

**Jeremy John Peters**  
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## **Curriculum Vitae**

### **Interests:**

Music Licensing, Music Publishing, E-Commerce As Applied to Topics In Music Licensing, Entrepreneurship (Inclusive of Micro-Entrepreneurship on the Individual Scale), Copyright, History of The American Music Industry, The Affects of Music Industry on Modern American Popular Music, Paced Growth (Artist Development), New Models of Music Deals, Modern Music Distribution Techniques

### **Education:**

University of Michigan - Ann Arbor, MI  
College of Literature, Science and the Arts - B.A., Political Science and Music  
(2004)

### **Direct Industry Experience:**

*Ghostly International & Ghostly Songs - Ann Arbor, MI*  
*Director of Creative and Business Affairs, 2003 - Present*

Currently in this position. Negotiate, manage, and administer thousands of licensing and publishing contacts, contracts, and usages internationally for independent record label and publishing company and currently serve as the principal of the publishing company. Manage division payroll, income and expenses, profit and loss statements, royalty statements, invoicing, and hiring. Manage all third-party representation of the catalog on an ongoing basis. Oversaw a 400% increase in licensing and publishing revenue. Manage comprehensive marketing program for releases using tiered outreach program including mailings, email, direct response to inquiry, and person to person contact. Write and edit all content for publishing company and actively post content to Twitter and Facebook o/b/o company. Implemented document sharing and project management software usage across entire company. Manage marketing program of releases to prospective licensees using tiered outreach program including physical mailings, email outreach campaigns, direct responses to music searches, and person to person contact. Placed recordings in projects for CBS, ABC, CW, Hummer, Motorola, Ford, Rockstar Games, Puma, FIJI Water and many, many others. Co-negotiated and assisted on large copyright infringement settlement in our favor. Served in positions as Co-Label Manager, Physical Distribution Manager (National and International), Digital Distribution Manager, and Intern.

*Quite Scientific Records - Ann Arbor, MI*  
*Co-Owner, 2004 - Present*

Co-own, manage, and finance a small, independent arts business with brother and close friend. Co-manage physical distribution, digital distribution, artist relations, and licensing with 2 others. Since inception, have helped to secure national physical and digital distribution, overseas album licenses, plentiful press, and the selection of one of our artists by Starbucks and iTunes for inclusion in the Download of the Week program - the first instance of an independent artist on a wholly independent label in the program's history. Took experience from full time position and applied it to a different, smaller model successfully. Organized successful, paying showcases at SXSW and CMJ.

*Brookwood Studios - Ann Arbor, MI*  
*Recording Assistant, 2005 - 2006*

Served as assistant on multi-track recording of the Detroit International Jazz Festival. Assisted on multiple off-site multi-track live recordings in the southeast Michigan area. Served as lone engineer for numerous off-site solo and stereo recordings.

*Western Michigan University - Kalamazoo, MI*  
*Miller Auditorium Stage Hand 1999-2000*

Via an agreement with the local IATSE Union, was allowed to work on national touring shows such as Jekyll & Hyde (as Loader and Props Assistant), NY City Opera (as Loader and Stage Manager's Assistant), as well as local performances of varying scale as Loader, Stage Managers Assistant, and Electrician's Assistant (Sound and Lights).

*Sound Environments - Traverse City, MI*  
*Sound Engineer and Stage Hand, 1998 - 2001*

Served as Assistant Sound Engineer and Stage Hand for large scale entertainment stage and various events in the Traverse City, MI area including performances by War, Asleep at the Wheel, and Eddie Money, among others. Limited experience in rigging and electrics surrounding set up and take down during events.

**Memberships:**

- Co-Chair of Licensing and Publishing Committee, American Association of Independent Music (<http://www.a2im.org>)
- Board Member & Co-Chair, Ann Arbor Film Festival Community Advisory Board (<http://www.aafilmfest.org/>)
- Member, National Music Publisher's Association (<http://www.nmpa.org>)
- Member, Americana Music Association (<http://www.americanamusic.org>)
- Writer & Publisher Member, American Society of Composers, Authors, and Publishers (<http://www.ascap.org>)
- Member, Merlin Network

**Presentations and Speaking Engagements:**

- CMJ Panel Moderator: Making Great Videos on a Tight Budget (2006)
- CMJ Industry Mentor (2007)

- Presenter, Arts Enterprise Group, University of Michigan (2008-2009)
- Presenter, Communication Studies Group, University of Michigan (2007-2008)
- Presenter, Workshop Educator, Mentor - The Neutral Zone's Youth Owned Records / Youth Owned Studios (2007-2009)
- South By Southwest Indie Village Open Forum (2007 - 2008)

### **Festivals and Conferences:**

- Billboard Film & TV Music Conference (2006 & 2008)
- MIDEM (Representing Entire Ghostly Business to European Music Community) (2007)
- South By Southwest Music Festival Attendee & Performer (2006 - 2009)
- CMJ Attendee & Performer (2006 - 2009)
- Detroit Music Conference (2007)

### **Skills and Qualifications:**

Extensive experience in negotiations, music licensing, music publishing, and digital distribution. Working knowledge of physical distribution and A & R. Knowledge of digital music formats, digital video formats, design experience, and new media promotion techniques. Technologically literate.

### **Relevant Coursework:**

History of Rock and Roll, Theoretical Analysis, Music of the United States, Music Theory & Ear Training, Analytical History of Jazz, Physics of Music II, Voice Performance, Jazz Theory, Micro Computer Music (Electronic Music Production), Multiple Small and Large Ensemble Work

### **Performance & Recording Engagements:**

- Voice: University of Michigan Men's Glee Club (As Soloist, With Ensemble, and on Mannheim Steamroller's Double Platinum recording Christmas Extraordinaire), University of Michigan Orpheus Singers, University of Michigan University Choir, and University of Michigan Jazz Band, University Musical Society Choral Union (in concert with the Detroit Symphony Orchestra and the Orchestra of the Mariinsky Theatre), and Lakeshore Chamber Singers
- Trombone and Popular Music: Chris Bathgate (Band - Trombone and Auxiliary Percussion), Matt Jones and The Reconstruction (Trombone and Euphonium), The Silent Years (Trombone), Fred Thomas (Trombone).

### **Other Work and Volunteer Experience:**

- Member, Board of Directors, Ann Arbor/Ypsilanti Area Chamber of Commerce
- Community Contributor, AnnArbor.com
- Board Member and New Media Director, Michigan Democratic Party Youth Caucus

- Media and Communications Consultant, Natalie Mosher for Congress
- Obama For America / Michigan Campaign for Change - Field Organizer, Volunteer Data Coordinator And Trainer, And Regional Runner Poll Checker Director, Summer & Fall 2008
- University of Michigan Center for Health Communications Research - Computer Consultant I, 2001 - 2004
- University of Michigan Computer Aided Engineering Network - Lab Assistant, 2000-2001

## **References**