

August 2006

## A BLAST AT THE BARN

### Big Crowd Attends Rousing Performances

By Pedro Pereira

#### **ISS Gets Goes to the Park**

ISS will have a booth at the Huntington Folk Festival scheduled for August 12 at Hecksher Park in Huntington.  
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**Licensing Your Music**  
Huntington musician/producer Dave Cook shares some tips on how to go about licensing your songs.  
*More on page 3*

#### **Going to the Workshop**

The next songwriting workshop is at 7:30 p.m. Sept. 11 at Five Towns College in Dix Hills.

#### **Find It Online**

Visit our web site,  
[www.islandsongwriters.org](http://www.islandsongwriters.org)

It was one of those violent summer storms that makes you think the whole world is going to flood in a matter of minutes. Noah had nothing on this.

That's how the Hollow Body Roots Music Festival started on a late-June Saturday evening. Performers and audience members had to negotiate puddles in the parking lot as they arrived at the Conklin Barn in Huntington, where the event took place.

Despite the rain, the concert attracted dozens of people, some who showed up specifically to see a favorite performer while others were there to enjoy the whole shebang.

Besides myself, the performers were ISS member **Tony Tedeschi**, Long Island singer/songwriters **Kevin Tougher** and **Deborah Lombardi**, the trio **The Northerners** and the duo **Kevin and Steve**.

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The show was organized by **Doug Kwartler**, owner of Hollow Body Studios in Floral Park. Doug, who is producing Tony's and my upcoming CDs, is a talented musician and songwriter who has released two solo CDs and two CDs with a band. He is also a member of The Northerners.

Tony kicked off the festivities with a rousing set of his best blues/rock numbers. Backed by Doug on lead guitar and Northerners member **Mike Leuci** on drums, his songs became bona fide roadhouse rockers that had feet a-tappin' and lips a-movin'. Tony was a great start to a great night of music.

Next up was myself, and I also took advantage of Doug's and Mike's presence to have them back me up on some of my songs, three of which I had recorded previously in a live session with Mike on drums. I had a blast playing for a crowd that included friends and family as well as people I had just met. Best of all, it was an appreciative crowd.

Kevin Tougher, whom I had seen perform once before at Doug's weekly open mic in Floral Park, took the stage next. Kevin has a nice breezy style with a lot of Jack Johnson thrown in. He delivers his songs with conviction and passion, taking the audience along on a satisfying musical ride.

Deborah Lombardi followed Doug on stage and delivered a solid set of her brand of acoustic pop. The audience really seemed to enjoy her music, and she sold quite a few CDs at the end of her set, even signing autographs for a respectable number of newly minted fans.

The Northerners took the stage after Deborah, delivering a solid set of songs written by its three members – Doug, Mike and **Austin Kuebler**. These guys have been performing for a while, and it certainly showed as they kept the audience

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# ISS Goes to the Park

By Pedro Pereira

ISS will have a booth with information about the organization from 1 p.m. to 5:30 p.m. at the Huntington Folk Festival on August 12, and will be doing a songwriting workshop from 2 p.m. to 3 p.m.

Members with CDs for sale should take advantage of the opportunity by making an appearance at the booth and selling some copies. ISS Director **Sonny Speed** will bring tables, chairs and handouts about the organization. If anyone has a canvas top we can use, let Sonny know.

Any ISS members who can help staff the booth, at least for part of the time, should make an effort to be there. Let Sonny know if you can spend some time there.

"Everyone is welcome to play and share your songs at the ISS booth," Sonny said.

Here is the full schedule for the festival:

**Open folk jam** 1. pm. through 5:30 p.m.

**Children's music** on main stage from 1 p.m. to 2:30 p.m. Scheduled performers: Janice Buckner  
Paul Helou  
Mike Soloway  
Children's activities 2:30pm thru 5:30pm  
Coordinated by award-winning songwriter Pat Shih

**Live music** continues on main stage 2:30 p.m. through 5:30 p.m. Scheduled performers:

Judith Zweiman  
Michelle Monte  
Steve Chizmadia  
Jim Tepe  
Martha Trachtenberg & Tom Griffith

**Workshops** start at 1 p.m.

Folk Jam: 1 p.m. to 5 p.m.  
Folk Dancing: 2 to 3 p.m. and 4 p.m. to 5 p.m.  
Songwriting: 2 to 3 p.m. by ISS  
Blues Harmonica: 3:15-4:15 p.m. by Blues Society featuring Ken "the Rocket" Korb. First 100 participants get a free Harmonica

**Featured performances** start 8 p.m. on the main stage:  
John Hammond with opening act Red Molly

## Rocking at the Barn

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captive through the whole set. The three musicians shared the stage for most of the set, but each took a turn to perform solo. Together, and separately, the Northerners possess enormous talent, and they certainly delivered on that stormy June evening.

