

FESTIVAL STATS AND STUDIES · DELAWARE EDITION · AUGUST 2026

Thirty-seven years of the *Rehoboth Beach Jazz Festival*, and two first-time artists on the 2026 bill.

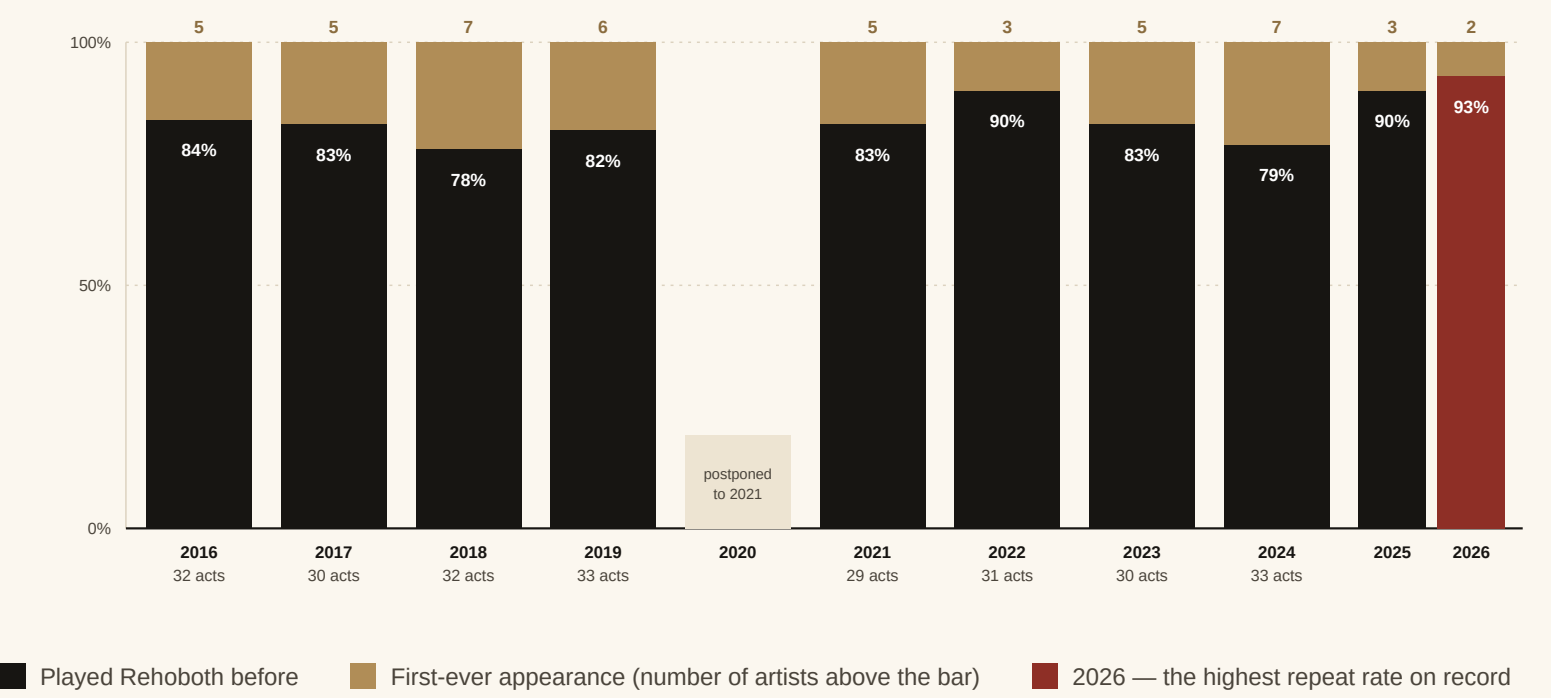
Every recoverable lineup from 1996 to 2026, taken from the festival's own archived schedules. Twenty-eight editions, 309 artist-slots in the last ten years alone. What follows is not an opinion about anyone's playing. It is arithmetic.

84.5% of all artist-slots over the last ten editions went to someone who had already played the festival	2 artists on the entire 2026 bill of thirty had never played Rehoboth before
12 consecutive editions for both the musical director and the house party band	47.5% of the recurring roster is booked through two agencies (19 of 40 artists)

EXHIBIT A

The rotation rate, ten editions

Each bar is one festival. The dark portion is artists who had played Rehoboth before. The brass sliver is everyone appearing for the first time in thirty years of recoverable records. The sliver has been getting smaller. In 2026 it is two people.

