



Maurice A. Russell
Senior Vice President of Licensing, Collections and Business Affairs
Harry Fox Agency

Maurice A. Russell is the Senior Vice President of Licensing, Collections and Business Affairs for the Harry Fox Agency, Inc. (HFA). In this role, Russell oversees the Licensing, Collections and Distribution Departments, which together work with licensees such as record labels and digital music services to provide fast and accurate licensing and the collection and distribution of royalties on behalf of HFA's over 46,000 affiliate publishers. At the close of 2010, HFA administered almost 38 million licenses and over 3.7 million songs. As part of the Business Affairs team, he works closely with Business Development to implement new licensing opportunities, such as those for ringtones, lyrics, and tablature. Additionally, Russell manages the distribution of client royalties, ensuring the timely and accurate royalty and statement processing for publishers. He reports directly to Gary Churgin, HFA's President and CEO.

Russell has directed the development and launch of systems to handle the intake, processing and execution of the over 200,000 physical product license requests received and over 1.5 million digital licenses issued by HFA per year, including eMechanical, HFA's main online licensing system; eSignature, the electronic approval system; and the enhanced Songfile® application, HFA's online mechanical licensing tool for smaller quantities of licenses. Russell has also supervised bulk licensing enhancements, licensing reports and other licensing related technical projects.

Russell is a sought-after expert on licensing issues. He is the co-chair of the Musical Works Licensing Working Group of Digital Data Exchange (DDEX), which defines and implements solutions for the standardization and exchange of digital data between trading partners. He has also spoken at numerous industry events, including SXSW, Digital Music Forum East and West and the ASCAP Expo.

Before joining HFA in 2002, Russell was the founder and CEO of Machine Enterprises Inc., where he provided commercial artist management and business consulting services to creative enterprises in the media, entertainment and design fields. In this capacity, he also advised firms on structuring operations and new business development strategies.

Prior to that, Russell was Vice President and General Manager of Razorfish Studios, Inc., where he oversaw the fast-growing start-up's daily operations. In this role, Russell implemented corporate operations, including finance and accounting, business affairs, human resources and facilities and integrated the acquisitions of three entertainment companies.

Russell came to Razorfish Studios from Red Ant Entertainment, where he was the Senior Director, Business Development and Licensing, heading up the special products and licensing department. His responsibilities included marketing recording artists and music to film and television productions, negotiating and drafting recording agreements and licensing of music for online, film, television, compilation albums and all other secondary market exploitations. Before that, he was a Senior Director, Contract Administration at Polygram Records, responsible for supervising the administration of over 250 recording, license and video agreements, as well as tracking options, product delivery and financial obligations.

Russell holds a M.B.A. degree from New York University's Stern School of Business Administration and a B.A. from Columbia College, Columbia University. In his spare time, Russell enjoys composing music.