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World Radio History

VOLUME 28 / ISSUE 5

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Cover: Chris Hollo, taken at the Grand Ole Opry

### **Utsick Receiver** Says The 'P' Word

S RECEIVER MICHAEL GOLDBERG moves closer to completing the claims process for creditors and investors in Jack Utsick's Worldwide Entertainment, the attorney now declares the operation in fact, if not with intent, functioned as a "Ponzi scheme."

Goldberg's assertion in a January 18th letter to creditors comes after nearly two years of vigorous objections to press reports using the term in describing the operations of WE and The Entertainment Group Fund. Both are Utsick companies that were sued, along with the Florida promoter and two partners, by the Securities and Exchange Commission in April 2006.

The SEC alleged a \$300 million fraud perpetrated against investors between 1998 and 2004, and simultaneously announced a settlement that included putting the defendants into receivership. Goldberg has been working to untie Utsick's international Gordian knot of business dealings ever since.

With the reconstruction of company financial statements by accountants finalized, Goldberg

World Radio History

The Encert Hotwire . FEBRUARY 4, 2008



The Smothers Brothers will be in a state of "yo" when they host the 19th Pollstar Concert Industry Awards at Nokia Theatre L.A. Live February 7th. For full disclosure, we always liked Dick best, but we have a soft spot for Tommy, too. See page 7 for more details. Also, you can add Taylor Swift, Meat Loaf, Jani Lane, and Extreme's Gary Cherone and Nuno Bettencourt to the list of presenters.

wrote to creditors that "it has been determined that contrary to representations made to you, Worldwide sustained annual operating

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WHAT DO MEL BROOKS and Pollstar have in common? Answer: A conversation. Brooks talks about "Young Frankenstein," box office reporting and show producer Robert Sillerman in our February 11th issue.

losses as far back as 1995. Accordingly, the only way Worldwide was able to make distributions to investors was by continuing to raise money from new investors.

"Thus, although we do not have evidence of whether it was intended to be a Ponzi scheme, Worldwide falls within the textbook definition of a Ponzi scheme whereby money from new investors is used to pay distributions to earlier investors," Goldberg concluded.

In a November progress report to creditors, Goldberg noted that the SEC was in the process of trying to negotiate a settlement with Utsick and predicted an agreement would be reached "shortly." No reports as of press time indicate that any such agreement has been reached.

Because of a "dearth of records maintained by Worldwide and TEGFI," Goldberg was forced to retain a forensic accountant to recreate a database of investor account information to assist in verifying claims. The forensic accountant gave Goldberg his first accounting of investor payments and receipts in September.

Goldberg predicted that by the end of November, approximately 900 of "the most complex and involved claims" would remain unverified. However, he further anticipated bringing the claims verification process to a close sometime "in or around" February, with initial creditor distributions to follow in the spring.

### **Mile High Move**

Morris scouted City Park for a new two-day music festival, he made a promise to the Denver Zoo located there: he wouldn't stage a massive show nearby if the Zoo objected.

After Morris made public his plans for the July 19-20 inaugural Mile High Music and Arts Festival, the Denver Zoo indeed had second thoughts. And with the recent spotlight on zoos because of the December 25th killing of a patron by an escaped tiger at the San Francisco Zoo, any chance of a change of heart likely evaporated.

Morris is keeping his word to the Zoo. Despite local predictions that the Mile High festival was doomed, he tells *Pollstar* that tales of the event's demise are premature.

He's not quite ready to confirm details, like a lineup rumored to include Dave Matthews Band and Tom Petty & The Heartbreakers, but he did quash others that the festival is taking place at Dick's Sporting Goods Stadium, Invesco Field at Mile High Stadium or any other enclosed venue.

"All I can say is there will be a festival; the biggest thing we've ever been involved in in Denver," Morris told *Pollstar.* "And it will be in an open space as originally planned."

As to any lineup speculation, Morris would only say "no acts have been confirmed."

"It will be the biggest festival in the history of Denver, on the same weekend of July 19-20 as originally planned. It's just not going to be at City Park. I promised them and every neighborhood group and organization that if the Zoo wasn't OK with this, I wouldn't do it. I've stuck to my word. Shame on me if an animal died. I can't be wrong on that."

Morris is scouting another location and expects to be able to have

### International HEADLINES

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### UNITED KINGDOM

- Mama Makes £2 Million
- No More Fruits and Flowers
- Majors Move In On Chrysalis

### FRANCE

- Camus's 360-Degree Philosophy
- The New Amy Winehouse?

### SCANDINAVIA

- Madge Case Alters VAT Laws
- Lunden To Chair IMMF
- 'More Than Chocolate And Bananas'

### POLAND

Police Smash CD Crime Ring

### AUSTRALIA

- Big Day Out Hits The Road
- Hevern Joins AEG Ogden
   Pedersen At Arena Travel

a more definitive announcement in the next 2-4 weeks. Without naming the site, he said it is a large, grassy expanse approximately 10 minutes from downtown Denver.

"This will be the first year of an annual, ongoing event," Morris said. "There won't be camping, so it will be closer by comparison to the Austin City Limits and New Orleans Jazz & Heritage festivals than Bonnaroo.

"But it will definitely be a city festival." Deborah Speer

### Fillmore Maryland Moves Forward

LIVE NATION SIGNED A LEASE agreement with Montgomery County in Maryland January 18th to bring a Fillmore music hall to the city of Silver Spring, which puts at least a temporary end to some local turmoil.

The county and state will chip in \$4 million to bring in the Fillmore, and the Lee Development Group donated \$3.5 million in land, according to

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Montgomery's *Gazette*. Live Nation is expected to pay the utilities and outfit the building.

County officials said they believe the \$13.5 million deal with LN will generate \$1.1 million a year in state and local revenue. Live Nation VP Ted Mankin said the 2,000-capacity venue will feature a diverse lineup, from reggae to rock to jazz.

Not everyone was happy when LN signed a non-binding letter of intent with the county last year without an open bidding process. The Birchmere Music Hall of Alexandria, Va., had spent five years trying to get the county to build a Birchmere-style venue at the location in question, but Birchmere officials said they ended talks out of frustration.

Then, after the LN deal was initially announced, the presidents of a dozen Silver Spring civic associations wrote county executive Isaiah Leggett in November to express "disappointment with the process," the *Washington Post* said.

Promotion company I.M.P., which runs the 9:30 Club in Washington, D.C., was particularly upset that Montgomery County negotiated a deal with Live Nation. I.M.P.'s Seth Hurwitz has offered to build a venue without taxpayer money, the *Post* said, and is planning to take his case to Montgomery's legislative delegation.

Opinions of council members varied, with one telling the *Post* that Leggett should be praised for keeping "prime property" in the county's hands. Another told the paper the deal is "a rip-off and we could have done better."

### LN Says Goodbye To Broadway

IVE NATION COMPLETED THE divestiture of its remaining North American theatrical business with the sale of its "Broadway Across America" series and its interest in three owned and five leased venues for \$90.4 million to Key Brand Entertainment, the company announced January 24th.

Key Brand gets the touring series, which produces and presents Broadway shows at primarily third-party venues in the U.S. and Canada, as well as the interest in venues located in Minneapolis, Boston, Baltimore and Toronto.

The theatrical investment and acquisition company is owned and controlled by well-known British theatre producer John Gore. It is led by industry vet Thomas McGrath, who is senior man-

aging director of Crossroads Media and chairman of Bug Music, the largest U.S. independent music publisher.

Live Nation will retain its lease for the Warner Theatre in Washington, D.C., and The Boyd Theatre in Philadelphia. The Warner has been increasingly used as a concert venue while the Boyd is a wholly owned, nonoperational facility. Key Brand acquires a



of adjusted

**OIBDAN** and

\$8.5 million in



**THE "GOLDEN SPIKE"** of the Phoenix Convention Center expansion project – a bridge that connects the new "West Building" with the new "North Building" – is lifted into place January 22nd.

operating income for Live Nation during the 2007 calendar year.

Live Nation isn't getting out of the theatre business completely. It is retaining its U.K. assets (which include 17 theatres), the Hilton Theatre in New York City and the Boston Opera House.

With the sale to Key Brand, Live Nation points out in its announcement that it has sold assets grossing more than \$260 million since 2006. That bit of information may be of interest to investors whose response to recent moves by the company have been lukewarm at best.

While the stock market has been riding a roller coaster lately, Live Nation stock has been on a steady downslide roughly since the company announced it had signed Madonna to a 10-year 360 deal worth an estimated \$130 million.

Live Nation shares were trading at a near-record low of \$9.61 per share when the markets opened January 24th, but gained 63 cents to close at \$10.25.

### Introducing Philly Live!

PHILADELPHIA'S 21,000capacity Wachovia Center is about to get some company with Philly Live!, a retail, dining and entertainment district planned for the area adjacent to the venue.

Venue owner Comcast-Spectacor and The Cordish Company, one of the leading real estate developers in the U.S., announced the joint project January 22nd. The recent agreement between AEG and the Pittsburgh Steelers to build an entertainment complex near Heinz Field came to fruition in part because Cordish Co. withdrew from the project.

"The Cordish Company has an outstanding reputation for creating some of the most popular entertainment districts in the U.S.," Comcast-Spectacor President Peter Luukko said in a statement. "Philadelphia residents are already familiar with south Philadelphia as the destination for sports and entertainment and through this new partnership we intend to create the ultimate entertainment experience this city so vibrantly needs."

Many of the details about the project have not been released – including when construction will begin, when Philly Live! will be completed and how much it will cost – because the development partners held a press conference before plans were finalized after



**A ISO-FOOT PEDESTRIAN BRIDGE** moves into place January 22nd as part of a \$600 million expansion of the Phoenix Convention Center. The four-level North Building will be three times the size of the new West Building and feature a 45,000-square-foot ballroom.









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# ... AND STAYING AWHILE!

### THE COLOSSEUM At Caesars Palace

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# SPRINT CENTER

GARTH BROOKS (9 SHOWS)

### NOKIA THEATRE LA LIVE

EAGLES (6 SHOWS) DIXIE CHICKS (6 SHOWS) GEORGE LOPEZ (6 SHOWS)





# Insider News: Briefs



The district will offer a variety of year-round attractions. There are plans for a Main Street setting that will include a distinctive canopy covering the center plaza area of the development, offering visitors restaurants, shops, clubs and theatres. A

An ARTIST RENDERING shows the Philly Live! entertainment district to be located in the area adjacent to Philadelphia's Wachovia Center.

news of the project was recently leaked, according to the *Philadelphia Daily News*.

The News reported that David Cordish, president of the Cordish Company, indicated a budget might be decided within three months and a date for groundbreaking determined within one year but that Comcast-Spectacor Chairman Ed Snider hoped the information could be finalized by the end of February.

Cordish would only say that the privately funded project would cost "a lot."

300-room hotel is also a possible development option.

The *Philadelphia Inquirer* noted that the artist rendering shows a hotel where the Wachovia Spectrum, also owned by Comcast-Spectacor, is located.

The local press have been speculating about the 19,000capacity venue's fate and how it relates to the Philly Live! project.

The *Inquirer* reported that there hasn't been a decision made about whether a hotel would replace the Spectrum because part of the decision concerns where

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### **One Offs**

Kylie Minogue, rumored to be leaving EMI, is shopping record labels and one of the suitors is Live Nation, a source told the *Daily Star Sunday* ... The time is right to replace the aging **XL Center** in Hartford, Conn., with a new \$300 million to \$400 million arena, Mayor Eddie Perez recently told city corporate leaders, according to the *Hartford Courant* ... The former St. Francis Central Hospital is one of a dozen buildings so far that have been razed to make way for the new arena for the **Pittsburgh Penguins** ... AEG President **Tim Leiweke** has been named keynote speaker of the 10th Annual Entertainment Law Initiative Luncheon & Scholarship Presentation, hosted by the Grammy Foundation, at the Beverly Hills Hotel February 8th ... **Charlie Daniels** was inducted into the Grand Ole Opry January 19th ... **Eels** will reportedly pay for a one-second ad during halftime at the Super Bowl February 3rd and, if it's a joke, everybody was keeping a straight face at press time.

events such as Philadelphia Phantoms hockey games and Philadelphia KiXX soccer games would be relocated.

The paper then noted that, if the Spectrum was razed, the Phantoms, who are owned by Comcast-Spectacor, would be moved outside Philadelphia, rather than building a new, smaller stadium.

"We all love the Spectrum, but it's 40 years old," Luukko told the *Daily News.* 

"In Boston, they tore down the Boston Garden. In Chicago, they tore down Chicago Stadium ... We have to weigh what's best for the future."

At press time, *Pollstar* wasn't able to get in contact with Luukko or a representative with The Cordish Company.

### Doom, Doombot or Design?

**U**NDERGROUND RAPPER MF Doom is getting a lot of attention lately but it isn't because of his clever wordplay.

Fans in Atlanta posted complaints on Internet message boards claiming the masked entertainer, who cultivates his anonymity and mystique, is sending imposters to perform at his concerts – and fans aren't amused. The most recent report involves an MF Doom show at Atlanta's MJQ Concourse December 13th. Concertgoers claim a gladiatormasked performer took the stage around 1:30 a.m. and lip-synced Doom's rhymes during an abbreviated set.

One Atlanta fan didn't mince words.

"Dude came out with the worst stage presence you'd ever seen," Jeff Hoffman told *Creativeloafing.com*. "He didn't say a single word to address the crowd, or a single word that wasn't on his albums. The couple times I saw him move his hand away from the mask, you could tell that he might as well have been singing Michael Jackson's 'Thriller.' I can't explain my levels of dissatisfaction and anger."

The Web site reported that Atlanta promoter Randy Castello was inundated with e-mails from MJQ attendees demanding refunds for their \$30 tickets. An MJQ bouncer told Creative Loafing the crowd was "livid" and wrote graffiti all over the venue's restroom expressing their anger.

But Hoffman's complaint is déjà vu in regard to Doom. The rapper was also accused of send-

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# **NOKIA Theatres.** A. LIVE

# FEBRUARY 7.2008 | LOS ANGELES COCKTAIL RECEPTION 5 PM · AWARDS SHOW 7:30 PM · PARTY IMMEDIATELY FOLLOWING www.pollstarpro.com/awards Loa Taylc Swif VE PRESENTS Paul Coli Dave Koz Jost Gibson 0 M С ER N ŝ D Jani Garry Beers HOSTED BY THE SMOTHERS BROT

pecial guest presenters subject to chang



AN ARTIST RENDERING shows Saint Louis University's 10,605-seat Chaifetz Arena. The Global Spectrum-operated venue is expected to host its first concert with Larry The Cable Guy April 5th.

ing a stand-in – a much thinner and less-talented one – to perform at The Independent in San Francisco last August.

Doom fan Dan Schwab, who flew to S.F. from Oregon for the show, told the *Village Voice* that the masked performer on The Independent stage wasn't the real Doom and he had proof. "I went up to the sound guy about two songs deep and said, 'No one can hear Doom's mic.' He looked at me and said straightup, 'I know. His mic's not on, and that's not MF

Doom," Schwab told the Voice.

At the time, a representative for MF Doom told *Pollstar* the rapper "wasn't feeling good" and indeed lip-synced, but it was the Man in the Mask.

The rapper (aka Daniel Dumile) bases his persona on the Marvel Comics supervillain Dr. Doom who uses "Doombots" as decoys, so is this just life imitating art or a clever publicity campaign to promote his next album reportedly entitled *Doompostor*? There's no clear answer.

However, Jason Swartz of Alliance Talent International, one of Doom's agents, told the *Voice* in September that the uproar surrounding his client isn't warranted.

"There's rumors about this artist all the time," Swartz said. "The guy wears a mask. He's an elusive character. He never does merch, he never signs autographs, he never does an encore. That's just his style.

"He's a comic-book character of a rapper. In a world where hiphop has gotten so boring, it's nice that he has a style that he sticks to that's not boring."

Pollstar's attempt to reach Swartz was unsuccessful at press time. Tima Amendola

### Hawthorne Battle, Round XII

VICTORY RECORDS DISMISSED, then re-filed, its lawsuit against Virgin Records and parent company EMI Music in its legal fight involving Hawthorne Heights with additional allegations, seeking millions in damages.

Robert Meloni, Victory's attorney, filed the lawsuit January 14th in federal court in New York. The Chicago-based label and owner Tony Brummel are seeking \$10 million in compensation and \$25 million in punitive damages, according to the suit.

Meloni told *Pollstar* the November 2006 lawsuit filed in Chicago was voluntarily dismissed by both parties with the stipulation that Victory had the right to re-file it.

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**AN ARTIST RENDERING** shows the proposed \$200 million basketball arena at the University of Oregon. The 12,500-seat arena is set to open as early as 2010 and will replace the 9,087-capacity McArthur Court, which hosted its first game in 1927.

The lawsuit still accuses Virgin/EMI of tortious interference regarding Hawthorne Heights' contract and alleges Virgin execs Jeff Kempler and Jason Flom manipulated the flagship act into severing ties with Victory while still under contract.

But this time the suit claims Virgin execs were behind Hawthorne Heights' 2006 lawsuit against the indie label claiming fraudulent accounting practices, among other charges.

"Virgin/EMI went so far as to pay \$55,000, which the band used to fund the initial phase of a 2006 lawsuit against Chicagobased Victory, and also assisted Hawthorne Heights in its search for a music-industry litigator," the suit claims. However, Virgin/EMI attorney Andy Bart told *Pollstar* the new filing doesn't change a thing.

"Basically this arises from the fact that Virgin signed a conditional option deal with Hawthorne Heights providing that Virgin had the right to negotiate certain agreements ... and Virgin was convinced that such agreements wouldn't violate the rights of any other party," Bart said. "But Virgin never negotiated those agreements, we never signed the band, we never recorded with them.

"Since the dismissal in Chicago, Virgin hasn't had any dealings whatsoever with Hawthorne Heights. But nonetheless here we are nine months later and [Victory's] filing the same claim in New York."



### INDUSTRY HOTWIRE

### EXCLUSIVE AGENCY SIGNINGS

Artist Group International The Cavalera Conspiracy • The Kin Making April • Meriwether • Sixx: AM Your Vegas

Artists Worldwide The Flys • Vain

Ground Control Touring Department Of Eagles

High Road Touring Robert Francis

Monterey International Jimmy Cliff • Passafire

### MANAGEMENT SIGNINGS

Bill Silva Management Robert Francis

Esther Creative Group The Gaslight Anthem

Parallel Entertainment Montgomery Gentry

### **RECORD COMPANY SIGNINGS**

### Eulogy Kingdom

KOCH In Flames

Nuclear Blast Sylosis

### GOLD ALBUM CERTIFICATIONS

Dashboard Confessional, Dusk And Summer 06/06 Dead Kennedys, Give Me Convenience... 09/87

The two companies have been engaged in a legal battle since band members Eron Bucciarelli-Tieger, Micah Carli, Matt Ridenour, JT Woodruff and the late Casey Calvert filed the lawsuit against Victory and Brummel in August 2006. Victory countersued for breach of contract and libel and the fight was on.

