



## **BILLBOARD ANNOUNCES LINEUP FOR ROADWORK '05**

### **-- Billboard Touring Conference to Gather Top Players in the Concert Business --**

NEW YORK, NY (October 18, 2005) – Billboard, the world's most trusted source of music, video and digital entertainment news, charts, reviews and analysis, announced their lineup for Roadwork '05: The Billboard Touring Conference, taking place October 25-26, 2005 at The Roosevelt Hotel in New York City. This two-day event will tackle a wide range of important issues facing the touring industry, which will be addressed at panels and roundtables led by touring professionals including agents, managers, promoters, venue operators, company presidents, CEOs, pioneers, up-and-coming executives and young entrepreneurs.

Now in its second year, Roadwork '05: The Billboard Touring Conference will not only spotlight specific thorny touring issues including ticket prices, customer service and declining gross revenues, but will also examine touring's place in a music industry undergoing massive changes. One of the key topics that will be discussed is the touring industry's often rocky relationship with radio and the record businesses. Since this relationship can make or break a tour, the conference will offer two different panels that will look at how these separate but parallel businesses co-exist. The first panel, "On The Radio," will analyze radio's role in the concert business and such questions as why radio station 'presents' are increasingly a thing of the past, and where such technological developments as satellite radio and iPods fit in. The radio panel will be moderated by Bill Reid, president of Rising Tide, and will include panelists Andy Cirzan (VP Concerts, Jam Productions), **Tom Poleman** (senior VP, Clear Channel Radio, New York), **Eric Logan** (executive VP Programming, XM Satellite Radio), Greg Oswald (VP, William Morris Agency [Hank Williams, Jr., Big & Rich]), and Ken Fermaglich (senior VP with the Agency Group [3 Doors Down]). The second panel, "Help," will focus on the relationship between the touring industry and the record business. Moderator Dave Kirby, president of TKO, will orchestrate the panel including **John Scher** (co-CEO of Metropolitan Talent), attorney/manager Ken Levitan (Kings of Leon, Bon Jovi), **Harvey Leeds** (senior VP of artist development, Epic Records), Harlan Frey (director of touring, Roadrunner Records), Liana Farnham (director of tour marketing, Sony) and Heath Miller (president of Excess dB Entertainment).

Roadwork '05 will also have a decidedly international flair. The global nature of this conference will be best illustrated through the power player panel "Change My Way of Thinkin'." Moderated by Billboard co-executive editor Tamara Conniff, this star panel includes U2 manager **Paul McGuinness**, Sanctuary Artists CEO Merck Mercuriadis, Clear Channel Entertainment CEO **Michael Rapino**, Agency Group CEO Neil Warnock, AEG Live CEO Randy Phillips and Jam Productions co-CEO Jerry Mickelson. The session will address what, if anything, the industry has learned from two years of doldrums, and whether there is a disconnect between producers and audience.

"Billboard has assembled an elite group of touring professionals for Roadwork '05," commented Ray Waddell, Billboard senior editor for touring. "This conference will give attendees a better perspective on the state of the touring industry, and will also provide them with excellent networking opportunities with top players in the concert business."

See below for the full Roadwork '05 agenda:

### **TUESDAY, OCTOBER 25, 2005**

#### **TAKE THE MONEY AND RUN**

Has the concert industry become strictly a checkbook business? Promoters, managers and agents will discuss the state of the art of the deal today, and whether money is the only consideration.

**Moderator:** Alex Hodges, Executive VP, House of Blues Concerts

**Panelists:** Dennis Arfa, President, Artists Group International  
Charles Attal, President, Charles Attal Presents  
Chip Hooper, Senior Agent, Monterey Peninsula Artists  
Doc McGhee, President, McGhee Entertainment  
Simon Renshaw, President, Strategic Artist Management  
Bob Roux, President, PACE Concerts

## **I FOUGHT THE LAW**

*Sponsored by Segal McCambridge Singer & Mahoney, Ltd*

When the plug is pulled or a show goes bad, who is responsible? This panel will deal with legal issues in the touring industry, including examining some high-profile cases and liability concerns.

