



MMF-US – E-NEWSLETTER #2 (March 2010 1 - *Extra MMF-US FEATURE*

MEMBER/MANAGER ANNOUNCEMENTS



Music Managers Forum & Women In Music (WIM) Joint Networking Event in New York City

On March 4, 2010, The **Music Managers Forum** (MMF-US) and **Women In Music** (WIM) held a Joint Networking Event for managers, MMF and WIM members at Arlo & Esme in the East Village, New York City. Downstairs at the capacity filled bar, MMF and WIM members happily mingled and networked throughout the evening to celebrate this first ever networking event between the two organizations. Both organizations hope to plan another MMF + WIM Joint Networking Event in the Fall 2010...more details to come.

MMF-US President Barry Bergman said "*The room was electric and filled with dynamic personalities and the conversations throughout the evening reflected that. it was fantastic. We look forward to more in the future.*"

Evange Livanos, President, Women in Music remarked: "*WIM was honored to share a night with MMF. Both organizations do so much for the music industry that it was an amazing experience to meet one another, share stories and business cards! Looking forward to the next event we can do together.*"

Please find below a selection of photos (with captions) that capture the magic of the evening filled with networking and new connections.



(L-R: MMF Board Members Steve Scharf, Alan Wolmark, Michael Hausman, and MMF President Barry Bergman)

(L-R: Hadley Poole & Neeta Ragoowansi of WIM)



(L-R: MMF board member Jack Bookbinder, MMF President Barry Bergman, Scharf) with Allison McGourty & Bernard MacMahon of Lo-Max (UK)

(L-R: Mami Wadner, Lauren Veteri, MMF board member Steve



(L-R: Selena Shepps, Jessica Lipps)
(MMF-US)]

[L-R: Top Bananas: Evange Livanos (WIM), Barry Bergman

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Music Manager Forum-US presents the SXSW Managers Peer Meeting

On Saturday, March 20, 2010, MMF-US Board Member Steve Scharf organized and let the SXSW Managers Peer Group Meeting for another consecutive year at the Austin Convention Center. Joined by former head of MMF-Canada Graham Stairs, and board members Steve Garvan and Jack Bookbinder, Scharf and his cohorts engaged about fifty (50) music managers in the capacity filled room about the career of being a music manager, sharing experiences, knowledge and wisdom of how to advise, guide, counsel and direct artists successfully.

A significant difference amongst the managers peer group in 2010 was that the room was filled with managers from eleven different countries including Italy, Germany, Mexico, United Kingdom, New Zealand, Malaysia, Australia, Canada, Netherlands, Barbados and the United States. The international flavor of the group however reinforced that managers everywhere are dealing with the same issues amidst the profound changes in the music business, and the great need for our managers trade group to come together for support, all under the umbrella of IMMF (www.immf.com).

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**Music Manager Forum-US coordinates with SXSW to present:
SXSW's 'Meet the U.S. Managers' for the International Speed Dating Session**



On Friday, March 19, 2010, Music Managers Forum-US supported SXSW in organizing *‘Meet the U.S. Managers’* for the International Speed Dating Session (ISDS) at the SXSW Media & Music Conference Trade Show Floor at the Austin Convention Center.

For ISDS, SXSW offered registrants the opportunity to meet with notable music managers who have the potential to meet business partners from around the world. SXSW provided, for the third year in row and a first for U.S. Managers, a dedicated speed dating area within the SXSW Music Trade Show. Along one long table with 20 total chairs, ten seats on one side of the table were reserved seats for ten delegates representing music managers from the United States, and on the other side, ten seats were reserved for registrants (many who applied several weeks in advance) wishing to meet these delegates. The concept behind Speed Dating is that registrants have the opportunity to meet 10 other potential business contacts for 5 minutes each to briefly pitch their businesses to each other to promote business and discuss associations. The session makes it technically possible within an hour for ten people to have a total of ten meetings. Very fast, very efficient.

‘Meet the U.S. Managers’ was organized and moderated by Jack Bookbinder for MMF-US. Delegates from the MMF-US Executive Board included Steven Scharf and Stephen Bond Garvan. Other delegates included MMF-US members Cindy daSilva, James Walsh, Shaun Barrett and Joe D’Ambrosio. MMF-US welcomed managers Joel Mark, Jon Romero, Steve Nice, and Rishon Blumburg to participate as delegates to make it ten.

Other sessions included delegates and registrants from the countries of:
Brazil, Australia, Germany, Ireland, The Netherlands, United Kingdom, Spain and Canada.