A Chicago judge ruled last March that Hawthorne Heights was free to record albums with other labels while still honoring its contract with the indie label,

Elliot Yamin, Elliot Yamin	03/07
Foo Fighters, Echoes, Silence, Patience	09/07
ames Blunt, All The Lost Souls	09/07
Josh Turner, Everything Is Fine	10/07
Keith Urban, Greatest Hits	11/07
Kid Rock, Rock N Roll Jesus	10/07
Lily Allen, Alright, Still	01/07
Matchbex Twenty, Exile On Mainstream	10/07
Ozzy Osbourne, Black Rain	11/07
Trans-Siberian Orchestra, Beethoven's	03/00
Wolfmother, Wolfmother	05/06

### PLATINUM ALBUM CERTIFICATIONS

AC/DC, 22M, Back In Black	07/80
Aerosmith, IIM, Aerosmith's Greatest	11/80
Alice In Chains, Nothing's Sale	06/99
Alicia Keys, 2M, As I Am	11/07
Carrie Underwood, 2M, Carnival Ride	10/07
Chris Brown, Exclusive	11/07
Eagles, 3M, Long Road Out Of Eden	10/07
Fergie, 3M, The Dutchess	09/06
Foreigner, Complete Greatest Hits	04/02
George Strait, 7M, 50 #1's	10/04
ay-1, American Gangster	11/07
John Mayer, 2M, Continuum	09/06
Jonas Brothers, Jonas Brothers	08/07
Josh Groban, 4M, Noel	10/07
Kelly Carkson, My December	06/07
Kenny Chesney, Just Who I Am	09/07
Kenny Chesney, Me And You	06/96
Keyshia Cole, Just Like You	09/07
Sarah McLachlan, Wintersong	10/06
Soundtrack, Hairspray	07/07
Sublime, Second Hand Smoke	11/97
Sugarland, 2M, Enjoy The Ride	11/06
Taylor Swift, 2M , Taylor Swift	10/06
Timbaland, Shock Value	04/07
Various, Now That's What I Call 26	11/07

so Victory appealed. That case is still in litigation.

### Bonner Springs On The Fritz

VERIZON WIRELESS AMPHItheatre in Bonner Springs, Kan., is the first facility jettisoned by Live Nation to find another operator, as Wyandotte County's board of commissions approved a pact with concert promoter Chris Fritz to manage the 18,000capacity shed.

World Radio History

Everyone is raving about our...

award-winning sound, intimate flexible seating capacity, and our location on the campus of San Diego State University, with a mass transit station a two-minute walk away — the arena of choice for Van Halen, Trans Siberian Orchestra, Maroon 5, Gwen Stefani, Beyonce, Alejandro Sanz, Tool, The Wiggles, Rod Stewart, Foo Fighters, NCAA and more.

619.594.0234 San Diego State University www.cox-arena.com





Fritz's New West Presentations will replace Live Nation, inking a management deal through 2009.

The *Capital-Journal* reported that the shed will revert to its original name of Sandstone Amphitheatre and undergo a major "greening."

The Sandstone gig will not be a new one for Fritz – he managed the venue back in the SFX days and reportedly was one of its earliest backers.

New West plans to remove Verizon's lower-level seats and make the shed GA, although the theatre's second tier of seats would remain, according to the *Kansas City Star.* 

### New Docks At Oshkosh Shed

ATTENDEES OF THE WATERFEST Concert Series at the 7,500capacity Leach Amphitheatre in Oshkosh, Wis., will soon be able to tie their boats up to new floating docks.

Waterfest organizer Mike Dempsey told the Oshkosh Northwestern that although boaters won't be able to see the shows from the water they'll probably have the best parking spots.

Oshkosh Community Development Director Jackson Kinney said the half-million dollar project, to be paid for through a state grant and city funding, could be completed by the end of the summer, according to the paper.

Artists on the books for this year's Waterfest include the Gin Blossoms, BoDeans, Night Ranger and Vince Vance & The Valiants, among others.

Meanwhile, city officials continue searching for a promoter to take over booking the shed, located in Riverside Park, after Green Bay-based PMI finishes its contract later this year. PMI decided in November not to renew its contract with the venue because of financial losses.

A city workshop for organizations interested in managing the facility is scheduled for March 18th.

### Appeals Court Rejects Rossford Plea

N OHIO APPEALS COURT rejected Perrysburg Township's attempt to get back a \$5 million loan it gave to the Rossford Arena Amphitheatre Authority in 1999 to build a shed and pro hockey arena that never happened.

The 6th District Court of Appeals ruled the \$5 million was referred to as an "investment and

not a shortterm, collateralized business loan" or "seed money" by both parties involved in the failed Toledoarea project and is considered a security under the law, according to the Toledo Blade.

Township attorney John Donahue was

### Short Items Of Note

The **Roxy** in Boston has to wait another month to see if its capacity will be reinstated at 1,305. The city's licensing board delayed a January 16th hearing regarding the current reduced capacity of 775, according to the *Boston Herald*. The cap was reduced last year following noise complaints from neighbors and alleged incidents of unruly behavior, the paper said.

Red Light Management prexy **Coran Capshaw**'s Starr Hill Brewery has just inked a deal that could boost the brew. Under the terms of the agreement, Anheuser-Busch will be the master distributor of the Charlottesville-based Starr Hill, which until this point has maintained its core customer base in Virginia. Along with Red Light Management, which handles acts like Dave Matthews Band and Chris Cornell, Capshaw founded ATO Records and promotes concerts on a regional and national level through Starr Hill Presents. Capshaw is also the co-owner of the Bonnaroo Music and Arts Festival as well as the Vegoose Festival.

VenuWorks (formerly Compass Facility Management) has named **Steve Hyman** the executive director of the 22,000-capacity Alerus Center in Grand Forks, N.D. He succeeds Charlie Jeske, who left the facility last year to head the Bismarck Civic Center. Previously, Hyman worked for CCO Entertainment and was executive director at Illinois' The Mark of the Quad Cities (renamed i wireless Center) and the Sears Centre.

CKX launched Muhammad Ali's online store on the champ's 66th birthday, January 18th. Ali.com offers books and posters, plus autographed prints and boxing gloves, ranging from \$1,600 to \$5,500. CKX, launched by Robert Sillerman, handles the licensing and marketing of Ali's likeness and image, similar to a deal CKX made with Elvis Presley Enterprises.

A flock of a threatened owl species making its home in an 18-acre parcel of land that used to be a **Shoreline Amphitheatre** parking lot is giving Google some grief. The Internet giant reportedly wants to build a 3,000-square-foot office space and possibly a 285,000-square-foot hotel on the site in Mountain View, Calif., which Google is leasing. But before the company can do that, the birds will have to move out on their own accord, preferably to a nearby sanctuary, according to Mountain View officials quoted by Bay Area NBC affiliate KNTV. They're nudging the owls along by closing up burrows.

Travis Barker may be a rock star, or something like that, but that doesn't mean he wants to give free advertising to the energy drink of the same name. The former Blink-182 drummer sued Rockstar January 16th for invasion of privacy, unfair competition and misappropriating his likeness to promote the product after the company's Web site featured a picture of Barker holding a can of Rockstar along with his name without his consent, according to the *Washington Post*. The lawsuit, which claims the Plus 44 drummer is "a prominent figure in the rock music world," is seeking unspecified punitive and statutory damages.

John Stewart, 68, once a member of the Kingston Trio but probably best known for penning the Monkees' iconic hit "Daydream Believer," died January 19th in a San Diego hospital after suffering a brain aneurism. A prolific songwriter, Stewart recorded nearly four dozen solo albums including the critically acclaimed *California Bloodlines* and *Bombs Away Dream Baby*. However, his closest brush with mainstream stardom may have come from his duet with Stevie Nicks, "Gold." Among the hits he wrote for others were "Runaway Train" for Rosanne Cash, "Strange Rivers" for Joan Baez and "Sweet Dreams" for Nanci Griffith.

uncertain if Perrys-burg officials would appeal the ruling, the paper said.

The project broke ground in 1999 thanks to \$2.4 million in temporary financing from Perrysburg officials and a state carpenters union. But work stopped shortly after the RAAA failed to get affordable financing and it all went downhill from there.

The project was eventually scrapped, with debts of about \$18

Amphitheatre Authority.



THE LONG-DEFUNCT Rossford Arena and Amphitheatre project in

Toledo, Ohio, is still a thorn in the side of Perrysburg Township

officials. The township recently lost a round in court in its bid to reclaim a \$5 million loan made to the Rossford Arena

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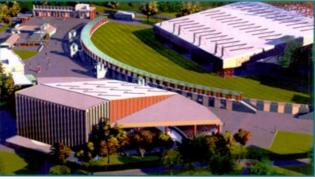
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Is MILEY CYNUS having a John Malkovich moment? The teen songstress poses with a group of blond-wigged photographers at the world premiere of her new film, "Hannah Montana & Miley Cyrus: Best of Both Worlds Concert," in Los Angeles January 17th.

million left unpaid by the RAAA as well as a lawsuit.

The land where the partially built amphitheatre stood was sold in a 2006 sheriff's auction.

### No Picket'n On Grammys

WEEK AFTER THE PRODUCERS of the Grammys requested an interim agreement to allow Hollywood writers to work at the February 10th telecast, the Writers Guild of America still hadn't said yea or nay – but they did agree not to picket the 50th anniversary of the show.

"We are pleased with the decision made by the WGA today," said Neil sident/CEO of The Recording Academy, which owns the rights to the Grammys but doesn't produce the show. "In light of this, we are gratified that the 50th Annual Grammy Awards will focus solely on the great music, artists and charitable work resulting from our show. We look

Portnow, Pre-

forward to unveiling the exciting lineup of artists who will give our worldwide audience one of the most memorable Grammy shows ever."

The WGA and the Alliance of Motion Picture and Television Producers also announced January 22nd that the two sides would start informal discussions the following day in the hopes of returning to negotiations and ending the nearly three-month strike.

Contract talks were last ended December 7th when the writers refused to drop six issues, including calls for the unionization of reality and animation shows.

On January 22nd union executives Michael Winship and Patric Verrone said in an e-mail to members that those two issues would be withdrawn to "make absolutely clear our commitment to bringing a speedy conclusion to negotiations."

The central contract issues are compensation for movie and TV projects distributed over the Internet – both programs produced for distribution on the Internet and downloaded TV programs and movies.

According to the WGA's Web site, both sides have agreed not to make any public comments about the informal discussions until those discussions have concluded.

Whether or not the WGA gives writers the A-OK to work the night of the Grammys, the producers of the award show and the recording industry are glad there won't be a picket line outside of the show to keep stars away.

The strike and the picket line outside the Golden Globes and the subsequent celebrity-free onehour show cost the ceremony 70 percent of their TV audience and NBC millions in ad revenue.

The recording industry is counting on viewers tuning in to the Grammys for a needed boost in revenue because the award show often increases sales for winners, nominees and other performers featured on the show.

According to the *Los Angeles Times*, after the Dixie Chicks won five Grammys last year, their CD sales increased 700 percent.



ALTHOUGH WRITERS and supporters like Paul Howes, the national secretary of the Australian Workers Union, pictured outside Fox Studios in Los Angeles, are still on strike, the WGA announced January 22nd it will not picket the Grammy Awards.

"It is an industry in a time of need," Portnow told the *Times*. "And it needs this show."

### Crüe Concertgoer Goes To Court

AYBE THINGS GOT A LITTLE too crazy at a Motley Crüe concert at the Ford Amphitheatre in Tampa, Fla., because during the

# Your Message... Their Desk

Booking Agents	2,400
Major Concert Venues	7,500
Talent Buyers	3,000
<b>Record Companies</b>	
Major Label Senior Execs	800
Major Label Staff	1,000
Independent Labels	2,500

Nightclubs	4,000
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Concert Support Services	6,500
Fairs, Fesitvals & Theme Parks	4,000

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World Radio History

# CONCERT PULSE

Average Gross	Avg. Tickets	Avg. Price	Cities	LW	TW	Headline Artist
\$ 2,074,417	19,315	\$107.40	(13)	NEW <b>&gt;</b>	1	The Police
\$ 1,477,213	12,897	\$114.53	(22)	1	2	Van Halen
\$ 1,042,784	15,059	\$69.24	(21)	2	3	Dane Cook
\$ 1,028,934	12535	\$82.08	(12)	NEW ►	4	Billy Joel
\$ 843,139	15,395	\$54.76	(48)	3	5	Hannah Montana / Miley Cyrus
\$ 791,865	7,206	\$109.88	(15)	4	6	Neil Young
\$ 671,626	8,880	\$75.63	(17)	5	7	Stevie Wonder
\$ 655,242	8,545	\$76.68	(12)	12	8	André Rieu
\$ 546,680	12,736	\$42.92	(60)	6	9	Trans-Siberian Orchestra
\$ 542,545	9,501	\$57.10	(15)	7	10	Keith Urban
\$ 508,468	8,284	\$61.38	(30)	8	11	Ozzy Osbourne
\$ 433,088	8,205	\$52.78	(15)	9	12	Tool
\$ 359,724	8,861	\$40.60	(12)	10	13	Brad Paisley
\$ 308,296	6,219	\$49.57	(21)	П	14	"So You Think You Can Dance"
\$ 241,414	3,560	\$67.81	(30)	13	15	Blue Man Group
\$ 193,254	6,398	\$30.20	(23)	14	16	Fall Out Boy
\$ 134,720	3,393	\$39.70	(21)	18	17	Evanescence
\$ 133,226	2,516	\$52.94	(15)	15	18	John Fogerty
\$ 131,892	2,834	\$46.53	(14)	17	19	Ben Harper
\$ 131,178	2,958	\$44.34	(14)	NEW >	20	Sammy Hagar & The Wabos
\$ 127,830	5,310	\$24.07	(16)	16	21	Casting Crowns
\$ 111,454	2,924	\$38.11	(13)	19	22	Kelly Clarkson
\$ 99,091	2,151	\$46.05	(27)	21	23	Tori Amos
\$ 98,526	2,692	\$36.60	(20)	20	24	The Australian Pink Floyd Show
\$ 85,603	2,472	\$34.62	(20)	23	25	Jeff Dunham
\$ 84,287	2,075	\$40.62	(14)	22	26	Carlos Mencia
\$ 69,743	3,090	\$22.57	(19)	24	27	Switchfoot / Relient K
\$ 65,376	2,259	\$28.94	(15)	25	28	Ween
\$ 61,339	2,739	\$22.39	(18)	26	29	Brand New
\$ 54,265	2,084	\$26.03	(16)	27	30	Avenged Sevenfold
\$ 53,542	2,002	\$26.74	(15)	28	31	Coheed And Cambria
\$ 46,040	1,587	\$29.01	(19)	30	32	HIM
\$ 43,378	2,072	\$20.93	(16)	31	33	Paramore
\$ 43,223	1,265	\$34.16	(14)	33	34	Travis
\$ 43,052	1,451	\$29.67	(13)	29	35	Bright Eyes
\$ 42,385	1,457	\$29.08	(17)	34	36	Nickel Creek
\$ 35,865	1,546	\$23.19	(15)	36	37	John Butler Trio
\$ 32,419	1,381	\$23.48	(17)	35	38	M.I.A.
\$ 31,858	1,531	\$20.80	(17)	37	39	Motion City Soundtrack
\$ 30,606	1,329	\$23.01	(16)	41	40	Tegan and Sara
\$ 29,435	1,345	\$21.88	(16)	38	41	Stars
\$ 29,100	1,453	\$20.02	(14)	40	42	The Academy Is
\$ 28,491	944	\$30.15	(21)	39	43	The Cult
\$ 27,406	1,014	\$27.02	(14)	42	43	Gov't Mule
\$ 24,920	1,014	\$27.02 \$18.49		42 44	44	As I Lay Dying
\$ 24,920 \$ 22,221	1,547	\$10.49 \$20.50	(15)	44 45	45	Senses Fail / New Found Glory
\$ 22,005	1,083	\$20.50 \$15.35	(15)	45	40	Chiodos
\$ 20,145	1,455	\$15.55 \$18.80	(19)	40 47	47	Pepper
\$ 20,145	1,0/1		(19)		40	
\$ 17,147	1,085	\$15.80	(16)	49	10	Boys Like Girls

**Booking Agent** 

Live Nation Global Touring Live Nation / Monterey International **Creative Artists Agency** Artist Group International **Creative Artists Agency** MVO Ltd. **Creative Artists Agency** André Rieu Productions William Morris Agency **Creative Artists Agency** MVO Ltd. William Morris Agency William Morris Agency **AEG** Live **Blue Man Productions Creative Artists Agency Creative Artists Agency** Creative Artists Agency Partisan Arts Podell Talent Agency Jeff Roberts & Associates **Creative Artists Agency Creative Artists Agency Creative Artists Agency Gersh Agency Gersh Agency** William Morris / Creative Artists High Road Touring **Ellis Industries** Pinnacle Entertainment The Agency Group Artist Group International The Agency Group Pinnacle Entertainment Ground Control Touring **Creative Artists Agency** Paradigm William Morris Agency William Morris Agency The Agency Group **High Road Touring Creative Artists Agency** TKO Paradigm The Agency Group **Ellis Industries** The Agency Group William Morris Agency **Ellis Industries** High Road Touring

The Concert Pulse ranks each artist by its average boxoffice gross per city in North America and is based on data reported within the last three months. All figures in U.S. dollars.



**BIG & RICH'S John Rich** (2nd from L) rallies the New York Stock Exchange to a 300point surge January 23rd, along with the help of Dee Snider and Carnie Wilson. Viacom was promoting CMT's "Gone Country," where Rich mentors apprentices Snider, Wilson, Sisqo, Maureen McCormick, Bobby Brown, Diana DeGarmo and Julio Iglesias Jr.

show, guitars and fists allegedly went flying.

Concertgoer Gerald Schneeman alleges in a lawsuit against promoter Live Nation that a member of the band struck him in the head with a guitar, leapt from the stage and knocked him to the ground before venue security entered the scene, assaulted him and dragged him from the venue.