**Moderator:** Susan Butler, Senior Editor Legal/Publishing, Billboard

**Panelists:** Matthew Burrows, Esq., Attorney, Lapidus & Haft, LLP  
Bob Donnelly, Attorney, Law Offices of Bob Donnelly  
Ricardo Garcia-Moreno, Attorney, Winstead Sechrest & Miniat P.C  
Neil Glazer, General Counsel & Director of Business Development, Madison House Inc  
Jeffrey Singer, Attorney/Partner, Segal McCambridge Singer & Mahoney, Ltd.

## **ON THE RADIO**

What is radio's role today in the concert business? Why are radio station 'presents' increasingly a thing of the past, and what is the impact? Have radio shows killed the touring festival? Where does satellite radio fit in? How will the iPod and personal DJ-ing change the model?

**Moderator:** Bill Reid, President, Rising Tide Productions

**Panelists:** Andy Cirzan, VP, concerts, Jam Productions  
Ken Fermaglich, Agent, The Agency Group  
Patterson Hood, Artist, Drive-By Truckers  
Eric Logan, Executive VP, Programming, XM Satellite Radio  
Greg Oswald, Senior Vice President, Williams Morris Agency  
Tom Poleman, Senior VP, Clear Channel New York

**KEYNOTE Q&A:** with Kevin Wall, CEO of Network Live and Executive Producer of Live 8

## **GENRE ROUNDTABLES**

Each roundtable will examine the pertinent issues in genre-based touring, headed by an expert in the field. Topics include:

**Country:** Rod Essig, Agent, Creative Artists Agency  
**Latin:** Kate Ramos, SVP, Clear Channel Latin  
**Hip-Hop:** Stephanie Mahler, Agent, Monterey Peninsula Artists Paradigm  
**Rock/Metal:** Tim Borrer, Agent, The Agency Group  
**Jam Band:** Mike Luba, President, Madison House  
**Jazz/Blues:** Bruce Houghton, President, Skyline Music  
**Pop:** David Zedeck, Agent, Creative Artists Agency

## **WEDNESDAY, OCTOBER 26, 2005**

### **ROCK THIS TOWN**

When routing a tour, choosing the right venue in each market is crucial. Representatives from clubs, theaters, amphitheaters, stadiums, arenas and other venues will discuss the state of their business and the current deal structures.

**Moderator:** Pam Matthews, General Manager, Ryman Auditorium

**Panelists:** Marty Diamond, Owner/Agent, Little Big Man Booking  
Mike Evans, Sr. VP, Sports and Entertainment, SMG  
Jay Marciano, President, Radio City Entertainment  
John Meglen, Co-CEO, Concerts West  
John Moore, Talent Buyer, The Bowery Ballroom/The Bowery Presents  
Charlie Walker, COO, North American Music, Clear Channel Entertainment

### **DANCING IN THE MOONLIGHT**

Festivals such as Bonnaroo, Coachella, and the Austin City Limits Music Festival have changed the face of the modern day U.S. rock festival, in many ways taking their cues from venerable European fests.

**Moderator:** Marcie Allen Cardwell, President, MAC Presents

**Panelists:** Ashley Capps, Owner, A.C. Entertainment  
Peter Conlon, President, Peter Conlon Presents  
Tony Conway, President, Buddy Lee Attractions  
Stuart Galbraith, Director of Festivals, Clear Channel Entertainment, UK  
Charlie Jones, Principal, Executive Producer, Capital Sports & Entertainment

## **CHANGE MY WAY OF THINKIN'**

Top execs in the music industry discuss business in 2005. Did the industry learn anything from the 2004 bloodbath? Should we be more focused on customer service? Do we know our audience? Hear these power players weigh in on the state of the music industry.

