

D'Ambrosio JDMI Marks First Year With 11 Producer/Engineers

BY CHRISTOPHER WALSH

Joe D'Ambrosio, a veteran of the entertainment and sports industries, is marking a successful first year for Joe D'Ambrosio Management (JDMI), a firm representing producers, engineers, and artists that also produces corporate and private events.

D'Ambrosio launched JDMI after more than 20 years of related experience, most recently serving as personal manager for producer Phil Ramone and GM of Phil Ramone Inc., the nine-time Grammy Award-winner's production company. Previously, D'Ambrosio had worked with Ramone in additional capacities, serving as director of operations for the N2K Encoded Music label and, prior to that, as Ramone's production manager.

"I sat at the feet of the master for much of my professional life, and saw at this time in my life that it was time to go out on my own," D'Ambrosio says. "Having represented him as manager for two years, I saw that I could do that for a bigger cadre of producers. A lifetime in the sports and entertainment industry working with athletes and talent, be it artists, producers, or engineers, has prepared me for this."

D'Ambrosio began a long career with the New York Yankees in 1976, as the team's batboy; he rose to the position of director of the speakers bureau, handling appearances for the likes of Yogi Berra and Reggie Jackson.

The producer/engineers on the JDMI roster are Robin Damar, Tom Durack, Josiah Gluck, Matt Knobel, Bradshaw Leigh, Sean O'Dwyer, Bob Rosa, Eric Schilling, Toby Scott, Tony Visconti, and the production team of Jorge Casas, Clay Ostwald, and Tommy Anthony, collectively known as Red Rock Productions.



D'AMBROSIO

"I started with Bradshaw Leigh," D'Ambrosio says of JDMI's first client, who has worked with Billy Joel, Widespread Panic, and Tracy Chapman, to name a few, "and I'm up to 11 clients. I talk to A&R men, I talk to producers, I talk to managers. We talk about what projects they have coming up, and I try to match it with people who have an expertise in that style of music."

"Josiah Gluck is well-versed in the jazz world," D'Ambrosio says of the

engineer who recently recorded and mixed Curtis Stigers' upcoming release, as well as *Ballads: Remembering John Coltrane* by Karrin Allyson. "He does a lot of work, for example, for Concord Records or RCA Red Seal, where he can translate his specific talents to a certain genre. Eric Schilling does a lot of things, but he's really known in the Latin market. But he's worked with Janet [Jackson], he's worked with Elton John. Bob Rosa made his name in dance: [Whitney Houston's] "I'm Every Woman," Mariah Carey's "Emotions," C+C Music Factory's "Gonna Make You Sweat"—what Bob has done is incredible."

In addition to JDMI's high-profile roster, which can provide recording, mixing, remixing, Pro Tools, live-to-2-track recording, live sound mixing, and remote recording services, the company offers live production organization and complete studio session coordination, providing studios, contractors, project managers, session musicians, rental equipment, and travel and accommodation arrangements.

"These talented people should not—and do not—go out and make phone calls," D'Ambrosio says of JDMI's roster. "Their strength is making music with artists. I have to know what to ask for, how to structure a deal, and go out and sell. I want to be a strong boutique representing people one-on-one; I can do that with the roster I have now."