The suit, obtained by the *Tampa Bay Tribune*, claims he suffered bodily injury, scarring and disfigurement.

*Pollstar*'s attempts to reach representatives for Motley Crüe and Live Nation were unsuccessful at press time.

### Boss Fan Head Of The Class

SED TO BE THAT FANS WHO had troubles getting tickets to a concert had just a couple options – cross their fingers and hope that more tickets were released day of show, or cough up the cash for seats on the secondary market. But when a Bruce Springsteen fan recently had trouble getting tickets for a performance at the Rose Garden in Portland, Ore., she decided to take a different route and file suit.

Sharon Fehrs claims she logged onto the venue Web site at the time of the onsale December 8th at 10 a.m., but despite her repeated efforts, no tickets were available for purchase.

Fehrs browsed StubHub and eBay's sites soon after and, surprisingly enough, found plenty of seats for sale, at markups "greatly exceeding the price at which the tickets were officially offered for sale through the official online ticket purchasing site," according to the suit.

It's not a new story, especially with all the publicity surrounding the ongoing Hannah Montana ticket fiasco. And while more and more states have embraced the secondary market, consumers have generally adopted it as well.

However, the twist in the case involves a city code in Portland, which prohibits the resale of

Continued On Page 24

# POLISTAR.com TOP

۰,				
	Last Week	This Week	Artist	Power Index
	1	1	Radiohead	1.000
	2	2	Bruce Springsteen & E Street Band	.682
	3	3	Bon Jovi	.580
	NEW	4	Kenny Chesney	.516
	5	5	Van Halen	.464
	NEW	6	Rush	.460
	8	7	Billy Joel	.456
	52	8	Robert Plant / Alison Krauss	.378
	NEW	9	"Gigantour" Megadeth	.371
	7	10	Neil Young	.363
	6	11	Ozzy Osbourne / Rob Zombie	.332
	10	12	Rage Against The Machine	.329
	4	13	Keith Urban / Carrie Underwood	.317
	46	14	Chris Rock	.293
	51	15	Jonas Brothers	.277
	9	16	Linkin Park	.273
	11	17	Velvet Revolver	.238
	22	18	Marilyn Manson	.232
	41	19	Santana	.225
	15	20	Incubus	.211
	NEW	21	The Cult	.210
	17	22	The Cure	.202
	18	23	Foo Fighters	.201
	NEW	24	Rascal Flatts	.200
1	13	25	The Police	.194
	20	26	"Funny Or Die Tour" Will Ferrell	.193
	19	27	Def Leppard	.186
1	NEW	28	Bob Dylan	.176
	16	29	Elton John	.175
	12	30	Avril Lavigne	.166
1	25	31	George Strait	.162
li	28	32	Arcade Fire	.160
	14	33	Hannah Montana / Miley Cyrus	.159
	27	34	Smashing Pumpkins	.158
	21	35	The Spice Girls	.156
	40	36	The Black Crowes	.155
	23	37	Korn	.154
	24	38	Celine Dion	.151
	26	39	Kid Rock	.141
	36	40	matchbox twenty	.138
	NEW	41	Bret Michaels	.134
	NEW	42	Dream Theater	.133
	53	43	Blue Öyster Cult	.132
	NEW	44	Whitesnake	.131
	33	45	The Moody Blues	.130
	34	46	Wilco	.129
	35	47	Ryan Adams	.128
	31	48	John Mellencamp	.127
	NEW	49	Les Claypool	.126
	NEW	50	Willie Nelson	.125

Artists are ranked by the number of times their itinerary is requested by fans visiting the pollutar.com Web site. This site serves up approximately 20 million timerary page views per month. The Power Index is determined by ranking the artists as a percentage of the chart leader.



Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross	Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross
12/14/07	Andre Rieu		46,541	\$4,738,368	10/12/07	Elton John		10,972	\$760,165
12 15 07	Rogers Centre Toronto, ON. CANADA		28 598 81 -	Canadian		I Wireless Center Maline, IL		10.972 100%	
2 shows	Andre Rieu Productions		84 50 - 124 50	(4 724 902)	-	Live Nation		67 00 - 92 00	
1/17/07	Dane Cook		31,260	\$2,020,890	01/08/08	Hannah Montana / Miley Cyrus		13,231	\$757,634
2 shows	TD Banknorth Garden Boston MA Bi Bi n enrich Presents		15 630 100 5 30 00 100 00			1st Mariner Arena Baltimore: MD AEG Live	Jonas Brothers	13.231 100%	
2 shows	Hannah Montana / Miley Cyrus	"Best Of Both Worlds"	29,210	\$1,716,788	12/19/07	Hannah Montana / Miley Cyrus	Best Of Both Worlds	26 00 66 00 13,204	\$752,434
12 30 07	Prudential Center	Jonas Brothurs	14 605	31,710,700	12/15/01	XL Center	Jonas Bicihers	13,204	\$132,434
2 shows	N wark NJ AEG Live		100 ÷ 26 00 - 66 00			Hartford CT AEG Live		100°- 26 00 - 66 00	
12 27 07	Hannah Montana / Miley Cyrus	Best Of Both Worlds	28,572	\$1,636,052	12/01/07	Dane Cook		9,444	\$746,22
12 28 07	Nassau Veterans Memorial Coliseum Un ondale NY	Jonas Brothers	14 286 100%			Mandalay Bay Resort & Casino Las Vegas, NV		10.000 94%	
2 shows	AEG Live		26 00 66 00			B Bumenin ch Presonth		31 50 157 50	
10/06/07	Elton John Owest Center Omaha		17,017 17.017	\$1,486,040	01/02/08	"Disney's High School Music Tueson Music Hall	al: The Ice Tour"	15,375	\$732,35
	Omaha NE AEG Live		100% 57 00 - 97 00		8 shows	Tup on AZ Nederlander Concerts		2 217 87% 20 00 - 56 00	
2/21/07	Hannah Montana / Miley Cyrus	"Best Of Both Worlds"	23,308	\$1,358,873	01/04/08	Hannah Montana / Miley Cyrus	"Best Of Both Worlds"	13,651	\$713,54
12 22 07	DCU Center	Jonas Brothers	11 654	\$1,000,010	01/04/00	Melion Arena	Jonas Brothers	13.651	5715,54
2 shows	V-forcester MA AEG Live		100° 26 00 - 66 00			Pittsburgh PA AEG Live		100* 26 00 - 56 00	
0/13/07	Elton John		16,905	\$1,222,115	01/09/08	Hannah Montana / Miley Cyrus	"Best Of Both Worlds"	13,141	\$705,84
	Sprint Center Kansas City, MO		17 503 97			Times Union Center Albany, NY	Jonas Brothers	13 141 100°	
-	Goldenvoice AEG Live		47 00 - 87 00			AEG Li e		26 00 - 56 00	
12/12/07	Billy Joel Foro Sol / Autodromo Rodriguez		32,591 56.064	\$1,172,153	12/20/07	Hannah Montana Miley Cyrus ' Dunkin' Donuts Cimter	"Best Of Both Worlds" Jonas Brothers	10,660	\$645,528
	Mexico City, MEXICO CIE		58*	Pesos		Providence RI	Jonas Brothers	10 660	
2/23/07	Trans-Siberian Orchestra		250 00 - 1850 00 25,665	(12,796,427) \$1,170,618	12/16/07	AEG Live	Pab Zamba	26 00 66 00	\$606 70
2/23/07	AT&T Center		12 833	31,170,010	12/10/07	Ozzy Osbourne Alistate Arsha	Rob Zombie In Thit Moment	10,603 10,603	\$626,72
2 shows	San Antonio TX Stone City Attractions		100% 35.00 - 55.00			Resument IL Concerts West   AEG Live		100° 49 75 - 99 75	
2/15/07	Keith Urban	Gary Allan	7,385	\$1,115,865	01/05/08	Ozzy Osbourne	Rob Zombie	8,717	\$609,72
12 16 07	The John Labatt Centre London ON CANADA		14 770 100%	Canadiun		Verizon Center Washington, DC	In This Moment	8 717 1001	
2 shows	Li e Nation		59 50 - 79 50	(1.112		Concerts West AEG Live		39 75 - 89 75	
1/03/07	Dane Cook		19,179	\$1,112,810	12/14/07	Arcangel / Jowell & Randy		12,314	\$566,25
	United Center Chicago, IL		19 179 100%			Co seo de Puerto Rico San Juan, PR		12 879 96%	
0.45.07	Bill Blumenreich Presents		30.00 100.00			Stein Dueno Entertainment		35 00 - 80 00	
12/15/07	Trans-Siberian Orchestra		18,221 9.111	\$1,082,377	01/10/08	Ozzy Osbourne The Anchova Spectrum	Rob Zownbie In This Moment	7,530 7 530	\$562,383
2 shows	East Rutherford NJ The Bov ery Presents		100° 47.00 - 62.00			Philadeiphia, PA Concorts Wool   AEG Live	in the workers	100% 49 75 - 89 75	
2/22/07	Ozzy Osbourne	Rob Zombie	15,130	\$1,051,726	12/16/07	Hannah Montana / Miley Cyrus	"Best Of Both Worlds"	10,811	\$559,360
	Madison Square Garden Arena	In This Moment	15 130			Blue Croils Arena	Jonas Brothers	10.811	
	New Yor NY Concerts West AEG Live		100% 29 75 - 99 75			Rochenter, NY AEG L		100"- 26 00 - <b>56</b> 00	
01/10/08	George Strait	Little Big Town	16,160	\$1,032,050	11/09/07	Dane Cook		7,213	\$537,62
	Frank Erwin Center Austin TX	Sarah Johns	16.160 100%			Conseco Fielanou le Indianapo s IN		12 806 56%	
	Varn I Enterprises		54 50 64 50			Bill Blumenreich Presents		30.00 - 100.00	
2/29/07	Trans-Siberian Orchestra		23,504 11.752	\$1,012,990	12/16/07	Il Divo Colseo de Puerto Rico		5,879	\$535,223
2 chows	North Little Rock AR Stone City Attractions		100%			San Juan, PR		6 434 91%	
2 shows	Hannah Montana / Miley Cyrus	"Best Of Both Worlds"	30.00 - 50.00 15,843	\$983,818	12/09/07	Stein Dueno Entertainment	metalik ou turantu	75.00 - 150.00 5,992	\$532.97
12/13/07	Air Canada Centre	Jonas Brothers	15,843	3903,010	12/09/07	"Star 94.1 Jingle Ball" San Diego Sports Arena	matchbox twenty Duran Duran	<b>5,992</b> 9.871	\$532,97
	Toronto ON CANADA Concerts West AEG Live		100 <sup>+</sup> 29 50 - 70 50			San Diego, CA AEG Live	Vanessa Cariton Lenny Kravitz	61 - 54 00 - 254 00	
2/22/07	Trans-Siberian Orchestra		23,599	\$910,180	12/26/07	Trans-Siberian Orchestra		10,848	\$525,563
	Ford Center Oklahoma City, OK		11,800			Frank Erwin Center Austin, TX		11 906 91	
2 shows	Stone City Attractions		32 50 - 43 50			Stone City Attractions		27 00 - 52 00	
01/07/08	Hannah Montana / Miley Cyrus		16,103	\$909,981	11/08/07	Dane Cook		9,146	\$523,18
	Verizon Center Washington, DC	Jonas Brothers	16,103 100			Charlotte Bobcats Arena Charlotte, NC		12 906 71%	
	AEG Live		26 00 - 66 00			Bill Blumenreich Presents		30 00 - 100 00	
2/17/07	Hannah Montana / Miley Cyrus The Wachovia Center	"Best Of Both Worlds" Jonas Brothers	16,159 16,159	\$899,324	12/18/07	Ozzy Osbourne Joe Louis Arena	Rob Zomble In This Moment	7,778 7,778	\$492,77
	Philadelphia, PA AEG Live	Control of Office a	100° 26 00 - 66 00			Detroit, MI Concerts West / AEG Live	in this worlden	100% 39 75 - 89 75	
12/29/07	Chris Brown	Bow Wow	12,513	\$842,278	01/12/08	Ozzy Osbourne	Rob Zombie	7,526	\$446,994
.,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,	Oracle Arena	Soulja Boy	12,513			Mohegan Sun	In This Moment	7,526	+++0j53*
	Oakland, CA Live Nation	Sean Kingston Shop Boyz	100% 39 75 - 84 75			Uncasville, CT (In House Promotion) Concerts West AE	G Live / Live Nation	100° 80 25 - 90 25	
01/03/08	Hannah Montana / Miley Cyrus	"Best Of Both Worlds"	16,562	\$829,825	6-				
	Ouicken Loans Arena Cleveland, OH	Jonas Brothers	16 562 100%			your boxofi	ice results		
	AEG Live Jam Productions		26 00 - 56 00						07
01/05/08	Hannah Montana / Miley Cyrus		13,673	\$787,563	1		559.2	2/1./	979
	Atlantic City Boardwalk Hatl	Jonas Brothers	13 673						

# **Boxoffice** SUMMARY

Date	Artist Facility/Promoter Support	Tickets Sold Capacity	Gross	Date	Arlist Facility/Promoter Suppo	Tickets Sold rt Capacity	Gross
01/08/08	Ozzy Osbourne Rob Zombie	7,726	\$445,298	12/13/07	Anita Baker	1,826	\$148,000
	DCU Center In This Moment Worcester, MA Concerts West I AEG Live	7,726 100° 39 75 - 89 75			Raymond Kravis Ctr Dreyloos Hall West Palm Beach, FL (In-House Promotion)	2,100 87% 30.00 - 140.00	
01/04 08	Trans-Siberian Orchestra	10,316	\$412,454	12/15/07	Lamb Of God / Killswitch Engage DevilDriv	er 4,932	\$143,812
	I Wireless Center Moline, IL Live Nation	10,316 100% 34.00 - 44.00			Long Beach Arena Soilwe Long Beach, CA Live Nation	ork 4 932 100° 19 99 - 38 00	
12/08/07	Chayanne	4,889	\$384,624	10/19/07	"The World Famous" Lipizzaner Stallions	2,530	\$138,147
	Complejo <b>C</b> ultural Siglo 21 Puebla, MEXICO CIE	4 889 100° 700 00 - 1500 00	Pesos (4,198,950)		Nassau Coliseum Fair Uniondale NY (In-House Promotion)	10,273 25% 30 00 - 125 00	
10 05 07	"Shrine Circus"	24,915	\$303,649	11/17/07	George Lopez	2,376	\$135,120
10 06-07	Target Center Minneapolis, MN	11,378 31%			Beaumont Civic Ctr. Beaumont, TX AEG Live	2,450 97% 40.00 - 60.00	
7 shows	(In-House Promotion) 'Jesus Christ Superstar"	14.00 - 25.00 4,566	\$282,904	10/12/07	Lynyrd Skynyrd Jay Boy Adar		\$133,979
12 11 07	Northern Alberta Jubilee Auditorium Edmonton, AB. CANADA	2,308	Canadian		Nokia Theatre At Grand Prairie Grand Prairie, TX	3,522 70%	
2 shows	Jeff Parry Prom Magic Arts & Entertainment NewSpace Ent ment	45 00 - 65 00	(282,100)		Steve Litman Presents	39 50 - 65 00	
10/25/07 10 26 07	Tony Bennett Mystic Lake Casino	<b>4,118</b> 2.104	\$278,565	12/07/07	Rock 105.3 "Rock Before Christmas" San Diego Sports Arena Suicidal Tendenc	4,378 es 5,894	\$122,584
2 shows	Phor Lake, MN (In-House Promotion)	98% 63 00 - 75.00			San Diego, CA Avenged Seventi AEG Live / SOMA Productions Atreyu / Fair To Midla	old 74°	
11/20/07	Chayanne	3,249	\$270,412	12/04 07	Alexisonfire Sao:		\$114,107
	Expo Forum Hermosillo, MEXICO	11 540 28%	Pesos	12 05 07	MacEwan Conference And Event Centre Anti-Fi Calgary AB CANADA The Bi		Canadian
44 100 107		300.00 - 500.00	(2.898,000)	2 shows	The Union / Live Nation	32.50	(113,783)
11/28/07	Zoe Palacio De Los Deportes	17,276 21,098	\$267,565	12 03 07	Switchfoot / Relient K Ru Comcast Arena / Everett Events Ctr.	6,115	\$112,915
	Mexico City, MEXICO CIE	82% 150 00 - 350 00	Pesos (2 867,480)		Everett, WA Lowell McGregor	80% 25.00	
12/01/07	"Disney Live!"	10,164	\$261,882	11/30/07	Roch Voisine	1,738	\$108,157
	The Wachovia Center Philadelphia, PA	3,388 100°		12 01 07	Theatre Du Casino Gatineau, OC, CANADA	987 88%	Canadian
3 shows	Feld Entertainment Tony Bennett	17 00 - 53 00 4,068	\$247,380	2 shows	Gillett Entertainment Group	49.50 - 59.50 <b>2,814</b>	(103,021) \$107,542
10/21/01	Fabulous Fox Theatre Saint Louis, MO	4,092	•247,000	11,00,01	Monroe Civic Center Arena Monroe, LA	6,400 44%	0101,012
	Sam Louis, MO Steve Litman Presents   Fox & Associates	47.50 - 62 50			Red Mountain Entertainment Blue Deuce Entertainment	28 00 - 31 00	
12/08/07	Glenn Beck The E Center	6,670 6,839	\$244,225	11/29 07	"Hairspray" Assembly Hall	2,571 3.600	\$103,723
	West Valley City, UT KNRS	98° 20 00 - 90.00			Champaign, IL (In-House Promotion)	71° 32 00 - 45 00	
12/06/07	Tony Bennett	2,646	\$217,726	11/01/07	ZZ Top	4,889	\$102,669
	Broward Ctr. Au-Rene Theater Fort Lauderdale FL	2,646 100%			Nokia Theatre At Grand Prairie Grand Prairie, TX	4,926 99%	
11/25/07	(In-House Promotion) Chayanne	50 00 - 125.00 4,746	\$213,428	11/13 07	AEG Live Celtic Woman	25.00 2,108	\$102,570
11/20/07	Plaza De Toros	14,180		11/10/07	I Wireless Center Moline. IL	3.725	0102,010
	Tijuana, MEXICO CIE	34% 300 00 - 500 00	Pesos (2 287 300)		Madstone Productions	40 00 - 60 00	
10/26/07	Anita Baker Fabulous Fox Theatre	3,923 3,969	\$204,215	10/06/07	"70's Soul Jam The Emotion Reliant Arena @ Reliant Park The Stylist		\$101,917
	Saint Louis, MO Steve Liman Presents / Fox & Associates	3,969 99% 40.00 - 55 00			Heitant Ateria @ Renain Faix The Stylist Houston, TX Bioodsto North American Enterainment Group Heatwi	ne 41	
12/11/07	"Movin' Out"	3,396	\$202,105	10/19 07	The Doobie Brothers	1,925	\$101,665
12 12-13	Conexus Arts Centre Regina, SK, CANADA	1,600 71 o	Canadian		Celebrity Theatre Phoenix, AZ	2,300 84	
3 shows	Jeff Parry Prom Magic Arts & Entertainment / NewSpace Entiment	45 00 - 65 00	(201.530)		(In-House Promotion)	45 00 - 65 00	
11/15/07	Chayanne Plaza De Toros Santa Maria	3,310 5,719	\$196,352	12/10 07	"Moscow Ballet's Russian Nutcracker" McCallum Theatre	1,968 1,086	\$99,759
	Queretaro, MEXICO CIE	58% 400 00 - 500.00	Pesos (2,104,300)	2 shows	Palm Desert CA (In-House Promotion)	91 20 00 - 75 00	
11/28 07	"Unite Against Aids" Avril Lavigne	2,414	\$193,068	10/16 07	Widespread Panic	2,937	\$95,452
	Bell Centre Angelique Kidjo Montreal, QC, CANADA John Mayer	3,018 80%	Canadian		Fabulous Fox Theatre Saint Louis, MO	4.076 72°	
10/00/07	Gillett Entertainment Group Sarah McLachian	45.45 - 170 36	(183,901)	12/08/07	Steve Litman Presents / Fox & Associates "The Nutcracker"	32 50	\$92,544
12/08/07 12 09 07	"The Nutcracker" Roth Eckerd Hall	<b>3,976</b> 2,023	\$165,350	12/00/07	Morris Performing Arts Center	<b>4,783</b> 2,318	992,044
3 shows	Cleanwater, FL (In-House Promotion)	66% 30 00 - 46 00		3 shows	South Bend, IN Southold Dance Theater	69° 12.00 - 35.00	
12 02/07	Paul Anka	1,975	\$163,158	12/31/07	Jeff Dunham	2,541	\$91,476
	National Arts Centre Ottawa, ON, CANADA Keystone Music / Rubin Fogel Productions / Dennis Ruffo Productions	2,223 89% 64.50 - 89.50	Canadian (162.694)		Carol Morsani Hall Tampa, FL ICON Entertainment Group , Tate Entertainment	2 541 100° 36 00	
12/06/07	"107.7 The End Deck The Hall Ball" Modest Mouse	4,543	\$158,416	01/11/08	Jeff Dunham	2,373	\$86,615
	Corricast Arena / Everett Events Ctr. She Wants Revenge Everett, WA Coheed And Cambria	8,374 54%	,		William Saroyan Theatre Fresno, CA	2.373 100°	,
40 0 10	Live Nation Spoon	35 50	A	40/40	ICON Entertainment Group / Tate Entertainment	36 50	AAF 761
12 04/07	Paul Anka Massey Hall	1,997 2,455	\$157,714	12/10/07	CAKE Brazilian G DAR Constitution Hall Oakley F	all 3,500	\$85,761
	Toronto, ON, CANADA Keystone Music / Rubin Fogel Productions / Dennis Ruffo Productions	81 % 75.00 - 125.00	Canadian (157,266)		Washington, DC Agent Ribbo I.M.P. / Seth Hurwitz		
11/18/07	Yahir	8,675	\$148,964	10/20/07	The Australian Pink Floyd Show	1,749	\$83,840
	Auditorio Nacional	5,440			Wells Fargo Theatre	4,768	