Obama Administration Seeks Advice From Creators Community

Last year President Obama appointed and the U.S. Senate confirmed Victoria Espinel to be the first U.S. Intellectual Property Enforcement Coordinator. Read the endorsement from the non-profit Copyright Alliance: <http://www.copyrightalliance.org/news.php?id=80>

Ms. Espinel’s job is "to help protect the creativity of the American public" by coordinating with all the federal agencies that fight the infringement of intellectual property, which includes creating and selling counterfeit goods; pirating video games, music, and books; and infringing upon the many other creative works that are produced by artists in this country. As you know, the unauthorized copying, sale, and distribution of artists' intellectual property directly impacts the ability of artists and creators to control the use of their own creativity, not to mention their ability to receive income they have earned from their labor. This impacts U.S. employment and the economy, and our ability to globally compete. As required by an Act of Congress (The PRO-IP Act of 2008), Ms. Espinel and her White House team are preparing a Joint Strategic Plan that made it possible to include feedback from MMF-US managers (read: <http://www.whitehouse.gov/blog/2010/02/23/intellectual-property-and-risks-public>) on the costs and risks that intellectual property infringement has on the American public.

Comments (some from MMF-US members) received by March 24th are to be included on a future date at the White House website.

To read the entire call for comments, click here
http://www.whitehouse.gov/omb/assets/fedreg_2010/02232010_ipi.pdf

'10 Webinar for Artists



REGISTER NOW



Sign up for a Webinar on April 27

Join the scheduled webinar to learn all about:

- Everything you wanted to know about SoundExchange.
- Maximizing your digital performance royalties to get your fair share.
- The success of getting your money.
- The bills in Congress that will affect your career.

Guest: Daryl P. Friedman, VP, Advocacy & Government Relations, The Recording Academy

Webinar for Artists

Friday, April 27, 2010

11 AM - 3:00 PM EDT

After registering you will receive a confirmation email containing information about joining the webinar.

Requirements

For PC-based attendees

Windows® 7, Vista, XP, 2003 Server or 2000

For Mac OS-based attendees

Mac OS® X 10.4.11 (Tiger®) or newer

Space is limited.

Reserve your Webinar seat now at:

<http://www1.gotomeeting.com/register/421346873>



The 6th annual [MUSEXPO](#) kicks off next month, April 25-28, 2010 at the five-star London West Hollywood Hotel in West Hollywood, CA. The confab will bring together some of the most influential executives from around the world who are shaping the future of the global music business. This year's event will host 30 artists from 14 countries and welcome delegates from three dozen countries on five continents. As always, MUSEXPO focuses on the music first and business is a natural second. "MUSEXPO has always been about those who discover and develop music and those who are helping shape the future of the global music business in a positive and inspiring manner," says A&R Worldwide and MUSEXPO Founder **Sat Bisla**.

MUSEXPO organizers intend to keep the event intimate, inspiring and informative; after all, this year's theme is "inspiration and innovation." The event will retain a similar ethos to the A&R Worldwide networking dinners started back in 2001, which have inspired many other conferences around the world and are the foundation of what **MUSEXPO**'s ideology is all about. MUSEXPO brings together executives from the music, media and technology sectors from both within the US and abroad in a personal, interactive and forward-thinking manner. In addition, the conference has organized a stellar lineup of showcasing artists! With already almost 100 A&R and publishing executives from around the world attending this year's **MUSEXPO**, the expectations are high for many acts to walk away with tangible outcomes, as well as post-signing success, thanks to the development foundation already in place for many of the showcasing artists. In addition, executives attending the event are in for a treat as the diversity of global attendees and companies to network and do business with are the strongest since **MUSEXPO** launched back in 2005.

To attend this year's event, click **HERE**.



It's Time For CMJ: Badge And Submission Deadlines Next Week

Mar 25, 2010

Story by: *CMJ Staff Writer*

Now that you've finally recovered from your SXSW hangover, it's time to begin planning for CMJ. Until this Monday, March 29, at midnight, registration badges are available for only \$340, and \$135 for students for this year's CMJ Music Marathon & Film Festival, which will take place all over New York from October 19-23, 2010. And if you want to play the Marathon, well, get on over to Sonicbids and apply. It's only \$35 until April 1, and we'll throw in two free weeks of Sonicbids. We also offer a student group discount rate of three free badges for every 10 you buy. www.cmj.com

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

RIAA, Other Groups Bend Copyright Czar's Ear
March 24, 2010

By Edward Christman, N.Y. of Billboard.biz

With the request for comments to help the U.S. shape its "Joint Strategic Plan" on intellectual property due today, U.S. copyright organizations are urging the federal government to bolster its efforts to protect intellectual property and protect the jobs and wages lost because of content theft.

