

ABOUT ME

Talented and dedicated music licensing professional with experience in major media companies, independent record labels and independent music publishers. Proven experience as a consultant for music industry entities and creative individuals. Expertise with music ownership, music licensing and rights tracking. Creative and business-minded in approach to problem-solving and in day-to-day transactions.

SKILLS

- Agreement Drafting
- Agreement Negotiating
- Agreement Database Management
- Rights Research
- Rights Tracking and Analysis
- Metadata and Asset Management
- Microsoft Office Suite
- Adobe Acrobat
- Google Suite

EXPERIENCE

Freelance Music Licensing and Music Business Affairs Consultant

5/2020 – Present

Draft and negotiate master use, synchronization and other music licenses and manage music publishing administration for independent recording artists, self-published songwriters and independent music publishers. Clients include:

Lively McCabe Entertainment

- Close out queue of licenses for live stage plays.
- Work with the CEO to create new theatrical/grand rights license templates.

Savta Media

- Work with independent and major label recording artists, self-published songwriters and independent and major record labels and music publishers.
- Research rights information for music originally commissioned for Pakistan International Airlines in-flight programming and now featured in the documentary film *Showgirls of Pakistan*.

BRIC

- Navigate rights involved in connection with the exhibition of “BRIC Celebrate Brooklyn! Festival Live Everywhere” a virtual/livestream version of this non-profit arts and media organization’s iconic live music festival – “BRIC Celebrate Brooklyn!”, now (hopefully and exhibiting the festival as free-to-stream VOD.
- Apply “BRIC Celebrate Brooklyn! Festival Live Everywhere” best practices to “BRIC JazzFest” livestream.
- Secure rights to produce and exhibit as free-to-stream VOD live performances by other recording artists for additional “at-home” programming to make up for the loss of live events during the COVID-19 pandemic.

Fine Gold Music

- Work with music publishers and self-published songwriters for music placement company.
- Register songs with ASCAP/BMI/SESAC and other rights organizations.
- Ensure accuracy and timely reporting of music cue sheets.

Aniraf Inc./Johnny Farina

- Focus on the classic song “Sleep Walk”, pitching for TV, Internet commercials, films, trailers and other productions.
- Liaise with BMG UK (world ex-US subpublisher) on synch licensing opportunities.
- Monitor unauthorized uses of the music catalog.
- Track down music cue sheets.

Viacom Media Networks/ViacomCBS

2012 - 2020

Senior Manager, Music Strategy, Business & Legal Affairs (12/2018 – 5/2020)

Senior Manager, Music Services, Music & Licensing Strategy (6/2018 – 12/2018)

Manager, Music Administration, Music & Licensing Strategy (4/2014 – 6/2018)

Drafted and negotiated music composer, music producer, production/library and other music agreements across domestic top-line channels (MTV, vh1, BET, Comedy Central, Nickelodeon, Paramount Network, Logo) and for Velocity (in-house full-service integrated marketing and creative content team).

- Worked with creative and business and legal affairs executives and production teams to implement strategies, policies, and procedures around music ownership and composer agreement terms.
- Helped develop metadata, asset management and cue sheet standards for composed music and library music.
- Consulted on music supervisor agreements.
- Contributed to rights tracking reports and development of new contract lifecycle management database.

Music and Media Licensing Coordinator, MTV World (MTV Iggy) and MTV Hive (7/2012 – 4/2014)

Drafted and negotiated master use, synchronization and footage licenses for digital properties. Directed “Licensing 101” rights and clearances sessions with production teams. Created and maintained rights and status tracking reports.

- **Rebel Music: 6-episode docu-series**
 - Worked with independent recording artists, songwriters, record labels, music publishers and visual artists throughout Russia, India, Mali, Egypt, Israel/Palestine, Afghanistan, and Mexico.
- **The Music Experiment:**
 - **The Music Experiment 1.0 Powered by Intel: 4-episode concert series**
 - **The Music Experiment 2.0 Created by Intel & MTV Iggy: 5-episode concert series**
 - Researched and confirmed publishing ownership of songs for live concerts.
 - Worked on clearances for branded marketing campaigns and internal promotional spots.
- **AT&T “It Can Wait” (‘Don’t Text and Drive’ PSA campaign)**
 - Researched news clip ownership and negotiated usage fees.
- **Artist to Watch, On Location, First Take, Stop/Watch and In My Room – Live Artist Performance, Short Takes, Interview Programming and Streaming Premieres**
 - Researched and confirmed publishing ownership of songs.
 - Reviewed and negotiated licenses received from publishers and record labels.
 - Reviewed session sheets, location agreements and guest releases.
- **Weird Vibes Online and Podcast Music Video and Artist Interview Series**
 - Drafted and negotiated video podcast agreements and likeness and materials releases.

Freelance Music Business Affairs Consultant

7/2008 – 7/2012

Consulted with and drafted and negotiated a variety of music agreements for independent recording artists, start-up and independent record labels, distribution companies and publishing companies. Clients included:

- Martha Wash
- The Orchard Enterprises

OTHER EXPERIENCE

VP Business & Legal Affairs

TVT Records, New York, NY

- Drafted a variety of music agreements for top independent record label and music publisher.
- Reviewed and approved label copy and legal (® & ©) lines for all releases.
- Prepared artist, music publisher and songwriter royalty statements and supervised royalty audits.

EDUCATION

Boston University School of Law, JD

Boston, MA

State University of New York at Binghamton, BA

Binghamton, NY