmaster and

Live Nation has completed when both the U.S. Department of Justice and the Canadian Commissioner of Competition signed off on the deal after seeking concessions from the two companies. Among the concessions included in the final settlement are requirements that Ticketmaster license their software to AEG Live and divest their self-ticketing/software subsidiary Paciolan to Comcast-Spectacor. The post-merger company would also be under a ten-year prohibition from retaliating against venues that opt to sign with a competing ticketing services provider. "[Both companies] agreed they will not use their market power in ticketing to leverage anticompetitive deals at any venues or with any promoters." said Assistant Attorney General Christine Varney.

Michael Rapino, CEO of Live Nation, said, "This is a good and exciting day for the music business, and we are close to finalizing the creation of a new company that will seek to transform the way artists distribute their content and fans can access that content. The Department of Justice was thorough and aggressive in their analysis and their remedies, and we are confident that with this resolution the playing field is competitive and broader as a result of this transaction. We believe that this merger will now create a more diversified company with a great selling platform for artists and a stronger financial profile that will drive improved shareholder value over the long term."

First announced in February 2009, the \$800 million dollar deal sees Ticketmaster shareholders receiving 1.384 shares of Live Nation common stock for each share of Ticketmaster. Live Nation ends up owning 49.99 percent of the combined company, while Ticketmaster would hold the remaining 50.01 percent. The deal has also been approved in the U.K. by the regulatory body the Competition Commission, which confirmed its earlier provisional findings. Live Nation's erstwhile partner in an earlier bid to launch their own ticketing system, German firm CTS Eventim, had filed an appeal over the provisional findings last week, claiming that the Competition Commission hadn't given CTS a fair hearing and that the commission had failed to properly evaluate the effect of the merger on the market.

CTS had signed a ten-year agreement with Live Nation to provide software and ticketing services - Live Nation has indicated that it intends to honor its contractual obligations to CTS but the details on how they plan to approach this have been vague. When markets closed, Live Nation's stock was up \$1.35 (14.7%) and Ticketmaster's stock was up by \$2.10 (15.79%) on the news.

- CelebrityAccess Staff Writers

AEG's Tim Leiweke Talks Merger

Posted: January 25, 2010

LOS ANGELES (CelebrityAccess MediaWire) -- AEG CEO Tim Leiweke on the merger:

In connection with the Department of Justice's approval of the proposed merger between Ticketmaster and Live Nation, AEG has entered into agreements with the merging parties that will foster our ability to compete effectively in the ticketing, venue operation and live event promotion businesses. Together with other provisions of the Department of Justice's proposed final judgment, including required divestitures and significant behavioral remedies, we are confident that the arrangements we have reached with the parties will serve to increase competition and further the interests of consumers and other participants in the live entertainment industry, not only in the United States, but in a number of key international markets (including Canada and the United Kingdom, among others).

Among others, we have obtained contractual commitments which accomplish the following objectives:

* AEG will have the ability to operate a private label ticketing site using the Ticketmaster system on favorable terms, with commitments from Ticketmaster to host our private label site and provide a high level of ticketing service to our venues and events, including both AEG-affiliated properties and other clients.

* While AEG will have the ability to operate under the private label site for up to five years, AEG has obtained complete flexibility to migrate some or all of its ticketing business to one or more alternative ticketing platforms at any time following the merger. AEG intends to aggressively explore such alternatives, including ticketing companies both in the U.S. and in other markets with whom AEG is already engaged in on-going discussions.

* AEG has an option to license and install the software comprising the Ticketmaster host to power a competing ticketing system should AEG elect not to pursue an alternative technology.

* AEG has received definitive assurances from Ticketmaster regarding its rights to own and use customer and other data for any tickets that it has sold, or will sell in the future, through Ticketmaster. The agreements we have entered into will provide necessary assurances to allow the continued success and growth of our existing venue and promotion interests, as well as the further expansion of our venue management portfolio.

- CelebrityAccess Staff Writers



Ticketdisaster's Statement On The Merger Completion

Posted: January 25, 2010

Washington, DC (CelebrityAccess MediaWire) — The TicketDisaster.org coalition today released the following statement in response to the Department of Justice's (DOJ) decision to allow the Ticketmaster-Live Nation merger to proceed:

”The DOJ has asked consumers, independent promoters, ticket brokers, artists, and venue owners to take a very large leap of faith – that the conditions imposed on the merger will improve competition and ultimately lead to greater choice and lower prices,” said Sally Greenberg, executive director of the National Consumers League, a founding member of the TicketDisaster.org coalition. “While we appreciate the efforts of the DOJ to extract meaningful concessions from the parties, we remain concerned that these two companies, with a history of anti-consumer behavior, will abide only by the letter, and not the spirit of the settlement agreement. It is therefore critically important that the DOJ hold the merged company's feet to the fire to ensure that the settlement will have its intended effect. The consumer groups, venue owners, promoters, and ticket broker members of our coalition will remain vigilant to ensure that DOJ fulfills this watchdog function.”