Date	Artist Facility/Promoter Support	Tickets Sold Capacity	Gross	Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross
11/18 07	Switchfoot / Relient K Buth	3,634	\$83,830	11/29/07	Dierks Bentley		1,464	\$50,397
	1st Mariner Arena Battimore, MD	13,000 28°			Monroe Civic Center Arena Monroe, LA		4 319 34°	
12/27 07	Premier Productions Rush Concerts "The Harlem Globetrotters"	18.00 - 28.00 4,035	\$83,469	11/30/07	Red Mountain Entertainment Blue De Bersuit Vergarabat	suce Ertertainment	25.00 - 37.50 2,026	\$48,320
12/2/10/	I Wireless Center	9.606	303,403	11/30/07	Auditorio Nacional		3,500	,
	Moine IL (In Hause Promotion)	42% 17 00 - 75 00			Mexico City MEXICO CIE		58° 250 00	Pesos (517 839)
11/01/07	The Wiggles	4,383	\$81,857	10/17/07	Led Zepplica - Trib. To Led	Zeppelin	1,157	\$48,275
2 shows	I Winness Center Moline (L (In House Promotion)	3 770 58° 18 00 - 35 00		-	St. Denis Theatre Montreal, OC, CANADA Gillett Entertainment Group Greentai	nd Productions	1 285 90* 29 50 - 47 50	Canadian
12/07/07	The Trail Band	3,125	\$81,386	10/22/07	Ween	no Flogacions	29 50 - 47 50	(47.884) \$48,000
12 08-09	Alads in The Iter Portland, OR	550 95%		10/22/01	The Pageant Sain Louis MO		2 000	¢ 10,000
6 shows	True West Mark Adler Friends Of The Children Ross Productions	12 50 - 37 50	_		(In House Promotion) Live Nation		100% 24.00	
12/12/07	Tori Amos Yoav Copiey Symphony Hail	<b>1,755</b> 2.136	\$79,853	12 09 07	"Feria De Cali" Bayfront Park Amphilheater	Guayacan Maelo Ruiz	2,203 9.621	\$47,225
	San Diego CA AEG Live	82% 45 50			Mam FL Hemando Miranda	Los Diablitos	23% 15 00 - 50 00	
11/18/07	Sawyer Brown	3,987	\$73,233	12/15/07	Brothers Four	The Brandywise Singers	1,000	\$45,000
	Mystic Lake Casino Prior Lake, MN	2,104 95%			Raymond Kravis Ctr - Dreyfoos Half West Palm Beach FL	,	2,100 48°	,
2 shows	(In-House Promotion)	19 00 - 29 00			(In House Promotion)		15 00 - 90 00	
11/06/07	Hinder Columbus Civic Center Arena	2,533 6,463	\$73,206	10/09/07	Collective Soul The Great Saltair	Emerson Hart	1,871 1.871	\$43,335
	Columbus GA Red Mountain Entertainment Blue Deuce Entertainment	39% 27 00 - 30 00			Magna, UT Lucky Man Concerts AMJ Concerts		100° 23 00 - 24 00	
11/11/07	Hinder	2,324	\$72,749	10/23/07	Nickel Creek	Bruce Molsky	1,771	\$42,504
	Roandke Civic Center Colliseum Roandke, VA	8 063 291			The Pageant Saint Louis MO		2 000 89	
	Red Mountain Entertainment Blue Deuce Entertainment	29 50 - 32 50			(In-House Promotion) Live Nation		24 00	
10 22/07	The Australian Pink Floyd Show	1,558 4.615	\$72,125	11/27/07 11 28 07	Brian Culbertson Birchmere	Gerald A bright Howard Hewett	644 500	\$41,860
	Minneapolis, MN Steve Litman Presents	34 o 37 50 - 42 50		2 shows	Alexandria VA The Birchmere Presents / Michael Jav	Nick C Jianne	64° 65 00	
10/28/07	Kenny Loggins	1,093	\$69,710	12/08/07	Chris Botti	Nayo Jones	578	\$41,670
	Celebrity Theatre Phoenix, AZ	2,071 53°			Celebrity Theatre Phoenix AZ		790 730	
-	In Hause Promotion	50.00 - 75.00			(In-House Promotion)		55.00 - 100.00	
10 23 07	Peter Frampton Celebrity Theatre	1,301 2.099	\$68,970	12/11/07	Hotel California "A Salute Raymond Kravis Ctr Dreyfoos Hall	To The Eagles"	923 2.100	\$40,782
	Phoenix, AZ (In House Promotion)	62% 37 50 - 65 00			West Palm Beach, FL (In House Promotion)		44° 15 00 - 70 00	
12/13/07	The Irish Tenors	1,105	\$68,355	12/11/07	3 Redneck Tenors		958	\$40,643
	McCa um Theatre Palm Desert, CA	1 105 100			Bass Performance Hall Fort Worth TX		1 980 48°	
40.00.07	(In-House Promotion)	35.00 - 85.00	****	40/44/07	Performing Arts Fort Worth		25 00 - 100 00	A 40 507
10/30/07	Sammy Hagar & The Wabos I Wireless Center	3,853 4,725	\$68,069	12/11/07	Peter White Ruth Eckerd Hall	Minei Abair Rici Braun	1,079 2 019	\$40,507
	(In House Promotion)	82~ 32 00 - 47 00			Clearwater, FL (In House Promotion)		53°u 36 00 50 00	
12/03/07	Hal Holbrook In "Mark Twain Tonight"	1,346	\$67,335	12/12/07	Modest Mouse	Matr Costa	1,353	\$40,255
	Bass Performance Hall Fort Worth TX	1,980 68*			Abraham Chavez Theatre El Paso TX		1 500 90°	
40/40 07	Performing Arts Fort Worth	29 50 - 57 50	ACC 400		AEG L ve		31 00	
12/12/07	Brian Stokes Mitchell Raymond Kravis Ctr - Dreyfoos Hall	1,329 2.100	\$66,403					
	West Palm Beach, FL (In House Promotion)	63° 15 00 - 80 00						
11/26/07	Coheed And Cambria Clutch	2,350	\$64,625					
	Electric Factory The Fall Of Troy Philadelphia, PA	2.350 100%						
12/12/07	(In-House Promotion) Kenny "Babyface" Edmonds	27 50 - 30.00 1,241	\$59,845	-				
12/12/07	Cobb Energy Performing Arts Centre	2.526	339,043			<b>ALSTAR</b>		
	Atlanta, GA Rival Entertainment	49% 45 50 - 55 50				Krr3n/L		
12/13/07	Michael McDonald	1,314	\$58,825			JIINE		
	Riverside Theatre Milwaukee, Wi	2 294 57*						
10/11/07	(In House Promotion) David Crowder Band The Myriad	36 50 - 46 50 2,550	\$54.395			ULLI	LE	
10 11/01	Celebrity Theatre Phil Wickham	2,550	004,000		PFD	ort fo		
	Phoenix, AZ (In House Promotion)	100% 20 00 - 25 00		-				
01/10/08	Jeff Dunham	1,546	\$54,110					
	Majestic Fox Theater Bakersheld, CA	1.546 100%		Co	DNFIRMATION	OF REPORT	SUBMIS	SION
12/06/07	ICON Entertainment Group / Tate Entertainment Tegan and Sara Northern State	35.00 1,963	\$53,058	-	Mouse-	OVER FEAT	URES	
12/00/01	Zellerbach Auditor um	1,963	000,000		INTERAL	CTIVE CALE	DAR	
	Berkeley, CA Another Planet Entertainment	1009 25 00 - 27 50						
11/12 07	Switchfoot / Relient K Ruth	2,273	\$51,166					
	EMU Convocation Ctr	7 500				starpro com	ronort	

7 500 30% 20.00 - 23.00

EMU Convocation Ctr Ypp anti, MI Premier Productions | Rush Concerts www.pollstarpro.com/report

Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross	Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross
0/26 07	Steven Curtis Chapman	Bethany Dillion	1,342	\$40,238	12/01/07	Chonda Pierce		1,272	\$21,096
	Celebrity Theatre Phoenix, AZ PNC Entertainment	Sanctus Real	2 360 57* 20 00 - 35 00			Northwood Temple Fayettevile, NC Premie: Productions		1 272 1001 14 50 - 22 50	
11/14/07	Switchfoot / Relient K	Ruth	1,830	\$40,041	11/23/07	Lotus		1,270	\$21,027
	Cincinnati Gardens Cincinnati OH		10.830 17%		11/24/07	World Cafe Live - Downstairs Philadelphia, PA		650 98*	
	Premier Productions Rush Concerts		19 00 - 22 00		2 shows	(In-House Promotion)		15 00 - 18 00	
12/07/07	Papa Roach Piere's Five	Egypt Central	1,796 1,796	\$39,512	11/17/07	Zach Galifianakis Boulder Theater	Chris Voth	820 820	\$20,500
	Fort Wayne, IN (In-House Promotion)	Menwether	100° 22 00 - 25 00			Boulder, CO Live Nation		1001	
11/03/07	Static-X / Shadows Fall	3 Inches Of Blood	1,400	\$37,286	10/25 07	D.L. Hughley	Malik Shannon	432	\$19,440
	B g Easy Concert House Spokanu, WA	Dwine Heresy	1 400 100 <sup>m</sup>			The Pageant Saint Louis, MO		1 000 43	
12/03/07	Knitting Factory Entertainment / Bravo Entiment Peter White		27.00 749	\$27.075	11/12/07	Steve Litman Presents Rob Bell		45.00	\$17,997
12 04 07	Birchmere	Mindi Abair Rick Braun	500	\$37,075	11/12/07	Regency Center Ballroom		1,052 1.052	\$11,991
2 shows	Alexandria, VA The Birchmere Presents Michael Jaworek		75% 49 50			San Francisco, CA Another Planet Entertainment		100° 17 00	
10/18/07	Denis Bouchard		737	\$35,631	10/24/07	Brandi Carlile	A Fine Frenzy	1,272	\$17,553
10 19/07	St. Denis Theatre Montreal QC CANADA		900 27°	Canadian		Big Easy Concert House Spokane, WA		1,400 91	
3 shows	G ett Enterta nment Group		39 50 - 49 50	(35 342)		Knitting Factory Entertainment Bravo		13 50 - 15 00	
12/09/07	John Butler Trio McMenam ns Crystał Ballroom	Brett Dennen	1,400	\$35,000	11/16/07	The Sax Pack Celebrity Theatre	Jeff Kashiwa Kim Waters	318 1.000	\$17,365
	Portland, OR True West / Mark Adler		100° 25 00			Phoenix, AZ Laughlin Entertainment	Steve Cole Marc Antoine	32° 55 00 - 100 00	
10/20/07	Billy Bragg	David Berkeley	757	\$34,822	10/22/07	David Crosby		999	\$16,915
	The Concert Hall @ N YS E C New York NY		757 100%			Big Easy Concert House Bolse, ID		999 100	
	Metropolitan Talent Presents	-	46.00			Knitting Factory Entertainment   Bravo	Ent ment	15 00 - 25 00	
10/13/07	Dashboard Confessional (Solo) The Marquee Theatre	John Raiston Augustana	1,383 1.383	\$34,769	11/30/07	Asleep At The Wheel The Cotilion	The Crawdaddies	687 1.500	\$16,523
	Tempe AZ Lucky Man Concerts AMJ Concerts	Augustana	1 303 100° 24 75 - 27 75			Wichita, KS (In House Promotion)		46 a 23 50 - 26 50	
11/14/07	David Crowder Band	The Myriad	1,409	\$33,962	12/07/07	Dan Wilson	Jeremy Messersmith	637	\$15,925
	Memonal Auditonum	Phil Wickham	2,060			Guthrie Theater Minneapolis MN	,	637	,
	Raleigh, NC Premier Productions		68" 14 00 - 30 00			Sue McLean & Associates		100% 25 00	
10/09/07	The Shins	Talking Hands	1,290	\$32,250	10/10/07	Rilo Kiley	Grand Ole Party	806	\$15,384
	Celebrity Theatre Phoenix, AZ Stateside Presents		1,460 881 26 00			The Marquee Theatre Tempe, AZ	tabas da Dassanta	1,500 54	
10 26 07	Static-X / Shadows Fall	Divine Heresy	1,000	\$32,000	12/08/07	Lucky Man Concerts AMJ Concerts   S Mario Pelchat	tateside Presents	18 75 - 19 75 <b>496</b>	\$14,941
10 20 01	Sunshine Theatre	3 Inches Of Blood	1 000	002,000	12,00,07	Salle Edwin Belanger		543	
	A buquerque NM Lucky Man Concerts AMJ Concerts		100ª 32 00			Montmagny, QC_CANADA Production: J		91 30 04	Canadian (14.899)
10/28/07	Tech N9ne	Cool Nutz	1,309	\$31,089	12/05/07	Aimee Mann	Paul F. Tompkins	419	\$14,875
	The Marquee Theatre Tempe AZ Lucky Man Concerts AMJ Concerts	Dog Faced Gods Potluck	1 500 87° 23 75			Aladdin Theater Portland OR True West I Mark Ad er	Ne e McKay	600 701 35 50	
10 20/07	Jeremy Camp		1,561	\$30,098	10/18/07	Collective Soul	Emerson Hart	537	\$14,782
	North Jacksonv e Baptist Church		2,600	400,000		Sunshine Theatre	Enorgon mar	1,000	
	Jacksonville, FL Premier Productions Rush Concerts		60° 16 00 - 25 00			Albuquerque, NM Lucky Man Concerts   AMJ Concerts		54 27 50 - 28 00	
11/29/07	The Cult	Action Action	867	\$27,505	10/24/07	Billy Ray Cyrus		323	\$14,225
	The Pageant Saint Louis MO	The Cliks The Knives	2,000 43°			Celebrity Theatre Phoenix, AZ		1,854	
10/06/07	(In-House Promotion) Lie Nation Jagermeist Senses Fail / New Found Glory	Set Your Goals	30 00 - 35 00 1,357	\$26,338	11/18/07	(In-House Promotion) Rob Bell		35.00 - 45.00 818	\$13,906
10,00,01	The Marque Thinke	Ser four Guais	1 357	\$20,550	11/10/07	Empire Theatre		818	910,500
	Tempe, AZ Lucky Man Concerts   AMJ Concerts		100° 18 75 - 20 75			San Antonio, TX AEG Live		100% 17 00	
11/28/07	"Top 3 Canadian Idol"		582	\$25,532	12/09/07	Todd Rundgren		391	\$13,655
	Theatre Du Casino Gatineau OC CANADA		685 85%	Canadian		World Cafe Live - Downstairs Philadelphia PA		500 78%	
10/05 07	Gliett Entertainment Group	Ahmed Ahmed	35 00 - 55 00 847	(24.320) \$24,925	10/02/07	(In-House Promotion)		35.00 - 40.00 552	\$12,987
10/05/07	"Axis Of Evil Comedy Tour" Celebrity Theatre	Maz Jobrani	1 100	\$24,323	10/02/07	Big Easy Concert House		1,400	\$12,987
	Phoenix AZ ICON Entertainment Group	Dean Obeidallah	77% 30 00			Spokane WA Knitting Factory Entertainment Bravo	Entiment	39% 22 00 - 27 00	
10/25/07	Slightly Stoopid		1,277	\$22,696	10/20/07	The Red Jumpsuit Apparat		544	\$12,562
	Rialto Theatre Tucson, AZ		1,277 100°			Cabaret De Capitol Quebec City, QC, CANADA	Monty Are I Amber Pacific	640 85%	Canadian
10/20/07	Lucky Man Concerts AMJ Concerts	Enne Din	16.50 - 19.00	CO4 0C0	10:00:07	Gillett Entertainment Group		22.50 - 25.00	(12 460)
10/30/07	The New Pornographers Variety Playhouse	Emma Pollock Immaculate Machine	1,078 1.078	\$21,862	12/20/07	Face Boulder Theater		800 800	\$12,000
	Atlanta GA Windstorm Productions / OK Productions		1009 20 00 - 22 00			Boulder, CO (In-House Promotion)		100% 15 00	
10/25/07	Chevelle	Fair To Midland	1,019	\$21,431	10/28/07	Tiger Army	Street Dogs	750	\$11,250
	The Marquee Theatre Tempe AZ	Tyler Read	1 500 68°			Neumo s Seattle WA		750 100%	
	Lucky Man Concerts AMJ Concerts		20 75 - 21 75			Infinite Productions		15 00	
10/15 07	"Rockstar Energy Drink Viva La E The Great Saltair	Cradie Of Filth	903 1.500	\$21,337	11/02/07	Alter Bridge The Marquee Theatre		500 750	\$11,169
	Magna UT	GWAR CKy	1 500			Tempe AZ		67	

Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross	Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross
12/02/07	Amon Amarth	Decapitated	681	\$11,036	12/10/07	Blind Melon	Moonlight Temers	461	\$6,915
	Trocadeto Theatre Philadelphia, PA (In House Promotion)	Sonic Syndicate Himsa	1 200 57 16 00 - 17 00			G bson Showcase Memphis TN		500 92	
12/05/07	Richie Furay		363	\$10,890	10/11/07	TCB Concerts HorrorPops	Roger Miret & The Disasters	15.00 456	\$6,840
	Boulder Theater Boulder CO		700 52			The Clubhouse Music Venue Tempe, AZ	Zombeast	600 76°	
12/11/07	AEG Live Ghostland Observatory		25.00 - 32.50 350	\$10 500	12/12/07	Lucky Man Concerts   AMJ Concerts		15.00	CC 000
12/11/07	Stubb s Bar B Q Austin TX		350 350	\$10,500	12/12/07	Carbon Leaf World Cafe Live - Downstairs Philadelphia, PA	Tom Mccormack	458 500 92	\$6,828
11/25/07	C3 Presents Brian Culbertson		30 00 231	\$10,325	10/16/07	(In-House Promotion)	Andre Lances	15 00	000 33
11/25/01	Town Hall New York, NY		1 485	\$10,325	10/10/07	Mickey Avalon Club Congress Tucson, AZ	Andre Legacy Dirt Nasty	341 375 91	\$6,820
	The Bowery Presents		35 00 - 45 00			Lucky Man Concerts AMJ Concerts	DJ [tilese] Beardo	20.00	
11/24/07	Peter Bjorn And John The Loft	The Besnard Lakes	516 516	\$10,320	12/07/07	Alejandro Escovedo World Cale Live - Downstairs		287 300	\$6,242
	S in Mircos TX AEG Live		100m 20.00			Philadelphia. PA (In House Promotion)		96% 22 00	
10/30/07	Aesop Rock	DJ Signify	550	\$10,195	10/24/07	Thurston Moore	Sources	364	\$6,092
	WO V Hn I Eugene OR din Hause Promotion:	Blockhead Black Moth Super Rainbow	550 100° 16 00 - 18 00			Neumo s Seattle WA (In House Promotion)		500 73%	
10/21/07	Paolo Nutini	Sara Bareilles	465	\$9,907	10/08/07	Trentemoller		15.50 - 18.00 357	\$5,629
	The Marquee Theatre Tumpe AZ	Serena Ryder	500 93%			Neumo s Seattle WA		500 71 •	
40/45 07	Lucky Man Concerts AMJ Concerts		20 75 - 23 75			(In-House Promotion)		15 00 - 18 00	
10/15/07	Dark Star Orchestra The Marquee Theatre		468 750	\$9,901	11/02/07	Too Short Big Easy Concert House		505 999	\$5,520
	Tempe, AZ Marquee Concerts Lucky Man Concerts	AMJ Concerts	62° 19 75 - 21 75			Boise, ID Knitting Factory Entertainment / Bras	vo Ent ment	51 10 00 - 30 00	
11/03/07	Battles		750	\$9,610	12/08/07	Tony Rice	Larry Keel And Natural Bridge	331	\$5,388
	Neumo s Seattle, WA		750 100			Neighborhood Theatre Charlotte, NC		956 35%	
10/31/07	(In-House Promotion) Architecture In Helsinki	Panther	13.00 - 15.00 550	\$9,166	10/16/07	(In-House Promotion) Rogue Wave	Port O Brien	15 00 - 18 00 380	\$5,006
	WOW Hall Eugene OR	Jason Webley Glass Candy	550 100	00,100	10/10/01	Neumois Seattle WA	FOIL O SHELL	500 76	33,000
	(In House Promotion)	Gias our ay	15 00 - 17 00		-	(In-House Promotio 1		13 00 - 14 00	
12/03/07	Peter Bjorn And John	The Besnard Lakes DJ Flash	446 650	\$8,920					
	Pitsburgh PA Opul Orie Productions	DJ Film Howlermonkey	69 <sup>m</sup> 20 00						1000
10/27/07	Mum	Talkdemonic	508	\$8,545		stick To		1	
	Neumo s Seattle, WA (In House Promotion)	Tom Brosseau	700 73* 17 00 - 20 00			rtist Tc		STOPIC	es
11/08 07	Bassnectar	Organic Time Machine	559	\$8,394	11	Do The R	acaarch		
	WOW Hall Eugene: OR (In House Promotion)	DJ KaatSkratch	559 1001 15 00		L	JUTTIER	eseurch	•••	
12 04/07	"Victory Records Tour"	Bayside	559	\$8,385			Avoid Th	ne Bai	'h″
	Mr Smalls Theatre Prtt-burch PA	The Sleeping A Day To Remember	650 86			NUMBER OF STREET, STRE			-
10/14/07	Opul One Productions	Driver Side Impact	15.00	80 04F			Constant-		100
10/14/07	Mickey Avalon The Marguna The tre	André Legacy Dirt Nasty	546 750	\$8,345	Wit	h Detailed			
	Timpe AZ Lucky Man Concerts AMJ Concerts	DJ D esel Beardo	73 14 75 15 75			star Database	<b>19</b> 79/16	何日日日	210
10/22/07	Lifehouse	The M dway State	309	\$8,154				Later and	1 PLP
	The Marques Thintre Timps, AZ Lucky Man Concerts, AMJ Concerts		500 62 s 26.25 - 26.75		BOX	Office Reports	HADE M		TE TE
11/28/07	Sister Hazel	Pat McGee Band	319	\$7,975			7 H 100		
	Neighborhood Theatre Chartotte, NC		700 46°		Avc	ilable 24/7 at	E		10
	(In House Promotion)		25 00		Poll	starPro.com		Sand Contraction	a sector de
10/25/07	DJ Krush Neumo's		582 700	\$7,885		only			
	Seattle, WA (In-House Promotion)		83 15 00			2.50 each*		2. 4.00	
12/13/07	"X103's Not So Silent Night"	Plain White T's	825	\$7,836	ΨΙ2	2.50 euch	(Southern	140	
	The Vogue Indianapolis IN	Virgin Millionaires	950 8				2 Alba		
11/16/07	(In-House Promotion) WRZX The Polyphonic Spree / Room	ney The Redwalls	12 00 1,615	\$7,460	For	telephone		- Head	R
11,10,01	Terminal 5	ine neuwais	2 800	37,400	orde	ers and fax delive	ery		12
	New York, NY The Bow ny Precents		58 19.99 - 25.00		call	559.271.7900			2
12/07/07	Ying Yang Twins		322	\$7,441				./	
	Wichita KS Lightning Joels		1 000 32 20 00 - 27 00		*online	e credit card orders only	States T		the r
10/12/07	Devendra Banhart		350	\$7,405			Carlos Conde Con	1.4	
	The Marquée Theatre Tempe AZ		600 58°			<b>PULSTAR</b>			

# **Boxoffice** SUMMARY

Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross	Date	Artist Facility/Promoter	Support	Tickets Sold Capacity	Gross
12/04/07	Darren Hayes		221	\$4,468	10/28/07	Saves The Day	Dr Manhattan	177	\$2,655
	World Cafe Live - Downstairs Philadelphia, PA		300 74 20 00 - 25 00			The Sets Tempe, AZ Lucky Man Concerts   AMJ Concerts	Single File	475 37% 15 00	
10/29/07	(In-House Promotion) Matt Nathanson Ingrid M	chaelson	393	\$4,356	11/17/07	Scott Blasey	Jeff Schmutz	217	\$2,640
10/23/07	Big Easy Concert House	Mølee	1.400	04,000		Club Cafe	oon oonnate	125 87°	
	Spokane, WA Knitting Factory Entertainment Bravo Entiment		28% 10.00 - 12.00		2 shows	Pittsburgh, PA Opus One Productions   Gary Hinston		12 00 - 14 00	
11/28/07		an Wilson	283	\$4,301	12/07/07	The Black Lips	The Sammies	217	\$2,604
	World Cale Live - Downstairs Ph./adelphia. PA (In-House Promotion)		400 71 ⊕ 15 00 - 17 00			Neighborhood Theatre Charlotte NC (In House Promotion)		800 27* 12 00	
12/07/07	Rasputina		252	\$4,200	10/22/07	Lucero	Bobby Bare Jr.	200	\$2,600
12,01,01	Trocadero Theatre Philadelphia PA		400 63%			The Brickhouse Phoenia AZ	Whiskey & Co	550 36%	
_	(In House Promotion)		16.00 - 18.00			Lucky Man Concerts AMJ Concerts		13 00	
10/08/07	The Spill Canvas Plays The Brickhouse Daphne Lo	adioplay!	347 550	\$4,164	10/24/07	Meshell Ndegeocello WOW Hall	Kudu	125 550	\$2,594
	Phoenix AZ Lucky Man Concerts AMJ Concerts	Id at Plat	63% 12.00			Eugene OR (In-House Promotion)		23% 20 00 - 23 00	
10/08/07	The Radiators		189	\$4,151	10/22/07	Matt White	Derek James	209	\$2,508
	19 Broadiway Niteclub Fairfax, CA		250 76%			The Canal Room New York, NY		450 46*	
	(in-House Promotion)		22 00 - 40 00			Metropolitan Talent Presents		12 00	
10/18/07		e Rabbits The Virgins	326 500	\$3,912	10/26/07	Catie Curtis	Chris Pureka	134 550	\$2,454
	Seattle WA In House Promotion)	ne vigna	65° 12.00			Eugene OR (In House Promotion)		24% 18 00 - 20 00	
11/15/07	Hot Buttered Rum		253	\$3,887	12/12/07	Jesca Hoop	Lissie	217	\$2,322
	WOW Hall Eugene OR		550 46°a			Troubadour Viest Hollywood, CA		500 43°	
	In Hause Promation)		14 00 - 16 00			(In House Promotion)		10.00 - 12.00	
10/31/07		Anywhere wn Dance	243 450	\$3,825	12/11/07	The Shys Eastern Troubadour	n Conference Champions Nico Sta	228 500	\$2,280
	A arm e NY From Autumn N etropo Ian Talen Presents		54% 15 00 - 17 00			West Ho ywood, CA (In House Promotion)	Emily Wells	46	
10/25/07		Of Syrens	726	\$3,630	10/29/07	Sick Of It All	Evergreen Terrace	147	\$2,205
	The Clubhouse Munic Venue The	Insh Front st Of Eden	726 100%			The Brickhouse Phoenix AZ	Viva Hate Madball	655 22-0	
	Lucky Man Concerts AMJ Concerts		5.00			Lucky Man Concerts AMJ Concerts	Sinking Ships	15.00	
11/07/07	From First To Last A S Water St. Music Hall Club	kylit Drive Vanna	254 400	\$3,552	11/05/07	My American Heart Knitting Factory - Tap Room	House Of Fools Just Surrende	200 200	\$2,156
		lessthefal	64° 13 00 - 15 00			New York, NY Metropolitan Talent Presents	The Bride Vilore Black	100° 10 00 - 12 00	
10/09/07	Satellite Party	Mink	131	\$3,511	10/29/07	Voodoo Glow Skulls	Left Alone	172	\$2,064
	Martim Ranch Scottsdale AZ		500 26%			The Clubhouse Music Venue Tempe, AZ	Kneckout Bizcastri	625 28	
	Lucky Man Concerts AMJ Concerts		23 75 - 30 00			Lucky Man Concerts AMJ Concerts	Sigma	12.00	C4 005
10/03/07	DJ Hype Neumo s		129 700	\$3,424	11/10/07	Pato Banton & The Reggae R 19 Broadway Niteclub	evolution	160 250	\$1,985
	Seattle WA Kaps Theory		18% 12.00 - 16.00			Fairlax CA (In-House Promotion)		64% 12.00 - 20.00	
10/24/07	The Polyphonic Spree / Rooney The	Redwalls	212	\$3,420	10/28/07	State Radio	The Beautiful Girls	135	\$1,740
	Big Easy Concert House Boise ID		999 21°			WOW Hall Eugene OR	Medium Troy	550 25	
44 (04 (07	Kniting Factory Entertainment Bravo Entiment		15 00 - 20 00	100.001	10/10/07	(In-House Promotion)	Adama Million	12 00 - 14 00 127	\$1,524
11/21/07	Enter the Haggis World Cafe Live - Downstairs		<b>226</b> 400	\$3,381	10/16/07	TSOL The Sets	Mercy Killers	450	31,324
	Ph adelph a PA (In-House Promotion)		57 15 00			Tempe, AZ Lucky Man Concerts AMJ Concerts		28*• 12 00	
10/26/07	Dark Funeral	Nagifar	198	\$3,222	10/23/07		es & The Sweet Hereafter	129	\$1,484
	The Clubhouse Music Venue Tempe AZ	Daath	600 339			The Clubhouse Music Venue Tempe, AZ	Slender Means	625 21	
10/00 07	Lucky Man Concerts AMJ Concerts	Dusiasas	15:00 - 17:00 193	\$3,171	10/27 07	Lucky Man Concerts AMJ Concerts Pnuma Trio	Signal Path	10.00 - 12.00 128	\$1,476
10/22/07	The Clubhouse Music Venue	Business	625	33,171	10/21/01	WOW Ha	Signarrain	550	\$1,470
	Tempe AZ Lucky Man Concerts AMJ Concerts		31 15 00 - 17 00			Eugene OR (In House Promotion)		23 10 00 - 12 00	
12/06/07	Amy Hanaiali'i Gilliom		126	\$3,115	12 07/07	Boy Wonder	Laura Cheadle	240	\$1,440
	Aladdin Thealer Portland OR		400 32°			World Cafe Live - Upstairs Philadelphia, PA		240 100° 6 00	
10/02/07	True West Mark Adler Redman		22 50 - 25 00 164	\$3,084	10/17/07	(In House Promotion) Rehab		251	\$1,428
10/02/07	Neumo s		700	•••,•••	10,11,01	Big Easy Concert House		999	
	Seattle, WA (In-House Promotion)		23% 18 00 - 20 00			Boise, ID Knitting Factory Entertainment Bravo Ent	i'ment	25 5 00 - 12 00	
12/10/07	Bob Schneider	AM	192	\$2,922	11/02 07	Heartless Bastards		97	\$1,132
	World Cafe Live - Downstairs Philadelphia, PA		300 64 %			Club Cafe Pittsburgh, PA Onus One Productions   Gary Hinston		125 78% 12 00	
11/24/07	(In House Promotion) Vanessa Carlton Amar	da Mabro	15:00 - 17:00 109	\$2,861	11/20 07	Opus One Productions   Gary Hinston The Tossers		12:00	\$1,124
11/24/07	Cabaret Du Musee Juste Pour Rire		200		11,20,07	Club Cafe		150	
	Montreal, OC, CANADA Greenland Productions Gillett Entertainment Group		55% 25.00	Canadian (2,725)		Pittsburgh PA Opus One Productions Gary Hinston		67% 10.00 - 12.00	
10100107	Bob Schneider	AM	150 150	\$2,700	11/16/07	Justin King WOW Hall	Cabinessence The Dimes	95 550	\$1,073
12/08/07	Club Cate								

# **GIGS & BYTES**

### **Mixx To The Max**

There's a new Mixx in town. It's called Mixx Maker, a new application launched January 3rd that gives FaceBook members the ability to assemble and distribute "mix tapes" to their social network neighbors.

The blueprint for Mixx Maker is simple enough. FaceBook users upload the songs they want to include in their "mixx," assemble the mixx and then send it to other FaceBook users. Those receiving the mixx can then hear the songs streamed from the mixx designer's account via FaceBook's friends feature.

"When you make a mix tape you usually have a theme or something you would like to say," Jeremy Lim, marketing manager for Mixx Maker masterminds Project Opus Technologies, told *Pollstar.* "When you log on to FaceBook you would go to the page where Mixx Maker is ... Then it asks you 'I want music that ...'

"So if you want a mixx for driving you would say, 'I want music that I can drive to.' ... You can add comments like, 'I think this is a song you can drive to because it's really high energy,' or 'It's a great song for the highway,' something along those lines."

And it's that simple. Upon completing the mixx you then send it to your FaceBook buddies, who can listen to your clever arrangement of songs to their hearts' content.

But you're not actually sending songs. Instead, each Mixx Maker mixx is a playlist and the actual songs stay in the mixx creator's FaceBook domicile. Mixx recipients can listen as much as they want, but they can't download the songs.

"The legal and licensing thing was a huge hurdle for us," Lim said. "We looked at precedent in this area. The big thing about FaceBook is that it's a "closed garden" sort of thing. The only people who can really connect to you are people you know. People to whom you say, 'Yes. I endorse this engagement.'