**Moderator:** Tamara Conniff, Co-Executive Editor, Billboard  
**Panelists:** Paul McGuinness, Managing Director, Principle Management  
Merck Mercuriadis, CEO, Sanctuary Artists  
Jerry Mickelson, Co-CEO, Jam Productions  
Randy Phillips, CEO, AEG Live  
Michael Rapino, CEO Global Music, Clear Channel Entertainment  
Neil Warnock, CEO, The Agency Group

## **HELP!**

The record business has been turned upside down in the new millennium. Tour support dollars are drying up. The entire label paradigm is being reinvented. Where does touring fit in the modern day record business? How have touring/label relations changed? Who has the leverage?

**Moderator:** Dave Kirby, President, TKO  
**Panelists:** Liana Farnham, VP Tour Marketing, Sony Music  
Harlan Frey, Sr. Director of Touring/Artist Development, Roadrunner Records  
Harvey Leeds, Sr. VP Artist Development, Epic Records  
Ken Levitan, Owner, Vector Management  
Heath Miller, President, Excess dB Entertainment  
John Scher, Co-CEO/ Manager, Metropolitan Talent

## **ISSUE ROUNDTABLES**

**Ticketing:** Marla Hoirowitz, Executive VP, Ticketmaster  
**International:** Rob Markus, International Agent, William Morris Agency  
**Security:** Bart Butler, President, Rock Solid Security  
**Insurance:** Jeffrey M. Insler, CEO, Robertson Taylor (North America)  
**Merchandise:** Jeffery Bischoff, President, Cinder Block  
**Sponsorships:** Bill Chipps, Senior Editor, IEG Sponsorship Report  
**Production/Travel:** David Bernstein, CEO, Rock-It Cargo  
**Online Marketing:** Geno Yoham, Executive Director, AOL Tickets/CityGuide  
**Staying Clean and Sober on the Road:** Bill Teuttleberg, Caron Foundation & Hired Power

The Billboard Touring Awards will close the two-day conference on October 26<sup>th</sup> at The Roosevelt Hotel, and will honor the concert industry's top artists and professionals for the year, based on the Billboard Boxscore chart. Recognition for finalists and awards will be based on actual box office performance from November 20, 2004 through September 30, 2005.

For information about the Billboard Roadwork Conference & Awards, visit [www.billboardevents.com](http://www.billboardevents.com) or contact Michele Jacangelo at 646-654-4660. For information on registration and group discounts, contact Kelly Peppers at 646-654-4643. For sponsorship information, contact Karl Vontz at 415-738-0745. For hotel information, contact The Roosevelt Hotel at 212-661-9600. For press credentials, please contact Lila Gerson at 212-255-8455.

## **About Billboard:**

Now in its 111th year, *Billboard* is the world's premier music publication and a diverse digital, events and brand-licensing platform. *Billboard* publishes the most trusted charts and offers unrivaled reporting about the latest music, video, gaming, media and digital entertainment issues and trends. *Billboard* is the flagship property for the Billboard Information Group, which also consists of Billboard.biz, Billboard.com, Entertainment Law Weekly, Billboard Chart Alert, Billboard Information Network (BIN), Billboard Directories, Billboard Licensing & Events and Billboard Radio Monitor. *Billboard's* many strategic partners include Fox-TV, Microsoft, mForma, Reuters, Sirius Satellite Radio, Telemundo, Univision Radio, ABC Radio Networks, Azteca America and *Billboard* sister companies Nielsen SoundScan and Nielsen Broadcast Data Systems. These partnerships leverage *Billboard's* proprietary data, charts and information resources to develop broadcast entertainment, digital and mobile platforms and contextual commerce applications that expand *Billboard's* franchise and consumer reach.

*Billboard* is headquartered in New York with bureaus in Boston, London, Los Angeles, Miami, Nashville and Washington DC. The Group is a unit of VNU Business Media, a worldwide media company that provides specialized publications, electronically delivered data, expositions and marketing services and is owned by VNU Inc., a wholly owned subsidiary of Netherlands-based VNU, an international publishing and information company.

###