Closing out the night were Kevin and Steve, a fresh young duo that started hitting the open-mic circuit on Long Island some eight or nine months ago. With their smooth harmonies, appealing melodies and modern brand of folk-pop, Kevin and Steve have earned a lot of praise from audiences and fellow musicians alike. At the barn, they were top form, delivering an audience-pleasing set that was the perfect finale for a truly special night.

## Writer's Choice

By Walter Sargent

With three songs tied for first, and two tied for second, June was a close race no matter how you call it.

Runner-up "Atlas Mugged" by the inimitable **Frank Gambino** got my vote. Conceived and delivered with smarts and passion, "Atlas" was based on the Ayn Rand's objectivist classic, "Atlas Shrugged." Ambitious stuff that in other hands might get a little heady, but Frank brought it down to earth and lit it up with theme and variation.

Also running-up: "Lonely Together Tonight," by the redoubtable **Steve Robinson**, was novel, poignant and, of course, gorgeous. With lyric twists and near-rhymes that melt into melody with Steve's trademark grace, "Lonely Together Tonight" has the makings of a romantic classic.

Honorable mentions go to the tuneful "What We Were" (**Mark Hussey**), "Never Trouble Trouble" (**Stuart Markus**) tied with "Nothing Gold Can Stay" (**Mike Gordon**) for "hook of the night." Kudos to "Landing On Uranus" (**Fred Blumenauer**) for comic vision, "Celeste" (**Vince Gangi**) for mood and atmosphere, "This Time" (**Mike Svezia**) for urban groove-osity, and hat's off to "Let the Light Shine Down On Me" (**Howard Pavane**) for sheer inspiration, and "Wide Awake" (**John**

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# LICENSING YOUR MUSIC

By David Warner Cook

The music world is changing, and it's changing fast. While the major labels continue to shrink, and with them the opportunity to write for mainstream artists, a host of other opportunities are opening up for songwriters, and more accessible opportunities at that.

One of the growing opportunities is in music licensing. You can license your music—your songs and your recordings—to be used in film TV, and advertising.

Media companies who use music have music supervisors, people who are in charge of searching out appropriate music for specific projects.

Increasingly these supervisors are open to using independent music for a number of reasons: The Internet has made it much easier to find and audition independent music, while advances in recording technology have made it easier for independents to create quality recordings at a reasonable cost.

Meanwhile, licensing music from major labels and publishers remains expensive and time-consuming, making independent music an increasingly attractive option.

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To enter the world of music licensing you need to have a few things in place. You must have professional recordings of your music, and you must have your licensing paperwork prepared so that if anyone calls you, you're ready to sign.

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To begin with, there are two ways you can approach getting your music to the people who might use it. You could contact music supervisors one by one, or, you can sign up with one of the new breed of agents for licensing independent music. Pump Audio, [www.pumpaudio.com](http://www.pumpaudio.com), is an excellent example.

Anyone can submit his or her music. With Pump Audio, the agreements are non-exclusive, and you retain all rights. Meaning that they only get a percentage from the jobs they get for you, and you're free to do whatever else you want. There are other agencies that have non-exclusive deals as well.

To enter the world of music licensing you need to have a few things in place. You must have professional recordings of your music, and you must have your licensing paperwork prepared so that if anyone calls you, you're ready to sign.

Also, your music has to be well labeled and accurately described in terms of instrumentation, type of vocal, subject matter, style, and tempo—this helps both supervisors and agencies categorize and find your music quickly.

In addition, it's a great advantage to have samples of your music online, particularly on a MySpace page. Increasingly, many music supervisors and music industry people go to MySpace because it's easy to check out a lot of music in a short period of time. And it also gives them some sense as to how the public is responding to that music.