"So it's limited to people who are friends. No one else but your friends can hear your mixxes, hear your music. Our precedent for that is bringing people into a living room. Or iTunes. ITunes has a functionality where anybody on the same computer network as you can hear all the music on your computer ... Users can never, ever download the original songs that were uploaded. Once they're on the server, they can only be streamed to. They can never be acquired. Never be copied."

If this sounds like Mixaloo, the company that gives Netizens an easy and legal way to distribute mix tapes, there are some similarities in that both companies enable users to create mixes and distribute those mixes to friends. But the differences between Mixx Maker and Mixaloo are major.

The most notable distinction between the two products is that Mixaloo users must draw from a pre-determined library the company has licensed. Then, recipients of Mixaloo mixes can listen only to a small portion of the song. If they want to hear the entire tune, they have to buy it.

But Mixaloo mixes can be sent to anyone, anywhere, while Mixx Maker's mixes reside within the FaceBook social networking environment. Furthermore, unlike Mixaloo creations, which are pretty much carved in stone by the creator, Mixx Maker enables recipients to add to the "mixx."

Then there's the e-commerce differences between Mixx Maker and Mixaloo. Mixaloo mix recipients can purchase the songs in an all-or-nothing deal, meaning they can't cherry-pick the songs from a Mixaloo mix but must purchase the entire mix.

And Mixx Maker?

"We are working toward integrating Amazon MP3. When people upload songs we capture the title of the song, the artist and the album the song is on. So we're going to be able to say to Amazon, "Hey! Here's this information. Give us back a link so people can buy the song.""

By combining viral marketing aspects with Mixx Maker's natural ability to introduce people to new music, you have yet another example of how music might be marketed in the coming years. People tend to respond more favorably to new tunes when those songs are recommended by friends rather than through mass media and hype.

"In Mixx Maker, you and your friends create communal soundtracks for anything in your lives — like days at the beach, that road trip coming up in July, or your intimate bedroom encounters," Lim said. "As 'High Fidelity' put it, it's about using someone else's poetry to tell your story."

### Adventures In Downloading

You d have to be living on the same island as the Oceanic flight 81S castaways on the TV series "Lost" not to have heard about Radiohead's download adventure. Having recently split with EMI, the band offered name-your-ownprice downloads for their new album *In Rainbows*. And, if you didn't want to pay for it, entering a big fat zero in the order form got you the downloads as well.

Although Radiohead hasn't released its download numbers, Nielsen Sound-Scan figures for the album's CD release three months after the download promotion began are positive. Fans bought 122,000 *In Rainbows* CDs, propelling the album to No. I on the Nielsen SoundScan charts.

Of course, 122,000 is a perfectly respectable figure for any band, but how does it compare to Radiohead's past efforts? In CD form *In Rainbows*' first week of sales wasn't nearly as high as the 300,000 copies of the band's 2003 album *Hail To The Thief*, which eventually sold about I million copies. But was the lower sales figure for *In Rainbows* due to the download campaign, the time of year or a combination of both?

Perhaps a little of both.

It doesn't take much of a stretch to imagine that some who downloaded the Radiohead album for free only did because they could. It was a chance for free music, and some of the people who took Radiohead up on that offer are probably the same people you see cruising supermarkets on Saturday mornings scooping up the free food samples. Their motto is, "If it's free, it's for me."

But chances are the real Radiohead fans, despite what they might have paid for the online *In Rainbows*, probably purchased the CD when it landed on store shelves. For them, Radiohead isn't just a great band, it's a way of life.

Of course, Radiohead is a band name known throughout the world, and name recognition definitely helps sell music. Which makes you wonder what would happen if an artist or band that isn't quite as well known as Radiohead was to try a similar promotion.

An artist like Saul Williams, for example.

The Inevitable Rise And Liberation Of Niggy Tardust is a Saul Williams album. However, Trent Reznor worked closely with Williams on the album, and when it «ame to trying a different way to market the effort, it was Reznor's name that made the media sit up and take notice.

There were two download options for *Niggy Tardust*: pay for it or get it free. For \$5 music consumers had their choice of formats — 192 Kbps MP3, 320 Kbps MP3 and FLAC lossless audio, while the freebies were encoded only at 192 Kbps. And the result?

During the first week of January, Reznor told CNET's *News.com* that 80 percent had chosen the free option, and called that result "disheartening."

But is it a disappointment? It's conceivable that a lot of those free downloaders may have been hearing Williams for the first time. Since one of the arguments in favor of file-sharing is that it helps music fans discover new music, it would appear that many people might have "discovered" Saul Williams through the free download option. That may not be money in the bank for Williams and Reznor, but it might lead to bigger sales in the future.

Along with discovering new music, the proponents of free music on the Net are often quick to cite Radiohead's *In Rainbows* promotion and point to other big name acts, such as The Rolling Stones or U2, as bands that don't need labels to sell their music.

That's probably true. Free downloads can work to an act's advantage and result in more concert tickets sold as well as increasing a fan base. However, it's the labels, both major and indie, that have the promotional machinery in place to take new and up-and-coming bands and artists to the next level.

Wouldn't it be ironic if the labels evolve into something whose only purpose in life is to nurture a band or artist until the act grows so big that it no longer needs a record label? *Jay Smith* 

Continued From Page 16



U2's Bono and Adam Clayton prepare for an up-close and personal view - of themselves - at the Sundance Film Festival premiere of "U23D" in Park City, Utah, January 19th. The IMAX 3-D movie is getting thumbs up from the critics.

tickets "for an event at any municipally owned facility, or for any event at the Rose Garden Arena, at a price greater than the retail price printed thereon or at a price greater then the original retail price."

Fehrs have filed suit in Multno-mah Circuit Court "on behalf of herself and all other persons

who have sought to purchase premier tickets at the Rose Garden (or other municipal venues) for the six years prior to commencement of this action (the class)."

The suit claims that StubHub and eBay have injured class members through the maintenance of their Web sites, which should be considered "a public nuisance."

Class members are seeking injunctive and declaratory relief, attorneys fees and damages. The suit also asks that the defendants "be required to disgorge their profits, and interest thereon," obtained through the continued operation of the Web sites.

A StubHub spokesman told Pollstar the company does not comment on pending litigation.

### Slim Whitman Lives On

COR ABOUT 24 HOURS, NOBODY knew if country singer Slim Whitman was alive or dead at least not until he called in to a Nashville newspaper January 23rd.

"All of a sudden, on Sunday, January 20, I died," the 84-yearold Whitman told the Tennessean.

# Help The Blues Foundation Preserve Blues History

The Blues Foundation seeks to preserve and to highlight the rich history of Blues through the following:

- The Blues Music Awards Awards® Highest accolade The Blues Music Awards Awards - Highest accoude afforded Blues Musicians. The Blues Hall of Fame - Acknowledges Blues pioneers. The HART Fund - Assistance for Blues artists in need The International Blues Challenge (IBC) - Annual Blues

- The international blues challenge (bb) Annoar blues competition on Beale Street.
   Keeping the Blues Alive Awards Honors those critt behind-the-scenes people.
   Support of Education The Blues Foundation suppor music education via research, databases and more

he Blues www.blues.org

Support The Blues Foundation's programs by becoming a membe

### **Quick Pitch**

Where Agencies Introduce New Artists ....



### **Kelley James**

Los Angeles-based Kelley James has spent the past year touring colleges and high schools in support of his new record, In a City That Has No Name. With live performances that mesh hip-hop and rock with acoustic pop, Kelley breaks the mold of the typical singer-songwriter. Fresh off of a nearly sold-out night at The Troubadour in West Hollywood, Kelley is back out on a college tour

through the end of spring. Visit Kelleyjames.com and Myspace.com/kelleyjamesmusic. For a free Kelley James EP, e-mail dwight@kelleyjames.com. For booking, contact Jbeau Lewis at jlewis@coa.com.

### Biirdie

Biirdie is a Glendale, Calif., band that includes Jared Flamm, Richard Gowen and Kala Savage (sister of actors Fred and Ben). The band's highly anticipated sophomore album on Drive-Thru/Love Minus Zero, Catherine Avenue, sounds like a lush combination of Wilco and Pet Sounds. Biirdie has been featured in Spin, Filter and Alternative Press. Biirdie performed on KCRW's Nic Harcourt's "Morning Becomes Eclectic" program as his first live performance of



2008. Catherine Avenue was Harcourt's pick of the month in December 2007 and the band's "LA Is Mars" was a KCRW "Today's Top Tune" download. Birdie is looking for support/co-headline/festival opportunities. Contact Courtney Knopf at The Everloving Agency at 323-953-0075 or courtney@everloving.com.



### **Gabriel Mann**

Gabriel Mann's forceful piano playing is backed by Carson Cohen on bass and Adam Marcello on drums, and an array of guest vocalists and musicians. He has developed a large and loyal fan base because of his intensely personal yet universal lyrics, hook-laden melodies, undeniable voice and

winning, dry humor. Mann's music has been compared to The Police, John Mayer and Elvis Costello. Contact Scott Talarico at Neon Entertainment at scott@neonentertainment.com.

Want to participate? Write up a quick pitch, attach a hi-res color photo and e-mail to joe@pollstar.com. First rule: One artist per week, per agency. Second rule: Pollstar reserves the right to edit content. Third rule: 100 words max. Please include a responsible agent or contact if the agency has more than one office.

"I knew it was a lie. I kept looking at it. I thought, this could sort of get out of hand here. I thought, oh well, if it gets out of hand, I'll go on a TV show and show them that I'm not dead."

Pollstar first learned of Whitman's "demise" through a mention at the Tennessean's Web site that simply listed his day of death. It was taken down but then his Wikipedia page listed his date of death, which was removed after Wiki editors said they talked to a Tennessean reporter who could not confirm the initial report.



**BUSTA RHYMES LEAVES** a Manhattan courtroom January 23rd after a judge sentenced him to three years' probation and 10 days community service for assaulting his former driver and a fan. He was also fined \$1,250 plus court costs for driving while intoxicated and with a suspended license.

Meanwhile, over here at *Pollstar*, although we pride ourselves on our extensive contact information, Whitman's "people" were not in our database. As we went digging, a disc jockey in Nashville was reportedly announcing Whitman's passing. Then, a "tearful friend" on stage told his audience that Slim had passed, according to the *Tennessean*.

Whitman, who lives in Jacksonville, Fla., told the paper he's in great shape. He's been a little out of action because his wife is on dialysis and he's reluctant to travel. He went on a Jacksonville radio station and said he received many inquiries about his death.

"It seems like every 10 years something weird happens like that," Whitman told the paper. "I'm here.... I'm happy to be alive."

### Gibson To Merge With TC Group

GIBSON GUITAR CORP. HAS announced it expects to merge with Denmark-based music technology firm TC Group.

TC Group CEO Anders Fauerskov will remain based in Europe and serve as COO of the guitar company, according to a statement. The two companies said the merger would allow development of new audio technologies. TC Group develops amplifiers, speakers, digital processors, guitar pedals and other audio products.

Gibson will grow to 5,000 employees worldwide, according

to the *Tennessean*, and Gibson CEO Henry luszkiewicz told the paper no layoffs are planned. The combined companies will be based in Nashville, home to Gibson headquarters.

The deal was announced at NAMM 2008 in Anaheim, Calif., January 18th.

### Cosmo Crunch In Vegas

THE FORECLOSURE CRISIS IN Nevada has reached the point where the \$3 billion Cosmopolitan Resort & Casino project has been affected.

Investment lender Deutsche Bank had begun foreclosure proceedings on the 2,998-room project before the development contractor announced January 18th it had received an interim commitment from the bank to guarantee continued payment, according to the *Las Vegas Review-Journal*.

Developer Bruce Eichner received a notice of default on a \$760 million construction loan January 16th, according to the paper, after missing a payment. Eichner had failed to secure refinancing.

Deutsche Bank and Merrill Lynch are working to find new investors, the paper said. The project is being built on the Las Vegas Strip between the Bellagio and the CityCenter Project and has a December 2009 deadline. "At this point, what's the bank to do," fi-

nance pro-

fessor Mi-



**METROPOLITAN OPERA** GM Peter Gelb explains the camera placements for a broadcast performance of "Macbeth" at the NYC venue January 9th. The play was broadcast live to movie audiences around the world as part of a marketing strategy to attract a new and younger theatre audience.

chael Sullivan told the *Review-Journal*. "They're working with the builder here. They're trying to accommodate him while things work out. But they can't afford to go too far with him either."

The casino still requires nearly \$1.4 billion worth of construction, the paper said. \*



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# **CIC 2008 Panel Sessions**

# Tuesday, February 5

### Arena Ticketmania

Arena Licketmania Presented by IAAM) Scott Mullen, iWireless Center Hank Abaset, SMG David Goldberg, Ticketmaster Chip Hooper, Paradigm Jane Kleinberger, Paciolan Jane Kleinberger, Paciolan Jane, Kleinberger, Paciolan Jane, Gidwal Spectrum Derek Palmer, Tickets.com Brenda Tinnen, Sprint Center

### Indie Promoters -

Survival of the Fittest Survival of the rittest Steve Litman, Pacific Arts Entertainment (harles Artal, C3 Presents Mate Elko, Elko Concerts Matt Hickey, High Road Touring Bill Rogers, BRE Presents Bill Silva, Bill Silva Presents Andy Somers, The Agency Group

Hecho en Mexico - Mucho Dinero Rection en interacto - interno Prise Moran, Live Narion Genty Foip, Cardenas Marketing Network John Pande, United Talent Agency Guillermo Parta, OCESA / CLE Aran Rush, Foro Imperial / SMG Ignacio Saenz, Arena Monterrey

# Artist Fan Clubs - Boon or Boondoggle?

Artist ran Ciuos - booir Mark Weiss, Artist Arena Chathe Brusco, Alliance Artists Harlan Frez, Roadrunner Records Chris Guggenheim, All Access Today Moss Jacobs, Nederlander Concerts Steve Kirsner, HP Pavilion David Marcus, Ticketmaster Mark Montgomery, echo music

Duffy McSwiggin, Paradigm Eric Dimenstein, Ground Control Justin Hirschman, Artist Group International Brain Mannuk, CAA Craig Newman, APA Tom Windish, The Windish Agency

# Exploring The Emerging

Mid-Size Venue Model MIG-512E VENUE MODEL Steven Spickard, Economics Research Associates John Meglen, AEG Live Melissa Miller Ormond, Madison Square Garden Ent'ment Scott Scherter, Harrah's Entertainment Charlie Walker, C3 Presents

### Keynote Address

Harvey Goldsmith "Is This The End Or Just The Beginning?"



**CIC** Opening Reception

# Wednesday, February 6

### Roundtables:

# Contemporary Concerts with Orchestra

Johanna Rees, Hollywood Bowl

Date Protection or Rejection Michael Marion, Alltel Arena

Marketing Without Radio Maria Cooper Brunner, Insight Management

Tales from Backstage and Beyond Elhott Lefko, AEG / Goldenvoice

### The Digital Venue Jared Hoffman, Knitting Factory

Looking at Hip Hop Tours Through Rock & Roll Eyes Mathew Thomas, iv Management

Does Anyone Actually Read These Contracts? Tom Alexander, AEG

Building Country Music Headliners Kevin Neal, Buddy Lee Attractions

Green Touring Michael Martin, MusicMatters

A Conversation with Bob Lefsetz: Live and Uncensored Moderated by Ben Liss

Lunch (included with registration)

MOREY LAIKS Adam Friedman, Nederlander Concerts Marc Bodinek, Elevation Partners Dave Goldberg, Benchmark Capital Navid Mahmowtzadegan, Moelis & Company Jeff Walker, CCMP Capital Advisors

### Tribal Casinos and The Modern Concert Business

Line Modern Concert Business Bernie Dillon, Seminole Hard Rock Hotel & Casino Steve Ciretka, Trump Entertainment Resorts Steve Lengel, San Manuel Casino Candace Mandraca, Live Nation Huston Pweell, C3 Prevents Michael Scafuto, M & M Group David Swift, Pala Casino

### The Worldwide View

Ine Worldwide View Carlos Fleischmann, CT Creative Talent Paul Franklin, Helter Skelter John Langford, BIG Concerts Rob Markus, William Morris Agency Noch McHale, MCD Roberto Meglioli, Medials Live Itala Mario Mendrzycki, Triple M Entertainment Bob Miller, Running Media Group

# The Independent Artist Manager

Paul Korzilius, Bon Joyi Management Doc McGhee, McGhee Entertainment

### The New Tour & Career Support Corporations -

I ne New JOUR & Career St Todd Goldstein, AEG Live Adam Grayer, Sidney Frank Importing Co. Greg Janese, Paradign Kevin Lyman, 4fini Andy MacIntyre, GMR Marketing Lori Sale, ICM Danny Socolof, Deeprockdrive.com

# Stadium Tours - Dead or Alive

Diadrium Jours - Dead or Al Jeff Apregan, Gridiron Stadium Network Shea Quinn, Reliant Park / SMG Luite Messina, AEG / The Messina Group Kelly Urguhant, Ford Field / Derroit Lions Jannie Succo, Heins Field Brad Wavm, Live Nation Touring

# Orpheum Theatre Cocktail Reception

# Thursday, February 7

### Mentoring Sessions

Mentoring Sessions Emma Banks, CAA UK Lonel Bea, Bay Area Productions Tony Conway, Buddy Lee Attractions Lij Gary, Front Line Management Marc Geiger, William Morris Agency Shelley Lazar, SLO Lud. Rob Light, CAA Fred Rosen, AudienceView Bull Silva, Bull Silva Presents

### Who Owns The Ticket -

The Continuing Debate Ine Continuing Debate Mellie Price, Front Gate Tickets Eric Baker, Viagogo Greg Bertinelli, StubHub Wayne Forte, Entourage Talent Associates Don Orris, Ticketmaster Ross Schilling, Vector Management John Siehl, Nutter Center Don Vaccaro, TicketNetwork Dana Warg, Olympia Entertainment

# Lunch (included with registration)

### Best Practices of

International Music Festivals International Music restivals Melvin Benn, Festival Republic Stuart Galbraith, Kilimanjaro Luve / AEG Folkert Koopmans, FKP Scorpio André Ménard, Festival Int'l de Jazz Montreal Eric Van Eerdenburg, Mojo Cuncerts Jackie Wartanian, Center Stage Management Cem Yegul, Pozitif Productions

# Touring Professionals - Production 101

Bill Rahmy, Red Hot Chili Pepers Chuck Randall, Alice in Chains Kevin "Chief" Zaruk, Nickleback The Lost Art of College Talent Buying

Ine LOST ART OF CONCECTATION Barbara Hubbard, ACTS Melissa Royle Aronson, babco entertainment Marlene Hendrickson, University of Montana Chris Moore, Bravo Entertainment Art Nisman, Degy Bouking International Buster Phillips, CAA Abby Wells, William Morris Agency

# 21st Century Marketing Campaigns

AD

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Alex Hodges, Nederlander Concetts Michele Bernstein, William Morris Agency Debra Rathwell, AEG Live Jennifer Yee, Clear Channel Radio

### The Serious Business

of Being Funny Geof Wills, Live Nation Jordan Ellner, MySpace Mitch Fried, Comedy Central Nick Nuciforo, CAA Danny Robinson, APA

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Hosted by The Smothers Brothers





World Radio History

# HOTSTAR

Ríssí Palmer

ou don't "need no kin from West Virginia" to be country – as a Rissi Palmer lyric says – but can you become a country star without Nashville?