The settlement leaves several important issues unresolved, we believe. Notably, the secondary ticketing issue remains unsettled. Ticketmaster has signaled that it intends to use questionable “innovations” such as paperless ticketing to extend its monopoly power over the secondary market. We believe that this may constitute an unfair and deceptive trade practice. We therefore urge the Federal Trade Commission (FTC) to maintain a watchful eye and ensure that consumers continue to benefit from a robust secondary market.

“While today’s decision is not the strongest in terms of protecting consumers, competition, and choice in the industry, it is all the more reason why consumers should continue to stand up and voice their concerns with this live entertainment monopoly,” said Gary Adler, counsel to the National Association of Ticket Brokers. “The fight is not over. Our efforts to protect the rights of the consumer by exposing Ticketmaster’s anti-consumer activities, including the use of paperless ticketing and excessive fees, are still priority number one.”

“Though I have not had the opportunity to review it yet fully, it seems the Department of Justice has dictated in the merger agreement that Live Nation and Ticketmaster may not engage in anticompetitive behavior on any level going forward. If that is true, it will be a better world for everyone. It all comes down to whether the DOJ will indeed be the watchdog they claim they will be. The department seems to understand the issues, our concerns, and the fears the entertainment industry holds about Live Nation’s and Ticketmaster’s predatory and anticompetitive behavior. This puts Live Nation Entertainment under a microscope, a place we wished Ticketmaster and Live Nation were under a long time ago,” said Seth Hurwitz, chairman of I.M.P., which owns the 9:30 Club, operates Merriweather Post Pavilion, and is the producer of Virgin Mobile Festival in the U.S., representing independent concert promoters and venue owners.

“The dominant market power of the newly-merged Live Nation Entertainment will require both the DOJ and FTC to commit to a vigorous oversight capacity, including additional enforcement actions where necessary,” said David Balto, former FTC policy director and counsel to the consumer and industry groups. “It will be incumbent upon enforcement authorities to listen to the voices of millions of consumers who attend live events to ensure that they, not the merged company, are the ultimately beneficiaries of this agreement.”



Midem Attendance Down 10%

Posted: January 28, 2010

CANNES, France (VIP NEWS) -- As the MIDEM convention winds down, the organization confirmed that

attendance was about 7,200 - slightly ahead of its initial forecast of 7,000 - representing a 10% attendance decline from the previous year.

The convention, which ran from Jan. 23-27 including the opening day of MidemNet, attracted 3,200 companies from 78 countries, MIDEM director Dominique Leguern said at the confab's closing press conference. But importantly, 28% of those companies attended the convention for the first time, and most of that new presence came from the digital sector. "That shows the vitality of the platform," Leguern said.

Of course, she added, that even most traditional companies have a digital component so the transforming business model is reviving the convention and giving it an air of urgency. Moreover, she pointed out that MIDEM had created an iPhone application, which had been downloaded 4,200 times during the two-week period. That application includes the convention's schedule and a list of attendees.

The press conference included some attendees who testified to the effectiveness and relevance of the convention. Paulina Ahokas, director of Music Export Finland said, "Deals are getting done here, really concrete deals."



Bronfman (AP)

Bronfman Set To Stand Trial On Insider Trading

Posted: January 22, 2010

PARIS (CelebrityAccess MediaWire) -- Edger Bronfman Jr. and Jean-Marie Messier are among the list of 7 former Vivendi execs set to stand trial on charges ranging from insider trading and market manipulation to misuse of corporate funds.

The trial, set to commence from June 2nd to June 25th in Paris, looms even while a New York jury deliberates in the final stages of a \$2 billion lawsuit brought against Vivendi, Messier, and the company's former CFO Guillaume Hannezo over allegations that investors were deliberately misled about the company's finances, Bloomberg reported.

Messier carries the bulk of the charges and was a key figure in Vivendi's transformation from a 150-year-old water utility to a European media giant. Messier, who served as Vivendi's CEO from 1995 to 2002, has been charged with market manipulation, distributing false information and misuse of corporate funds, a time when the company lost approximately 85% of its value. Bronfman joined the company in 1999 when Vivendi acquired Seagram, which included Universal Studios, MCA Records and USA Networks from Bronfman for \$42 billion, making the Bronfman family Vivendi's largest shareholder.

All defendants have denied all of the charges leveled against them.