The comments were requested by the U.S. Intellectual Property Enforcement Coordinator Victoria Espinel, who is charged with putting together the first-of-its-kind plan as required by the "Prioritizing Resources and Organization for Intellectual Property Act" (PRO-IP Act) signed into law in 2008. (SEE MANAGER ANNOUNCEMENT ABOVE)

In response to the request for public comment, the American Federation of Television and Radio Artists, the Directors Guild of America, the International Alliance of Theatrical Stage Employees, the National Music Publishers' Association, the Screen Actors Guild, the Motion Picture Association of America and the Recording Industry Association of America submitted a joint filing that outlined the organizations' collective views.

Stakes Are High as Labels, Broadcasters Lobby Over Performance Royalties

March 25, 2010

By Glenn Peoples, Nashville from Billboard.biz

How high are the stakes in battle for terrestrial radio royalties?

Estimates of what labels would reap vary wildly, but it's an important enough matter that Universal Music Group spent \$2.81 million lobbying the U.S. government in 2009, according to filings with the House's Office of the Clerk. Along with file-sharing, piracy and content regulation matters, the Performance Rights Act and Local Radio Freedom Act were among the issues for which Universal said it has lobbied. Warner Music Group and Sony Music spent \$487,000 and \$1.76 million, respectively, lobbying for performance royalties and other issues in 2009.

Not to be outdone, The National Association of Broadcasters spent \$11.1 million on lobbying in 2009. The Performance Rights Act was just one of many issues for which the NAB lobbied.

Opponents of the Performance Rights Act are lashing out this week against pending Congressional legislation that would force radio stations to pay the owners of sound recordings they play. At the same time, two members of the House have added their names as co-sponsors to the Local Radio Freedom Act, a resolution that opposes the Performance Rights Act.



Amid Turmoil, EMI Launches New Label

Posted: March 16, 2010

NASHVILLE – EMI may be just days away from defaulting on its loan obligations to CitiGroup, but that didn't stop the music group from launching a new record label yesterday. Building on its success in the country genre (Capital Nashville was named label of the year at the recent Country Radio Seminar and 2009's #1 country imprint by Billboard), EMI Records Nashville will debut as a sister label with its own staffing.

The first artist on the new imprint is singer/songwriter Troy Olsen, whose debut album is slated for release later this year. Olsen has penned hits for Tim McGraw and Blake Shelton. Angela Lange, most recently at Capitol Records Nashville as Southeast promo chief, is joining as VP of Promotion, and the rest of the EMI Records Nashville team will announced shortly.

-Encore Newsletter Staff

Warner Music Group & KKR Preparing EMI Bid

Posted: March 15, 2010

NEW YORK— Warner Music Group is in talks with private equity group KKR to launch a bid for to buy portions of EMI. The two have met to structure a deal if the music group is put up for sale in the coming months, according to reports. EMI is under an end of March deadline to offer a restructuring plan or lender Citigroup may take over. KKR is said to be most interested in EMI usually profitable publishing arm, and WMG has coveted the recorded music division for nearly a decade. Observers put the value of EMI Music Publishing at £1.2B (\$1.8B US), but a sale price for the rest of EMI's assets is much tougher to calculate. Recorded music accounted for 55% of EMI's £293M (\$4.4M US) earnings last year before restructuring costs, but declining sales and a discontent roster of artists leave observers wondering how much the company will be worth in the future.

– Encore Newsletter Staff

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Universal Music Says Not In talks On EMI

March 23, 2010

By Kate Holton, Reuters

Universal Music Group is not holding talks with Terra Firma about a deal for struggling EMI, a UMG spokesman said.

Speculation has swirled in recent weeks that private equity owners Terra Firma could look to sell certain EMI assets or break the group up, as it faces failing a test of its banking covenants this month. "We are not in talks with Terra Firma," the spokesman said.

Sources familiar with the situation have told Reuters that Warner Music Group is talking with the private equity-backed music joint venture KKR/Bertelsmann about making a joint bid for EMI, the world's fourth largest music group. Bertelsmann Finance Officer Thomas Rabe said earlier on Tuesday (March 23) the BMG Rights groups would look at EMI if it was up for sale but said there were no formal talks at the moment.

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EMI £1 Billion Underwater?

