

603.969.1123

6 Cutts Rd #118

Kittery, Me 03904

www.phlume.com

Management

Booking

Tour Support

Photography

Videography

Audio Recording

Design Services

Public Relations

Phlume Artist Management...

We are more than just a music management service; we offer a total development package, and a comprehensive program to help you get the most exposure for your music. As our name implies, we are a conduit that helps deliver you and your music to the locations it needs to go. Similar to a water flume delivering the free moving and ever changing flow of water to it's destination, we take your music and send it "down stream" to the places that will benefit you the most.

We work with local, regional and national companies to make sure your music, and your image, receives the exposure and attention you work hard to perfect. We partner with and utilize a variety of outlets to help feature your music on compilation disks and advertise in national music magazines. Our relationships with other music businesses allow us to place your albums and merchandise into targeted music catalogs, onto digital services like iTunes or amazon, into stores like best buy, bull moose, and other notable "brick and mortar locations"

Our services range greatly from performance booking and merchandise creations, to organizing recording sessions, bookkeeping, business creation and public relations. We can write you a press release for your new album, or design the cover and inserts for it. Or perhaps arrange for a local studio to help you record, mix, and master it. When it is designed, recorded and advertised, we can make the arrangements for a reputable company to manufacture the project just the way you envision. Desire a photo shoot? Want a professionally directed and filmed music video? Just want a live recording of a show? We can arrange for it all to be a reality.

Taking the next professional step with your music can be a daunting and difficult task. Knowing you have a respected, experienced assistant to guide you along the process can mean the difference between overwhelmed and accomplished. The difference between out of reach and attained goals. Our services are tailor made to offer to you only what you want, and allow you to pay for only what you need. Our business is designed to help you develop yours.

Music is a business. Anyone who says otherwise is either inexperienced or lying. Working with us will help you to grow your business in a targeted direction to help you gain more exposure, drive more fans to shows, and earn more sales with your music and merchandise.

Bottom line, we bring your music to the next level. Are you ready to expand?

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MUSICIAN Essentials

Graphic/Visual development

Full scale graphic development for posters, stickers, t-shirts, fliers, advertising cards and much much more. To break down and price out each type of design possibility would bore you with details and descriptions. To make it easy we offer print production packages. Blocks of time are paid in full and time tracking software reports are submitted to you at the end of each assignment or project so you always know where you stand. Please see actual retainer contract for details on what is and what is not included with these packages.

- 10 hours of graphic design/layout time for \$480
- 25 hours of graphic design/layout time for \$850
- 35 hours of graphic design/layout time for \$1050

Audio/Video Development

Photography, filming and audio recording... What better way is there to help you establish your live sound and image to your fans? Planning the shot, filming the moment, and capturing the essence of your performance is one of the things we do best. Preparing the footage for web streaming or internet delivery is just one way we can help you bring your sound and image to your fans. Please see actual retainer contract for details on what is and what is not included with these packages.

- 10 hours of audio/video time for \$480
- 25 hours of audio/video time for \$850
- 35 hours of audio/video time for \$1050

Performance Booking

Working in conjunction with bar managers, promoters, festival developers and booking agents we place you in front of as many audiences as we can. Having worked with over 150 venues over the last 7 years throughout the New England and the Mid-Atlantic regions, we strive to expose your band to as many new people as possible.

All performances will be backed up by an individual contract that outlines all of your performance day essentials - such as point of contact, rate of pay, load in, set lengths and food/drink provisions. Please see actual retainer contract for details on what is and what isn't included with this package.

Booking contracts begin with a retainer fee of \$200 per month.

Business/Personal Management

Moving beyond just arranging and securing performances, the Management contract adds to the equation public relations, radio assistance, business organization, merchandising, inventory, fan management, press relations and interviews, advertising and promotions.

We work in conjunction with you to promote and move your band into the best position possible to continue growth at a rate you can keep up with, all while maintaining the business end for you so you can focus on the music. Please see actual retainer contract for details on what is and isn't included with this package.

Management contracts are \$500 per month, and 15% of the gross on all performances. Contracts start at 1 year terms with two, one year options.

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WEB Essentials

Flash Media

Whether it's creating a beautiful multimedia display on your home page, an intuitive navigation framework for the web site, or a robust interactive interface for your fans to enjoy, Flash Media Technology can bring your web site to life. With the advent of streaming media, interactive forms and motion graphics, Flash can add depth and elegance to a normally static web space. Please see actual retainer contract for details on what is and is not included with this packages.

