

# **EXHIBIT 248**

Message

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**From:** Jared Smith [Jared.Smith@Ticketmaster.com]  
**Sent:** 1/20/2016 10:22:19 AM  
**To:** Bob Roux [bobroux@livenation.com]  
**CC:** Michael Rapino [michael@livenation.com]; Brian Traeger [briantraeger@livenation.com]  
**Subject:** Re: Ticketmaster Fees

On Jan 20, 2016, at 10:19 AM, Bob Roux <BobRoux@LiveNation.com> wrote:

Contract with cities allows for outside promoters. Deals set at our discretion.

Not sure who set originally. (pre-2011), we lowered all s/c by at least \$1 when we took over in 2011. We raised \$1 for tickets over \$35 in 2014 and raised all \$1 in 2015. Net raise is about \$1 since 2010.

I'll explain more indepth on call.

**From:** Michael Rapino  
**Sent:** Wednesday, January 20, 2016 12:08 PM  
**To:** Brian Traeger; Bob Roux; Jared Smith  
**Subject:** Re: Ticketmaster Fees

Why are we co promoting with AEG on our amp??

Bob what is the answer to who set these fees in the amp?

You ? Since TM has deal with LN promoter of the amp?

**From:** Brian Traeger <[BrianTraeger@LiveNation.com](mailto:BrianTraeger@LiveNation.com)>  
**Date:** Wednesday, January 20, 2016 at 10:06 AM  
**To:** Bob Roux <[BobRoux@LiveNation.com](mailto:BobRoux@LiveNation.com)>, Michael Rapino <[Michael@LiveNation.com](mailto:Michael@LiveNation.com)>, Jared Smith <[Jared.Smith@Ticketmaster.com](mailto:Jared.Smith@Ticketmaster.com)>  
**Subject:** RE: Ticketmaster Fees

\$100k guarantee in Nashville and we are a co-promote with AEG  
\$75k guarantee in Charlotte  
\$100k guarantee in Canada

**From:** Bob Roux  
**Sent:** Wednesday, January 20, 2016 12:06 PM

**To:** Michael Rapino; Jared Smith  
**Cc:** Brian Traeger  
**Subject:** RE: Ticketmaster Fees

Have 2 us and 1 canada. 10 shows total.

**From:** Michael Rapino  
**Sent:** Wednesday, January 20, 2016 12:04 PM  
**To:** Jared Smith  
**Cc:** Brian Traeger; Bob Roux  
**Subject:** Re: Ticketmaster Fees

Brian what are we paying guarantee for Shake a tour amp?

Bob or David do we have a bunch of Alabama shakes dates in amps? What is guarantees?

Fyi he is not wrong – charging \$14.75 for a \$36,00 ticket is not defendable when we own the amp etc

\$56.00 tickets \$16.65 fee  
\$46.00 tickets \$15.25  
\$36.00 tickets \$14.75

**From:** Jared Smith <[Jared.Smith@Ticketmaster.com](mailto:Jared.Smith@Ticketmaster.com)>  
**Date:** Wednesday, January 20, 2016 at 9:34 AM  
**To:** Michael Rapino <[Michael@LiveNation.com](mailto:Michael@LiveNation.com)>  
**Subject:** Fwd: Ticketmaster Fees

Big push by Songkick is hammering high fees. We could make the buy button either a direct rebate to them or they could take it as a reduction in fee for tickets bought there

maybe.

Begin forwarded message:

**From:** Zeeshan Zaidi <[Zeeshan.Zaidi@Ticketmaster.com](mailto:Zeeshan.Zaidi@Ticketmaster.com)>

**Date:** January 20, 2016 at 8:54:47 AM PST

**To:** Jared Smith <[Jared.Smith@Ticketmaster.com](mailto:Jared.Smith@Ticketmaster.com)>

**Subject: FW: Ticketmaster Fees**

From Alabama Shakes agent. Context for our conversation.