Most of Palmer's press focuses on her time in Pennsylvania, Georgia and New York, as if she was an ultimate outsider. She's not a "Nashville" story. But she is.

"Oh, I've spent plenty of time there. Country music is one of the last frontiers as far as, you *have* to do it in Nashville," Palmer told *Pollstar*. "Whether you live in Switzerland or live in Vermont, you still have to fly out to Nashville to make your record or write your songs."

Palmer's background is also countryfied. She was indoctrinated at an early age by her mother, who adored Patsy Cline. When Palmer competed in beauty pageants at state fairs as a young teen, she would sing LeAnn Rimes and Shania Twain tunes for the judges. She eventually became a finalist on "Star Search," which – through the

manager of judge Naomi Judd - led her to a CMT documentary on black country artists.

She also turned down a recording offer from Jimmy Jam and Terry Lewis who apparently wanted to emphasize R&B in her music. Palmer instead went to Nashville, landed a publishing deal with Song Planet and wrote songs for Faith Hill and Martina McBride.

Eventually, Palmer recorded her debut with label 1720 Entertainment but that didn't mean she had to skip the essential trial-by-fire on the city's Broadway Avenue. She'd grab a guitar and sing for the well-weathered crowds at The Stage and Tootsie's Orchid Lounge.

"Tootsie's on a Tuesday is just the place to play," she said. "It's the quintessential country bar. People are smoking, they're drinking, they're talking. They had a ball. ... If you want to be a country singer, [playing a club like this] is what you have to do at least once. That's where you make it or you're broken."

Palmer has had three managers. Actually, four if one counts 1720 chief Terry Johnson, who deftly handled "interim" management duties before she signed with Ron Gillyard and Strategic Artist in October. "[Gillyard] was part of the missing piece, especially in light of other managers," she said. "He has the complete package for me as an artist."

Palmer was already "in talks" with John Huie of CAA. Huie played her music to her future manager and Gillyard liked the music, which – for this story – is a profound statement.

"He liked the music above, 'Oh, she's a black country artist' or anything else," she said. "I was out in Los Angeles filming a live performance for Yahoo! Music and Ron came to the taping. Afterward, Ron, Terry and I went out to dinner and just talked.

"He said, 'I'm not into gimmicks, I'm not into tricks, I'm not into smoke and mirrors. And I wouldn't do this if I didn't believe you were really talented. So we're going to make you a country star."

Of course, becoming a star, rather than a novelty, requires a lot more work and time.

"I would rather you hear about me little by little until I'm finally on your cereal box, until I just become household," Palmer said.

Still, the media usually latches on to something novel with each new artist. Guess what it is for Palmer.

"First of all, I'm thankful that people are paying attention at all," Palmer says graciously, maybe cautiously. "I just wish there were more emphasis on music and artistry. Yes, I am a black woman, it's obvious to the world and it's not something I'm trying to hide or shy away from. I just look forward to the day when it's not a topic of discussion, the day when it's the six or seventh thing on a person's list."

> BOOKING AGENCY Creative Artists Agency (Worldwide) John Huie 615.383.8787

MANAGEMENT Strategic Artist Management Ron Gillyard

> RECORD COMPANY 1720 Entertainment 770.407.5600

310.208.7882

That being said, Palmer is the first black artist to hit the country charts in 20 years, with "Country Girl" besting Dona Mason's 1987 showing when "Green Eyes (Cryin' Those Blue Tears)" reached No. 62 on the charts. Meanwhile, the Country Girl EP reached No. 3 on iTunes's country sales. Palmer is about

Palmer is about to get on a bus and go on tour with Sawyer

Brown, Carolyn Dawn Johnson, Chris Young and Phil Stacey.

"This will be my first time on a bus. This is all new. Other than clubs and radio appreciation dates, this will be my first time doing meet and greets and merchandising. I'm way more excited than a person should be to get on a bus."

She said she's aware that she will have to keep up her natural charm for the hours offstage as well as on.

"You have to be accessible and real. It's that kind of music. It's music about life. It isn't pop-goddess music. It's about living on a farm or going to church with your family or visiting your grandma or falling in love. Or falling out of love. It's real topics and real stories so it goes without saying that the artist has to be real."

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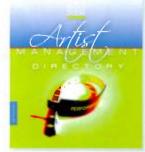
# CONTACT DIRECTORIES LIBRARY



### Record Company Directory

(This directory is not included in any Pollstar subscription) This guide is indispensable to anyone accessing the complex recording industry. The listings for major labels and independent labels include artist rosters, executive staff, personnel, direct phone numbers and fax numbers. The Record Company Directory includes music publishing info and contact information for distribution groups.

Artist Management Directory (This directory is not included in any Pollstar subscription and has a restricted circulation to industry professionals only) More than 1,200 national and international personal managers are listed in this comprehensive quide. The Artist Management Rosters include contact information. artist rosters and easy to use crossreference index.



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Talent Buyer Directory Worldwide listing of concert promoters, club talent buyers, college concert contacts, live music clubs, fairs, festivals, theme parks and casinos are all included in the Talent Buyer Directory. The listings show who buys talent for which venues as well as club music formats.

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Concert Venue Directory

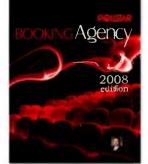
An extensive, comprehensive guide to Stadiums, Arenas, Amphitheatres and Auditoriums across the globe. Everything from personnel to capacity to rent information is included. The Concert Venue Directory also has expanded international listings.



Concert Support Services Directory Virtually every company involved with putting a show on the road or on a stage is listed in this directory. Contacts for Charter Services, Equipment Rental, Freight Forwarding, Lighting, Merchandising, Security, Cond de many them extensions are compiled in one Sound and many other categories are compiled in one directory. A must for anyone in the touring industry.

Booking Agency Directory

An valuable reference tool used daily by Talent Buyers and Venues from club to arena level. The Agency Directory is updated bi-annually and provides data on more than 700 agencies representing 10,000 artist worldwide.



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# LIVE SHOTS



RONNIE WINTER of The Red Jumpsuit Apparatus, Semiheiser NAMM Dealer Appreciation party, House of Blues, Anaheim, Calif., January 18th



NIKKA Costa, Sundance Film Festival, Pork City, Utah, January 18th

RYAN SHAW, Semiheiser NAMM Dealer Appreciation party, House of Blues, Anaheim, Calif., January 18th



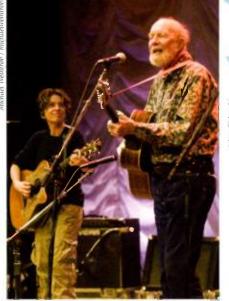
**ANI DIFRANCO** and **Pete Seeger**, Guacamole Fund benefit, **Riverspace**, Nyack, N.Y., January 18th



RICKY MARTIN, San Sebastian Festival, Old San Juan, Puerto Rico, January 17th



GEORGE CARLIN, William Saroyan Theatre, Fresno, Calif., January 19th



January 18th

**TALIB KWELL, HOUSE of Blues, Chicago,**January 20th



**TOUBAB KREWE, Café Eleven**, St. Augustine, Fla., January 11th



WYCLEF JEAN, Nokia Theatre Times Square, New York City, January 15th



# INTERNATIONAL: NEWS



LINKIN PARK and frontman Chester Bennington bring an energetic set to St. Jakobshalle in Basel, Switzerland, January 18.

### **European NEWS**

Reported by John Gammon 44.20.7359.1110 Fax 44.20.7359.1131 E-mail: gammon@pollstar.com

### UNITED KINGDOM

### Mama Makes £2 Million

MAMA GROUP IS EXPECTED TO announce profits of £2 million on revenues of £12.2 million, although the reporting period doesn't include the £7 million it shelled out for the smaller Mean Fiddler venues.

"It is a mistaken view that the music industry is experiencing difficult trading conditions. That is only true for CD sales, where we have limited exposure," co-chief exec Adam Driscoll told *The Times*.

"Strategically, our combination of strong live venues married to both a growing artist management roster and significant positions in ticketing, sponsorship and the digital environment is, we believe, the model for the music industry of the future."

The live venue and artist management company, which has a string of Barfly venues and an artist roster that includes Kaiser Chiefs and Franz Ferdinand, recently bought into Canada's multifaceted Nettwerk group of companies and teamed with Ticket Text, a Dublin-based technology company that provides a mobile event ticketing service.

Final-year figures, up to August last year, are expected to show that turnover increased by 39 percent, while group revenues for the period totaled £12.2 million. Profit before exceptional items and depreciation for the year amounted to £2.14 million, compared with a restated loss of £129,000 for the previous year.

### No More Fruits and Flowers

TERRA FIRMA'S ACCOUNtants reportedly unearthed £200,000-peryear EMI slush fund to buy sex and drugs for artists.

The items, allegedly entered into the company accounts as "fruits and flowers," have now been cut from the budget, along with the  $\pounds 20,000$  annual bill for candles and a  $\pounds 5$ million company house in Mayfair for the use of senior executives, according to the Daily Telegraph.

The article gave Guy Hands the chance to defend the "slash-andburn tactics" that have upset a list of acts including Robbie Williams, Coldplay, Radiohead, The Verve and Snow Patrol.

"About a third of the artists who sign with EMI never make an album. We're going to drop a fair number of them," he told the paper, explaining why he's cutting 2,000 jobs and dumping hundreds of the company's 14,000 acts. "You've got to get them to a level where you can provide a super service."

The *Telegraph* also pointed out that some of the bigger acts on the roster aren't performing to the levels expected, revealing that a million surplus copies of Robbie Williams' *Rudebox* album are being shipped to China to be recycled for use in road surfacing.

"It's probably the most difficult thing I've done in my life, from a business perspective," Hands admitted, referring to the January 15 presentation to EMI staff.

"People were excited about a new vision for EMI, and a number of people said this should have been done years ago, but clearly they were nervous for their own jobs. They clapped and applauded, which was very nice of them.

"I've always been an entrepreneur and I invest my money alongside that of others, rather than being a fund manager. I will continue to use my money to invest in businesses where I can make a positive difference to how they are run."

As more EMI acts rail against the changes at EMI, more business pages seem to be sympathetic toward them. According to the *Sunday Times*, Hands is throwing down the gauntlet to the rest of the music industry to match his much-criticized turnaround plan for the company.

Hands, who is also bidding for the music publisher Chrysalis, hopes to line up a new chief exec for EMI by the end of June.

### Majors Move In On Chrysalis

EMI CHIEF GUY HANDS IS REPORTEDLY bidding for Chrysalis, one of Britain's last big independent music groups, with Sony ATV and Warner-Chappell also looking to throw their hats in the ring.

Hands, who three days earlier announced he was cutting the EMI workforce by a third, looks to be in the lead with what *The Times* described as an "audacious bid."

It comes on the back of EMI cutting somewhere between 1,600 and 2,000 of its workforce and fac-ing open revolt from acts at the top end of its roster, with several of the U.K.'s papers also reporting The Rolling Stones might be leaving EMI and signing with Universal.

Hands may have questioned whether the act would ever make another record.

Of more concern will be the fact that Radiohead has already departed and the managers of such acts as Robbie Williams and Coldplay have expressed their doubts about where Hands is taking the company. The moves for Chrysalis, a publishing company that holds the rights to artists including Blondie, David Gray, The Raconteurs, Black Rebel Motorcycle Club, Billy Idol and Outkast, come a couple of months after co-founder and company chief Chris Wright said he was sitting on "a jewel of a business." But he was skeptical about the prospects of receiving an attractive offer in the present economic climate.

Hands' no-nonsense, eye-onthe-bottom-line approach means he's likely to have been attracted by the constant revenue stream music publishing brings, although not huge in this case, and a business model that produces at least some return from developing smaller acts such as My Morning Jacket, Ray LaMontagne, Roisin Murphy, Velvet Revolver, Nerina Pallot and The Dandy Warhols.

According to a *Financial Times* business analysis, EMI's middle managers currently outnumber talent scouts by 19 to 1 and 30 percent of its artists have never produced an album.

The Times says the Chrysalis bids are being tabled at about £150 million, about three-quarters of the annual savings Hands hopes to make through his job cuts.

The paper also says Jefferies International, Chrysalis's adviser, has received an indicative bid from Warner Chappell, the music publishing unit of Warner Music, and a third offer believed to have come from Sony ATV.

Along with the *Times*, several of the serious papers' business pages



# INTERNATIONAL

are saying there is also interest from private equity firms including Saban Capital Group, GTCR Golder Rauner and Apollo Management, and other specialist music publishers including Primary Wave and Cherry Lane.

In the last five years Wright has hived off parts of the "mini-media conglomerate," which once had interests in records, television, books and radio.

Wright and Doug Ellis created it as a record company in 1969, apparently naming it after a fusion of Chris and Ellis, selling 50 percent to EMI in 1989 and the rest a couple of years later.

In November, Wright said he'd prefer to wait for a sale but may find it hard to convince his fellow investors that there will be an upturn in the music business in general. Still, the publisher's own figures show that profits have risen from  $\pounds 2.3$  million to  $\pounds 3$  million – despite turnover falling 7 percent to  $\pounds 35.1$ million.

### **Betting On Pop**

A FIRST GLANCE AT THE NOMINATIONS for this year's Brit Awards indicates pop is tops, as Take That, Mika and Leona Lewis all have a chance in four categories.

They go head-to-head in two of them (best British album and best British single) while Arctic Monkeys, Mark Ronson, Kaiser Chiefs and Kate Nash are all nominated in three categories each.

Those who fancy a bet on a certain act winning a particular category are advised to check the odds the different bookies are offering, which suggest the big firms oddsmakers don't see eye-to-eye on contemporary music.

Anyone wanting a punt on Leona Lewis, who is long odds on with all firms for best British female, to win best British album with *Spirit* should note that Skybet is offering 2-1, Bet 365 has her at 10-3, Ladbrokes and Blue Square both go as high as 4-1, while Paddy Power is showing her at 5-1.

So far the bookies are offering odds only on the five main awards for U.K. acts and records: Leona Lewis is an average 1-2 to win best British female, while Mika is about the same odds to win best British male. Lewis is even money to win best single with "Bleeding Love."

Take That is odds-on to win best British group, but a more attractive wager at the price might be the 10-1 Paddy Power is offering against Kaiser Chiefs getting it. The same bet is only 4-1 with Skybet.

This year's Brit Awards ceremony, hosted by Sharon and Ozzy Osbourne, is at Earls Court February 20.

### FRANCE

### Camus's 360-Degree Philosophy

WARNER MUSIC FRANCE HAS BECOME the latest major record company to enter the live music business, acquiring tour production, promotion and booking company Jean-Claude Camus Productions for an undisclosed sum.

"We want to offer our artists the skills and professionalism of Jean-



It's ALL SMILES AT THE JOHANNESBURG COCA COLA DOME January 18, where Elton John rounded off his week in South Africa with two sellout shows. He'd already played to full houses in Cape Town and Durban. Joining Elton is Big Concerts company chief Attie van Wyk, Justin van Wyk and John Langford.

Claude's people so that we can assist them in achieving their artistic goals," said Warner Music France president Thierry Chassagne.

"Jean-Claude Camus Productions will continue to enjoy a large degree of autonomy in the management of its own development."

Although Warner has a longstanding relationship with Parisbased Camus, it looks to have developed further during Johnny Hallyday's last tour and recent live co-productions for Christophe Mae and Emmanuel Moire.

Camus has spent more than 50 years promoting French acts including Hallyday, Sheila, Sylvie Vartan, Patrick Bruel, Patrick Fiori, and Jean-Michel Jarre. The company has also co-produced shows for international acts – usually working with Pascal Bernardin and Gilbert Coullier – including Bob Marley, Prince, Madonna, Michael Jackson and The Rolling Stones.

"When Thierry proposed this agreement, I immediately appreciated the good fit of our two businesses and that working together could further the interests of artists," Jean-Claude Camus explained.

WMF says this is the latest effort to expand and diversify the opportunities it can deliver for its artists. Last year Warner Music France 360° was created, overseeing licensing, merchandising, synchronization, video content, digital and interactive support, as well as live, sponsorship and brand partnerships.

It's not the only change the French live music biz has witnessed since the turn of the year. Eight smaller, although quite prolific, promoters have teamed to form a joint venture company called L'Arrière Boutique.

Bernard Batzen of Azimuth, organizer of Les Meditterrannees Festival, is reportedly working with Bleu Citron, Blue Line, Caramba, Pbox, Pyrprod, Yapucca and Zamora – all of which represent mainly French acts – to try to offset the problems caused by record companies spending less on marketing and tour support.

They've set up a Web portal at *larriereboutique.fr*, which will provide information on concert dates, ticket sales and artist downloads.

The new company is also said to be working as an umbrella under which the eight participating companies hope to combine their purchasing power to negotiate better prices for such things as advertising, print costs, tour buses, PA and lights, and backline rentals.

### The New Amy Winehouse?

A WEEK BEFORE THE U.K.'s *THE SUN* published a picture of her allegedly smoking crack and most papers were reporting she's started rehab again, the organizers of MIDEM seem to have already begun the search for the new Amy Winehouse.

"Who'll be the next Amy?" was the heading above a press release detailing how Winehouse was "still totally unknown in many countries" when she performed at MIDEM 2007.

It was a timely reminder that Winehouse played the annual gathering in Cannes before she "exploded onto the international stage," and a rundown of the talent that's appearing this year.

The lineup includes Reverend And The Makers, already attracting European festival interest after showcasing at this year's Eurosonic-Noorderslag weekend, Danish electro-rock band Dúné, whose seven members are all in their teens or early 20s, and legendary Finnish rockers 22-Pistepirkko.

The other headliners include The Black And White Years, which has been produced by Talking Heads' Jerry Harrison; Troy Von Balthazar, former frontman of Chokebore; and Canada-born London-based electropop band Dragonette. The press release doesn't give any clues on what they have to do to emulate Amy.