- CelebrityAccess Staff Writers



Topspin Ups Game With Partnerships, UK Expansion

Posted: January 27, 2010

CANNES, France ([Hypebot](#)) – At MIDEM this week, direct artist to fan platform Topspin announced a major expansion to its growing list of content partners. Topspin will showcase its first annual Topspin Content Partner Day on February 25th in Santa Monica. The company has also opened an office in the United Kingdom which will be led by Topspin co-founder Shamal Ranasinghe. Topspin has recently partnered with labels ranging from Universal, EMI, Atlantic, ATO, Real World, Dangerbird, Nacional, Thirty Tigers, and Eleven Seven.

New management company partners include Jampol, Goliath, SuperVision (UK), Maine Road, and Red Light. Distributors on board include Fontana, Caroline, PIAS, The Orchard, INgrooves, IODA, and TuneCore.

Topspin's platform has also been adopted for projects at EMI Label Services, William Morris Endeavor, to [PIAS] Digital Marketing, FILTER, Terrorbird Media, On Target Media, Toolshed, Radar Maker (UK), Media Junction (UK), and others. Complete list: <http://www.topspinmedia.com/for-artists/ecosystem-partners>

--by CelebrityAccess Staff Writers

MMF-US Members:

Happy New Year to all! It's a new year, which means **MMF-US membership dues for 2010 are due**. Please send in your payment today so the MMF can continue the vital work it done for the past 16 years on behalf of managers and artists worldwide.

To renew your MMF-US membership, please send a check for \$75 payable to "Music Managers Forum-US" and mail it to:

MMF-US
PO Box 444
Village Station
New York, NY 10014

If you wish to pay by credit card using PayPal, please use the following link from the MMF-US website.

<http://www.mmfus.com/newsite/> (PayPal account needed, but application not needed for renewals)

If you have any questions regarding payment of dues, please contact Perry Resnick at presnick@rzo.com.

For those of you who may not be aware of what the MMF-US has done in past years or about our plans for the upcoming year, here is a brief outline:

- The MMF-US holds one of the nine Artist Representative seats on the **SoundExchange** Board, enabling us to closely monitor this body, as well as have an impact on decisions affecting artists and managers. Through SoundExchange, we are fighting for higher rates for the use of music by internet webcasters and satellite radio stations, and collecting royalties from these types of usage in other countries.
- The MMF-US partners with other music industry associations (**Recording Artists Coalition, AFTRA, AFM, Recording Academy**) to coordinate our approach to other vital issues, such as the lack of a terrestrial performance right in the US. An MMF-US member is on the musicFIRST Executive Committee. musicFIRST is the primary organization responsible for the Performance Rights Act currently pending in Congress. We are closer than ever before to having an artist performance right on AM/FM radio in the US, but your help as an MMF-US member is still very much needed.
- The **IMMF**, an umbrella organization representing MMF branches in 15 countries, has been granted non-governmental observer (NGO) status within WIPO (World Intellectual Property Organization), the United Nations agency responsible for creating and implementing policies and treaties related to intellectual property. This gives the IMMF input during the formation of international intellectual property laws.
- Our MMF-US President attends semi-annual music industry CEO Retreats, which bring together top executives from numerous music industry organizations to discuss pressing issues in our industry and seek common ground where we can work together for everyone's benefit. Executives from the **AFTRA, AFM, A2IM, NMPA, Recording Academy, SoundExchange, ASCAP, BMI, SESAC, Harry Fox Agency, Nashville Songwriters Assn Intl, Country Music Association, R&B Foundation, Gospel Music Association, Church Music Publishers Assn**, and the **RIAA** all attend.

- In 2009, the MMF-US took an active role in the Dfest music conference and festival, including conducting panels on artist management issues and providing mentoring sessions. This involvement is expected to continue in 2010.
- We are currently working with Women In Music to co-host a music industry networking event in New York in early 2010. Be on the lookout for more information, which will be coming soon to all MMF-US members.

In addition to the above, MMF-US members enjoy benefits like significant discounts to music conferences such as MIDEM, SXSW and MusExpo. In many cases, the conference discount for being an MMF member is more than the cost of MMF membership. At some of these conferences, there are also invitations to closed-door MMF meetings with affiliates from around the US and the world. You can also have the official MMF-US logo added to your business card or letterhead and have news about your artist(s) posted on the MMF-US website.

The MMF-US is an all-volunteer organization with no paid employees, so your prompt payment of membership dues is vital for us to continue this important work. Please contact us if you would like to get more involved in MMF-US activities. Thank you for your support.

NOTE TO MMF-US MEMBERS:

For consideration of your news posts at www.mmfus.com and MMF-US's official social network pages established at Facebook & Myspace, MMF-US members are always welcome to submit press releases and news announcements concerning their management companies, special events, and artist achievements by sending an email to funpalace@walrus.com (hit reply).

Special thanks for contributions by:

Barry Bergman, Perry Resnick, Steve Scharf, Steve Garvan and compiler/editor Jack Bookbinder.

WWW.MMFUS.COM