As always, the rules of music biz etiquette still apply: Don't "shotgun." In other words, don't send out lots of stuff indiscriminately.

Read the web sites of the agencies and supervisors you are submitting to and only send them music that is appropriate for their needs. That is to say, send them what they ask for. Make sure your CDs or files are neat and well-labeled. And be patient and respectful in your follow-up contacts.

## Who Played What

Here's the list of songwriters and songs from last month's ISS workshop:

**Mike Svezia**

This Time

**Andrew Kirschner**

Sigh

**Mark Hussey**

What We Were

**Denise Romas**

Polite Existence

**Bill Goldsmith**

Finger Pointing Time

**Tim Huss**

I Got To Get Home

**Steve Bergman**

Letting Go Of You

**David Bailey**

Reaching Out for You

**Fred Blumenauer**

Landing On Uranus

**Frank Gambino**

Atlas Mugged

**Estelle Hendrich**

Dead Wild Turkey

**Steve Robinson**

Lonely Together Tonight

**John Pagliarulo**

Wide Awake

**Mike Gordon**

Nothing Gold Can Stay



## What's Doin'

ISS members are always out and about. Check your local listings for appearances live, on the radio or even on TV. Go to [www.islandsongwriters.org](http://www.islandsongwriters.org) for gigs and links to member sites with information about CD releases, shows and MP3s. Here's what's happening in the coming weeks. (*Check with the venue first because dates and times may change.*)

## ISS Workshop

Test out your songs in front of fellow musicians, who provide constructive feedback. The workshop is on the first day of each month at **Five Towns College, Burrs Lane**, Dix Hills. Run by ISS Director **Sonny Speed**, It starts at 7:30 p.m. Bring a guitar to perform your song live, or you may choose to play a CD or tape. A piano is available for keyboardists. Be sure to bring 25 copies of your lyrics so other workshops attendees can follow along and provide feedback. *Next workshop: Sept. 11*

## Writer's Choice

**Pagliarulo**) for inventing a cool-sounding word to rhyme with "sugar."

And now, the winning songs for June 2006:

"Polite Existence" (**Denise Romas**)

"I Got To Get Home" (**Tim Huss**)

"Reaching Out To You" (**David Bailey**)

"Polite Existence" was sparse, poetic and masterfully delivered by Denise's exquisite singing. "I Got To Get Home" clearly hit home with Tim's powerful vocals and melodic line. "Reaching Out" had, as one member put it, "very engaging lyrics and melody... Voice quality perfectly matched." I couldn't agree more. While all three were fine songs augmented by a superb vocal delivery, "Reaching Out" seemed to reveal the most about the writer.

"It all happened in a flash/Gone up in smoke and ash/As for me I just got lucky"

The lyric relates an experience that is personal in the particulars, while conveying a survivor's complex sense of guilt and gratitude. To draw from personal experience in such a way that listeners can also personally relate has to be one the holy grails of songwriting.

## Open Mics

**Borders, Jericho Turnpike**, Syosset, hosted by Bill Ryan or Vincent Crici, first Friday of the month. Sign-up at 7:30 p.m. *Next gig: Sept. 1*

**Bartini Bar**, 124 Carl Ave., Babylon, 8:30 p.m. Mondays

**Trinity Restaurant and Bar**, 190 Jericho Turnpike, Floral Park, 8 p.m. Mondays

**Cool Beanz.**, 25A St. James, 7 p.m. Wednesdays

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## ISS Staff

**Director:** Sonny Speed

**Webmaster:** Walter Sargent

**Writing Coach:** Mel Glazer

## Newsletter

**Editor:** Pedro Pereira

**Contributors:** Tony Tedeschi, Walter Sargent, Gerry Dantone, Suzanne Ernst, Steve Robinson, Frank Gambino, Sonny Meadows, Mike Svezia, Dave Cook

For general information about ISS or how to join, contact, Sonny Speed at [mcspeed@optonline.net](mailto:mcspeed@optonline.net) or 631- 462-3300.

To submit newsletter items, contact Pedro Pereira at [peddi@optonline.net](mailto:peddi@optonline.net). Visit our web site at [www.islandsongwriters.org](http://www.islandsongwriters.org).