Flash Media packages begin at \$700 and can vary in pricing structure based on options. (Beginning packages start at 10 hours of design time at \$70 per hour)

Single page design - \$785.00

Full design of a single web page, with custom font and color selections. Page design includes 6 hours of design development and refinement, 4 hours of coding time, as well as 4 hours of image preparation, acquisition and manipulation through scanning, web searches and Photoshop resizing. Use of style sheet to assist in future site growth and text/color integration and changes.

5 hours of page design @ \$55/hr	= \$275
4 hours of code development @ \$50/hr	= \$200
4 hours of image acquisition @ \$40/hr	= \$160
Style sheet development	= \$150

Multiple page design - \$630 + \$320 per page

Full design of web site with custom font and color selections. Page design includes 10 hours of design development and refinement, 4 hours of coding time per page desired, as well as 3 hours of image preparation per page for acquisition and manipulation of images through scanning, web searches and Photoshop resizing. Use of style sheet to assist in future site growth and text/color integration and changes.

10 hours of overall site design @ \$48/hr	= \$480
4 hours of code per page @ \$50/hr	= \$200 x page count
3 hours of imaging per page @ \$40/hr	= \$120 x page count
Style sheet development	= \$150

ADDITIONAL Services

Web Maintenance Retainer - Maintenance packages do not include Flash development edits

Site changes, image updates, additional pages, new contact forms, text updates...

Keeping your site fresh not only gives your clients something new to return to, but it assists in search engine ranking as well. Active pages that change often let the spiders know the page is in use, updated, and relevant. Old pages get passed over by the search engine spiders and fall in ranking, whereas new and updated pages get priority listings. Help to keep your site alive by adding new content often.

Maintenance retainers remove the hassle of billing charges for every update to your web site and offer you a block of time at a discounted rate. The blocks of time can be used for any maintenance changes (ie. code, scripting, images) to existing pages and can not be used for the creation of new pages. The beauty is the times doesn't expire. buy now... save for later.

- 10 hours of design/development time for \$480 or \$48/hr
- 25 hours of design/development time for \$850 or \$34/hr
- 35 hours of design/development time for \$1050 or \$30/hr

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Site hosting – Various Rates

Included with your site hosting package are unlimited e-mails “@yourdomain.com”, unlimited storage space for your web site files, unlimited traffic to your site, FTP access (upon request), and scripting video/multimedia support. Various term packages are available.

Single year hosting	= \$15. per month; \$180 per year - paid in full
Two years of hosting	= \$12. per month; \$144 per year - paid in full
Three years of hosting	= \$10. per month; \$120 per year - paid in full
Five years of hosting	= \$8. per month; \$96 per year - paid in full

Domain Name – Various rates

Single and multiple year registrations of domain names are available. Multiple year registrations can assist with some search engine rankings as it adds a legitimate “commitment” on the owner’s part to maintain the web site that the URL points to. The URL redirection to the server will be set up so for you so that “yourname.com” links directly to the site we create. Integration of the URL can be used for e-mail set up as well.

Single year registration	= \$25 per year; \$25
Two year registration	= \$18 per year; \$36
Three year registration	= \$14 per year; \$42
Five year registration	= \$12 per year; \$60

Social Networks

Facebook, LinkedIn, Twitter... Their not just for friends and family. Use the power of these and other well known social networking sites to find individuals who appreciate what your business has to offer. By linking the site we create to these networking pages we can start to funnel traffic to your new web site and help increase your “back links” rating for search engine scores.

Social networking packages start at \$100 and vary based on depth of content and number of sites we create for you.

Blog Development

A dynamic, easy to update web page designed to give you a forum to constantly update your clients with. Different from a web site which may remain static for a period of time, a web log or “blog” gives you a personal space (outside of the confines of facebook or twitter) to call your own and update manually without the need of design/code knowledge.

Blog packages start at \$100 and vary based on content and development tools desired.

Search Engine Optimization

Search engine optimization is more than just keywords and descriptions. Developing the code and scripts for your site to meet the standards of the World Wide Web Consortium (W3C), we make your site “Verified”. Being W3C compliant helps search engines spider your site efficiently and effectively, thereby increasing search engine ranking. In addition to code compliance, we submit your site on a monthly basis to leading search engines as part of an ongoing campaign to help you gain top position on major search engines.

Base package includes 12 hours of submission time (1 hour each month) to broadcast the site url to various search engines as well as 10 hours of code editing for W3C compliance.

- \$750. Includes monthly submission to sites and W3C code compliance.
- \$1200. Includes Base SEO package and Base Maintenance package
- \$1750. Includes Base SEO package and Pro Maintenance package.