Zeeshan Zaidi | SVP/GM OnTour with Ticketmaster  
888 Seventh Avenue, 2nd Floor, New York, NY 10106  
Desk: (212) 713-6344 | Cell: (646) 644-7433  
Twitter: @zeeshanzaidi

**From:** Matt Hickey <[matt@highroadtouring.com](mailto:matt@highroadtouring.com)>

**Date:** Wednesday, January 20, 2016 at 11:05 AM

**To:** Zeeshan Zaidi <[Zeeshan.Zaidi@Ticketmaster.com](mailto:Zeeshan.Zaidi@Ticketmaster.com)>

**Subject:** Fwd: Ticketmaster Fees

Here are the fees for Nashville, TN.

Nashville, TN, fees.

Hard to stomach.

Specially when you consider the lowest base price, and the TM fee, more than 1/3 the cost of the face ticket.

Whole idea of this ticket price-tier is to sell an affordable ticket to a fan.

I don't know how long this kind of business can continue to just roll.

It's would seem hard to fault any artist for seeking out other partners to sell some tickets for less \$.

Would love to hear how these TM fees are established and where the dollars here are all wind up, in who's hands, specifically.

All ears.

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Matt Hickey

High Road Touring

Tel. 415/332-9292

[www.highroadtouring.com](http://www.highroadtouring.com)

Begin forwarded message:

**From:** John Sherwood <[JohnSherwood@LiveNation.com](mailto:JohnSherwood@LiveNation.com)>

**Subject: RE: Ticketmaster Fees**

**Date:** January 20, 2016 at 9:52:17 AM CST

**To:** Brian Traeger <[BrianTraeger@LiveNation.com](mailto:BrianTraeger@LiveNation.com)>, Matt Hickey <[matt@highroadtouring.com](mailto:matt@highroadtouring.com)>

**Cc:** Kevin Morris <[kevin@redlightmanagement.com](mailto:kevin@redlightmanagement.com)>, Christine Stauder <[christine@redlightmanagement.com](mailto:christine@redlightmanagement.com)>

They have been updated.

\$56.00 tickets \$16.65 fee

\$46.00 tickets \$15.25

\$36.00 tickets \$14.75

John Sherwood

Director of Ticketing

Ascend Amphitheater & Live Nation Nashville

615-932-5451:direct

-----Original Message-----

From: Brian Traeger

Sent: Wednesday, January 20, 2016 9:13 AM

To: Matt Hickey <[matt@highroadtouring.com](mailto:matt@highroadtouring.com)>

Cc: Kevin Morris <[kevin@redlightmanagement.com](mailto:kevin@redlightmanagement.com)>; Christine Stauder <[christine@redlightmanagement.com](mailto:christine@redlightmanagement.com)>; John Sherwood <[JohnSherwood@LiveNation.com](mailto:JohnSherwood@LiveNation.com)>

Subject: Re: Ticketmaster Fees

Looping in John on my end as well

On Jan 20, 2016, at 9:00 AM, Matt Hickey <[matt@highroadtouring.com](mailto:matt@highroadtouring.com)> wrote:

Can you send us the new - correct fees ?

Kevin and Christine on copy.

Sent from my iPhone

On 19 Jan 2016, at 11:18 pm, Brian Traeger <[BrianTraeger@LiveNation.com](mailto:BrianTraeger@LiveNation.com)> wrote:

I saw there was an error on the fees earlier and we sent a note to Ticketmaster near the end of the day, they should be the same as Grant's date as they fall under the same contract. It will be resolved in the morning. I'll also give you a call to check in on it.

-----Original Message-----

From: Matt Hickey [<mailto:matt@highroadtouring.com>]

Sent: Tuesday, January 19, 2016 11:10 PM

To: Brian Traeger

Subject: Ticketmaster Fees

For Alabama Shakes are really high. Almost \$1.50 more than the next highest show on this run,

Is there nothing we can do to improve these, please advise.

Sent from my iPhone