The speakers at this year's MI-DEM include Peter Gabriel, both in his capacity as artist and in his role as head of the Real World label, as well as Domino Records founder Laurence Bell and celebrated producer Tony Visconti.

U2 manager Paul McGuinness and R.E.M. manager Bertis Downs will appear at the first International Manager Summit to be held at MIDEM.

It will tackle fundamental issues such as the new functions of the manager in the era of 360-degree contracts, artist-branding, the evolution of the relationship with the artist, the role of the manager in the launch and follow-up of artists' careers and the development of "niche" artists.

It's organized in association with the International Music Managers' Forum (IMMF) and the International Artist Managers' Association (IAMA).

MIDEM takes place at Cannes' Palais des Festivals January 27-31.

### SCANDINAVIA

Madge Case Alters VAT Laws

ALTHOUGH THE COPENHAGEN TAX court has ruled that the local music

# INTERNATIONAL: NEWS



**OPERA TENOR TITO BELTRAN HUGS HIS WIFE** Jenny as he is released January 21 pending verdict from Swedish court, where he faces rape charges. Beltran is accused of raping the 18-yearold nanny of another artist in a hotel room while on tour in the country, charges the opera star claims are part of a smear campaign against him with xenophobic overtones.

club in Horsens doesn't have to pay US\$1.74 million VAT on its August 2006 Madonna show in the Danish city's Ny Theatre, it's likely to be the last time any such organization will get away with claiming tax-free status when promoting rock gigs.

At the time of the show, tax minister Kristian Jensen had already announced he was going to unify the law by allowing future VAT exemptions only if any profit the clubs make goes to charity, but Horsens claimed it should be allowed exemption on the Madonna show because the application for it was already in the tax authority's possession.

Frank Panduro, who was Ny Theatre chief at the time, was furious and said making the local organisation pay the tax on the Madonna show was "backdating the law."

"They had already done their budget for the show and the VAT exemption application had been received by the tax office, but then it all changed and the tax authority said they had to pay the VAT," Flemming Schmidt of Live Nation's DKB Concertpromotion, which produced the show for Horsens, told *Pollstar*.

"It was too late to re-do the budget because the offer for the act had already gone in and been accepted. It would have cost the club a fortune and I doubt it could have paid," he said.

In December the Danish national tax tribunal ruled in Horsens' favour, but also set down a new interpretation of the law that said in the future, sports and music social clubs must ; build VAT into their budgets and "aim to cover" their tax liabilities.

It has closed a loophole in the law that had become a burning issue in the Danish live music business and the focus of a lot of media attention.

In January 2006 Parken Stadium boss Flemming Østergaard and festival organiser Knud Bjerre had both complained that Horsens' VAT-free status

had enabled it to top their respective bids for a July Rolling Stones show.

At the time, Østergaard told national daily *Politiken* that it was unfair that Copenhagen Parken, the national stadium, had lost out on the Stones because Horsens' charity status meant it had an extra 11.2 million Danish kroner (then US\$1.79 million) in the pot and could make a higher bid.

Bjerre, who had put in a direct bid for the act to play in Herning, said the law shouldn't extend to a local music club being able to put on the acts that Horsens puts on at the Ny Theatre and at the local football stadium.

The Horsens music club (Musikforeningen Eigils) had been the contractual promoter for a list of international acts including REM, David Bowie, Elton John, Bob Dylan, Robbie Williams and Paul McCartney.

The big glitch in the Danish tax law governing the charity status of local sport and cultural clubs is that it was being interpreted in different ways by the numerous tax districts spread across mainland Jutland, Zealand, Funen and the country's 75 smaller inhabited islands.

Some regions only allowed an exemption if any profit is passed straight on to charity, while other areas allowed for profits to go toward the funding of the next "charitable" gig. Horsens was in such an area.

The changes in the interpretation of the law governing which nonprofit organisations can claim taxfree status means that the music clubs will no longer be able to use that privilege to outbid private, tax-paying promoters.

The fact that the clubs must budget for VAT, and immediately give any profits to a genuinely charitable institution such as homes for the elderly and disadvantaged, means they can no longer roll over tax-free profits to fund their next event.

Kaj Atzen, the public accountant for the Horsens club, says he's delighted with the court victory because having to pay the VAT for Madonna would have been unfair. But he admitted to being at a loss as to how the new legal interpretation would affect the country's outdoor market.

He did say it will certainly prevent promoters from claiming to be consultants and then setting up a festival and taking the profit, having made a donation to the local club involved in order to take advantage of its taxfree status.

"That would certainly be against the new interpretation of the law, as a private consultant can't be responsible for the promoting and finances of the event, then just give money to the club to make it look as if it's the owner of it," he added.

Bjerre, who now produces fewer provincial festivals for sport and social clubs since ceasing work with Aalborg in 2004, Aarhus in 2006, and selling the rights for Horsens Festival to Panduro in 2007, says the law won't affect his business because he's paid a fixed fee to consult with his two remaining festivals in Herning and Skive. He says he's spent more time concentrating on his work with the Skive local council since being reelected in 2005 and prefers promoting international acts to producing festivals. Bryan Adams and Jean Michel Jarre are already in the pipeline for 2008.

### Lunden To Chair IMMF

PETRI LUNDEN MARKED HIS APPOINTment as chairman of the International Music Managers Forum by reminding the industry that, whichever way it's heading, it won't get far unless it carries the artists with it.

Days before the first International Manager Summit, staged at MIDEM and co-organized by the IMMF, The International Managers' Forum (MMF) and The International Artist Managers' Association (IAMA), he told *Pollstar* that part of his role is to help his organisation ensure that the major labels and the big live music companies are continually reminded that all activity is created around the artist.

As the various managers were preparing to go to Cannes to discuss fundamental issues such as the new functions of the manager in the era of 360-degree contracts, Lunden says he sees nothing wrong in it as a business model as long as the particular company is the best at delivering merchandising, marketing, publishing, records and whatever else it wants to profit from.

"Having worked as an artist manager for many, many years I would say we always worked the 360-degree model. The artist in some capacity controls all those aspects of the industry, i.e. the artist representatives,



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# **INTERNATIONAL** News

which means the managers control the 360-degree model in terms of whom we choose to work with," he explained.

"The possibilities for artist managers and their clients are endless; my aim is that we assist our global MMF members to avoid the pitfalls, sharing ideas and education, ensuring that this and future generations of managers are creating and championing new playing fields for artists," he said in an IMMF statement.

Lunden, who was elected chairman at the IMMF General Assembly held at the Eurosonic-Noorderslag conference-cum-festival in Gronigen, Holland, January 10, replaces legendary U.K.-based manager Peter Jenner, who has represented such acts as Pink Floyd, Syd Barrett, The Clash, Billy Bragg and Kevin Ayers.

Lunden recently sold his Gothenburg-based Talent Trust business to Hagenburg, where he's stayed on as executive chairman, and currently manages The Cardigans, Europe, Neverstore, Peter LeMarc and Danish rock band D-A-D.

He recently sold Supreme Royal Deluxe, the Hultsfred Festival booking agency he co-owned with Janne Kleman, to Anschutz Entertainment Group.

Lunden is also a non-executive director of TixDaq, a site that monitors data from multiple online sources within the ticketing market, and owner and co-founder of Klick-Track download technologies.

The Groningen meeting commended Jenner, who has decided to retire from the chairman's role, for his work and gave him the honorary position of emeritus president.

Longtime executive director Michael McMartin, manager of The Hoodoo Gurus, is stepping down from that position, but will continue his IMMF involvement as vice chair for Africa and Asia.

Jake Beaumont-Nesbitt, MMF U.K. board member and managing director of International Royalties Rescue, was elected executive director.

The IMMF is a non-government organisation created to ensure the safeguarding, respect and protection of the moral and professional interests of its members and the worldwide community of artists they represent.

### 'More Than Chocolate And Bananas'

ROSKILDE FESTIVAL'S HUMANITARIAN focus for 2008 is to show that fair trade must include "more than chocolate and bananas."

The famous Danish outdoor, which is known for its concern and its aid for Third World countries, wants to draw attention to the electronic companies using cheap African labour to produce goods for the west.

As an example, the festival organizers point out that the mining of coltan, a metallic ore used in the production of mobile phones, is being cheaply mined in the Democratic Republic of the Congo. But having such a money-spinning industry in the country hasn't benefited the local inhabitants.

The trading companies sell coltan to processing companies, which refine it and sell it on to capacitor manufacturers, whose clients include hightech mobile phone companies such as Ericsson, Intel and Nokia.

"Roskilde Festival believes that fair trade must include more than chocolate and bananas. It should be possible to buy mobile phones in stores,

> where larger parts of the profits on the phone components go directly to the local communities where they are mined," said a festival statement.

"As a consumer you have easy access to fair trade products, but this does not include larger product lines such as electronics. "We want to exert pressure for certified fair trade with minerals such as coltan, so that you as a consumer knows that no one was harmed during the mining and that a greater part of the money goes to the local community."

Each year, any profit from Roskilde is donated directly to the Roskilde Festival Charity Society, which in turn donates the money to humanitarian or cultural purposes benefiting people throughout the world.

At MIDEM (January 27-31), Roskilde – along with Switzerland's Paléo Festival Nyon Festival and Live Earth – was due to be honoured for its promotion of environmental awareness.

### **Triumph For Sweden Rock**

PLATINUM-SELLING CANADIAN heavy metal trio Triumph is reuniting after a 20-year break to play Sweden Rock Festival.

It looks like quite a coup for the 30,000-capacity heavy metal bash in Solvesborg, which is often the first European festival to get its major acts confirmed and announced.

This year's June 4-7 lineup already includes Judas Priest, Def Leppard, Whitesnake, Blue Oyster Cult, Saxon, Testament, Joe Satriani, Ministry, Coheed & Cambria, Uli Jon Roth and top Swedish rockers Mustasch.

### POLAND

### Police Smash CD Crime Ring

THE NEWS FROM THE INTERNAtional Federation Of Phonographic Industries is beginning to read more like gangster movie scripts, with the latest reporting that Polish police have rounded up a CD piracy ring armed with handguns, a machine gun and a sawn-off shotgun.

Eight people suspected of involvement in the smuggling and manufacture of pirate CDs and DVDs were arrested during a January 16 raid in Warsaw. Polish border guards also seized equipment used for producing illegal discs, including computers, two tower burners and two high-quality printers, plus 66,000 discs and 108,000 inlay cards.

Four of the eight arrested suspects have been remanded in custody for three months, while the other four have been released pending further investigation.

Border police from the Klodzko region carried out the raid because they suspected it of smuggling music and films believed to be produced in Russia and Ukraine, as well as producing their own counterfeit discs. The confiscated CDs and DVDs are believed to have been destined for the German market.

"These raids clearly show that music and film piracy in Poland is tightly controlled by organised criminal gangs with an international reach," said IFPI head of enforcement Len Hynds.

"The Polish border police have done a fantastic job in breaking up this gang, but we are aware that there are others out there that we need to tackle."

### **Australian NEWS**

Reported by Bryan Jones Fax 613.9459.1788 E-mail: bryan@pollstar.com

### **Big Day Out Hits The Road**

BJORK TORE THE SHIRT OF A PHOTOgrapher who snapped her when she arrived at New Zealand airport and Rage Against The Machine, doing their first shows outside the U.S. since re-forming last year, walked on to a deafening roar of welcome and turned 45,000 people into giant jumpin' jack flashes. This was Auckland, as the 16th Big Day Out six-city traveling circus got under way January 18.

Big Day Out's second stop, at the Gold Coast January 20, was also action-filled. Silverchair unveiled its 12-piece format, with three backing singers, two keyboard players and a four-piece brass section.

Some detractors held up a huge sheet with a hand-painted message telling new quirky teen band Operator Please to get off the stage, leading the act to explode into a barrage of four-letter words and directing other members of the 53,000-strong crowd to take revenge.

A woman driving to the show died when the SUV she was in collided with a truck, sending her two friends to hospital. A man who allegedly punched a security officer was tasered when he refused police orders to get into a divisional van.

This year's Big Day Out has been the most successful to date, with 275,000 tickets shifted and all dates declared sold out.

### **Hevern Joins AEG Ogden**

STEVE HEVERN WAS APPOINTED manager of technical operations, Asia, with venue operator AEG Ogden, effective February 4.



BJORK'S PRESENCE fills the Sydney Opera House January 23.

# INTERNATIONAL: NEWS



**JON BON JOYI TAKES FLIGHT** downunder as his band plays Sydney's Acer Arena January 21.

He will be based at its Sydney office at Acer Arena.

Hevern spent 10 years at the Sydney Entertainment Centre in technical operations management roles, followed by four years at Sydney SuperDome (now Acer Arena, an AEG Ogden-operated venue).

He was then deputy CEO of Vector Arena in Auckland, New Zealand, where he oversaw the venue's completion and operational phases, and more recently was the group director of operations and special projects for arena management for the past two years.

### Pedersen At Arena Travel

FRANK PEDERSEN WAS APPOINTED GM of sales and promotions for Sydney-based Arena Travel & Entertainment (ATE).

Pedersen's experience includes 18 years in the hospitality and travel industries and six years as business development manager at Star City in Sydney. He also spent time with global aeronautical telecommunications company SITA as a business development manager and with Travel Industries Automated Systems (TIA\$) as marketing development manager.

Arena Travel chairman Michael Jacobsen said, "Frank is an extremely accomplished and experienced professional who will bring much industry expertise and new business development talents to ATE. It is an exciting period for us and his appointment will undoubtedly assist the business through further growth and development in the coming years."

### QId Acts Head For Musexpo

QUEENSLAND BANDS THE RED Paintings, The Gin Club and Small Mercies head to Los Angeles for MUSEXPO 2008 (April 27-30).

The Qld. government sees the 4-year-old MUSEXPO as a preeminent platform to launch its acts overseas and contributes considerable funding as a result into the attendees.

As a result of showcasing there last year, singer/songwriter Pete Murray found two of his tracks used on an American sitcom. The band Transport signed deals with U.S. booking agency TKO, Kindling Music/Sony BMG in Canada, and licensing/sync representation for film, TV and advertising with Sugaroo.

### **Tony George Heads To Sydney**

TONY GEORGE, THE U.S. RECORDING label executive who ran the Australian Music Office (AMO) in Los Angeles since it was set up two and a half years ago, is moving to Sydney to work at the government export division Austrade starting February 4.

George helped the likes of Wolfmother, Airbourne, Operator Please and John Butler Trio enter the U.S. market through advice and contacts.

But he told *Pollstar* he will be more effective based in Sydney to advise Aussie acts before they begin tapping the global market. His replacement at the AMO is Pete Cohen, a former Epic A&R who manages Mozella.

### Adelaide Guitarfest Posts \$1 Million Loss

THE INAUGURAL ADELAIDE INTERNAtional Guitar Festival posted a \$1 million loss, Adelaide Festival Centre chief executive Douglas Gautier confirmed.

Projections that five outdoor Elder Park concerts would draw 4,000 each failed (only one reached that number) while sponsorship also failed to hit the target.

The masterclasses, workshops and club shows were well attended, Gautier said, but altogether only 20,000 attended the November 23 to December 2 event. Organisers had hoped for 35,000.

However, the festival will return this November, and also in 2009. The state government puts in \$500,000 for the Guitar Festival as a touristattracting initiative.

### **Short Notes**

THE NEW OWNERS OF THE METRO Nightclub in Melbourne changed its name to **Palace Theatre**, the same name as the St Kilda club they previously ran for 20 years.

They were forced to leave last June after a lengthy legal dispute over the lease with the building's landlord, the state government.

Talent managers Heath Bradby (Bob Evans, Downsyde, The Silents, Snowman, Jebediah, Karnivool), Juliet John (Schvendes) and Steph Edwardes (Sugar Army) are among those nominated for the **Golden WAMi** category of Western Australia's WAMi awards. The category covers executives who have made the most contribution to the local music industry. The results are announced February 21. Adelaide singer/songwriter Bohyan Ezra Haerewa was jailed for two years for attacking his producer Ryan Wiseman with an iron bar and a hammer. According to testimony, Wiseman texted Haerewa that he was going to put up the material they produced together on the net. Haerewa got the impression that he was losing his copyright, and turned up at Wiseman's house in Mt. Barker to destroy the recording equipment but attacked him instead.

Melodic Music, a Melbourne music production and artist management company (Kisschasy, Angelas Dish), set up a manufacturing division based in Sydney. It's aimed at young bands and companies with limited budgets and experience.

Ross McPherson, previously at Perth-based promoter Supersonic/Billions Australia, relocated to Melbourne to take over as entertainment and business development director at the live music venue the Hi Fi Bar.

The third round of acts for the 19th annual International East **Coast Blues & Roots Music Fes**tival sees Ray Davies, Bunny Wailer and the Solomonic Reggaestra, The Cat Empire, John Hiatt, Patty Griffin, The Cruel Sea, Jason Mraz, Damien Dempsey, Ozomatli, Michelle Shocked, Weddings Parties Anything, Lost Dogs (Kasey Chambers' alter ego band), The Beautiful Girls, True Live, Mamadou Diabate, The McClymonts, Jon Cleary & His Absolute Monster Gentlemen, Fiona Boyes, Jeff Lang, Jake Shimabakuro, Son Veneno, Last Town Chorus and The Angry Tradesmen. 🔺



# BACKSTAGE PHOTO PASS

CHRIS BROWN adds some more electricity to his show with a Tampa Bay Lightning jersey at the St. Pete Times Forum January 14th. The five near "08" are the venue's Shea Cookerly. Nashira Babooram, Elmer Straub, Holly Brown and Kristina Figueiral.





VENTRILOQUIST COMEDIAN Jeff Dunham sells out William Saroyan Theatre in Fresno, Calif., January 11th. L-R: Icon Entertainment's Paul Meloche and Doug Castro, Dunham, Tate Entertainment's Robin Tate, Pollstar's Brad Rogers and Fresno Convention & Entertainment Center's Alan Emerian.



GLOBAL SPECTRUM staffers bring gifts to the Prince at a soldout John Labatt Centre in London, Ontario, January 19th. Seen with Ozzy & Sharon are the venue's Dave Harris, Cortney Ager and Gary Turrell.



**IRONICALLY**, it's event coordinator **Glen Mikkelsen** who stands out amid **Big** & **Rich**, **Two Foot Fred** and **Cowboy Troy** at the **CN Centre** in Prince George, BC, January 9th. The Musik Mafia members got "road kits" assembled for them by The Body Shop.

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