

From: Luke Laird <lukelai[REDACTED]>
Sent: Wednesday, August 6, 2014 11:15 AM
To: ATR-LT3-ASCAP-BMI-Decree-Review <ASCAP-BMI-Decree-Review@ATR.USDOJ.GOV>
Subject: from a songwriter

To Whom It May Concern:

My name is Luke Laird and I am a songwriter here in Nashville. I have partnered with BMI since early in my career and would love for you to know a little bit about why they are so important to me.

I create music for a living. Everyday, I go upstairs to my studio and I write songs that my co-writers and I hope impact others. BMI makes sure that when those songs do get a chance to reach people, that I get paid for when they do. They make sure that I'm paid whenever an artist publicly performs any my songs. In an industry that's constantly changing, they provide stability for me, which is increasingly important for a songwriter. These days, CD sales and downloads are declining because of new streaming outlets. BMI makes sure that despite the decline of these things, I'll still be taken care of.

Furthermore, while an artist is able to earn income through touring revenue, merchandise, and other various sources, the opportunities available for me to make money aren't as vast. I'm only able to earn a living through the songs that I write and how often they are bought and performed. BMI advocates on behalf of me, and my fellow songwriters, for that.

Not only do they help me make an actual living, but they have been a support system for me from the beginning. BMI has helped me develop my career over time. They've provided support for me when I thought I couldn't do it, they provided information for me when I didn't know who to meet with or where to go, and they provided expertise in an area of business I didn't know much about.

I hope that this helps you understand how much BMI means to me. The more freedom you give them to take care of me, the more they will. They are good people who play a vital role in this industry and I wouldn't be where I am today without them. Thank you.

Luke Laird

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