March 23, 2010

By Glenn Peoples, Nashville – Billboard.biz

EMI is carrying almost £1 billion more in debt than Terra Firma believes the music company is worth, according to an article by The Deal's Richard Morgan. In his overview of EMI's debt burden, Morgan quoted a November 5, 2009 letter from Guy Hands, head of Terra Firma, to a Citi executive that proposed a restructuring of EMI and described Terra Firma's valuation of each of the two divisions. The

letter, revealed in court proceedings last month, paints a dismal picture of EMI's financial situation. Wrote Hands:

The proposal to recapitalize MP [Music Publishing] implies a value for this business of £1,462m (or 11.3 times Ebitda after deducting the per annum pension contribution) and the proposal to recapitalize RM [Recorded Music] implies a value for this business of £771m (or 5 times Ebitda after deducting the per annum pension contribution). Thus in total, the combined proposals lead to an implied total enterprise value for EMI of £2,233m (or 7.9 times combined Ebitda)

A total enterprise value of £2,233 million is £929 million less than £3,162 million of debt EMI is carrying, according to the figure The Deal quoted from Maltby Capital's latest director's report. (Enterprise value is a measure of a company's market value that includes the market value of its debt, among other things.)

Bowery Presents Expands To Boston

March 10, 2010

By Ray Waddell, Nashville from Billboard.biz

New York-based independent concert promotion company the Bowery Presents has extended its presence to Boston. The principals of the Bowery Presents have signed a long term agreement with the recently renovated Royale Nightclub to book approximately 100 nights a year with live music. Josh Bhatti will head the new Boston office. The Bowery Presents Boston is the company's first long term venture outside of the New York metropolitan area.

"It's a natural step for Bowery Presents to go to Boston because usually groups play both markets," Bower Presents partner Jim Glancy tells Billboard.biz. "The type of music we book lends its self to Boston crowd—not only indie rock but also a broad cross section of music."

The Bowery Presents Boston, led by Bhatti, will have a full time staff on the ground. Bhatti's responsibility will be to book the Royale and possibly other venues and festivals in the Boston area. A Boston native, Bhatti comes to Bowery from Boston's Developing Artist, a concert production and live event company, where he booked performances for local universities and private events. Prior to that, he was with Live Nation, where he served as a talent booker.

The Royale Nightclub is located in the heart of Boston's theatre district at 279 Tremont Street. Built in 1918, the building has gone through extensive renovations and continues upgrading with a new sound system and other elements planned. There has been a change in staff and management at the Royale as well, with David Ralph serving as the Royale's management consultant.

The combination of the revitalization of the Royale and the addition of Bhatti to the team provided "a great opportunity," says Glancy. Asked if there might be further expansion of the Bowery Presents into other markets, Glancy says, "There's always hope to expand in the future, but I don't think you'll see Bowery Presents rolling out five markets in the next year."

Bowery principals Michael Swier and John Moore have presented music at the Mercury Lounge, the Bowery

Ballroom and Webster Hall in New York for 15 years. Glancy, former president of the New York division of Live Nation joined the company as partner in 2006.

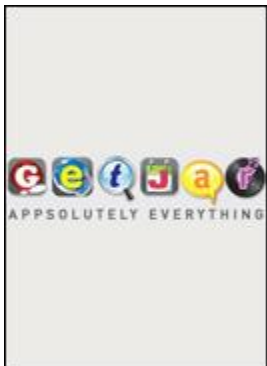


Facebook Surpasses Google In Page Hits

Posted: March 17, 2010

PALO ALTO (CelebrityAccess MediaWire) -- Social networking giant Facebook overtook Google's search engine page this week to become the most visited website in the U.S. According to research from web statistics firm Hitwise, Facebook edged google out by .4 percent, after almost tripling in unique visitors from the past year.

Facebook, which first launched to the public in 2004, has become the defacto standard for social networking and has added music and games and enhanced content features. Google has taken steps to counter Facebook by offering a social networking feature for their Gmail service called Buzz that lets users share media such as videos and photos. Google has indicated that they are considering making the Buzz feature a stand-alone service, Bloomberg reported. - CelebrityAccess Staff Writers



Mobile App Sales Will Surpass CD Sales By 2012

Posted: March 18, 2010

SAN MATEO, CA– Just how big is the market for mobile apps?

Global mobile apps will be worth \$17.5 billion by 2012, according to an independent report commissioned by app store [GetJar](#). Mobile app downloads across all types of handset are also expected to increase from over 7 billion downloads in 2009 to almost 50 billion in 2012 - a year on year growth rate of 92%. This would mean that the value of apps sold would be greater than the projected \$13.83 billion value of CDs sold in 2012.

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, and compiler/editor Jack Bookbinder.

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