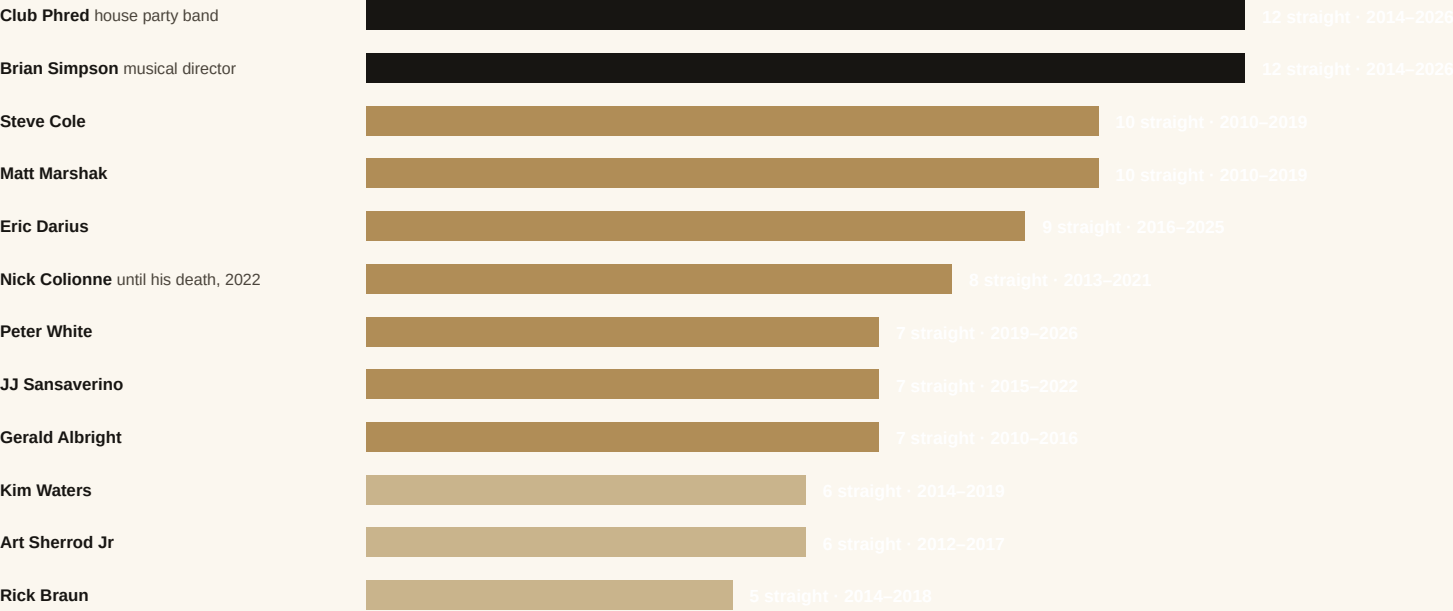


Ten editions, 309 artist-slots, 116 distinct artists, 2.66 bookings per artist. Because lineups before 1996 could not be recovered, some "first appearances" may be returns — which means 15.5% is the ceiling on newness, not the floor.

EXHIBIT B

The streak board

Consecutive editions, no gaps. The record is held jointly by the man who decides who plays and a party band from the Delaware bar circuit.



Every other artist in the festival's history: fewer than five.

EXHIBIT C

Who actually plays Rehoboth

Share of the last ten editions. Two artists are undefeated. Ten artists took 26.2% of every slot on the schedule.

ARTIST	EDITIONS	RATE
Brian Simpson	10 / 10	100%
Club Phred	10 / 10	100%
Eric Darius	9 / 10	90%
Reggie Harris	8 / 10	80%
Art Sherrod Jr	8 / 10	80%
Peter White	8 / 10	80%
Matt Marshak	7 / 10	70%
Gerald Albright	7 / 10	70%
Jackiem Joyner	7 / 10	70%

Marion Meadows	7 / 10	70%
ARTIST	EDITIONS	RATE
Kim Waters	6 / 10	60%
JJ Sansaverino	6 / 10	60%
Alex Bugnon	6 / 10	60%
Rick Braun	6 / 10	60%
Gerald Veasley	6 / 10	60%
Boney James	6 / 10	60%
Four80East	6 / 10	60%
Keiko Matsui	6 / 10	60%
Jeff Kashiwa	6 / 10	60%
Marcus Anderson	5 / 10	50%

Fifty-nine artists played Rehoboth exactly once in ten years.

Full-history leaders across all twenty-eight recovered editions: Rick Braun 15 · Peter White 15 · Brian Simpson 15 · Gerald Veasley 14 · Gerald Albright 14 · Eric Darius 13 · Matt Marshak 13 · Boney James 12 · Art Sherrod Jr 12 · Club Phred 12.

EXHIBIT D

Five names

Five agency and management entries, across which the artists who recur on this bill are concentrated. Each is a legitimate business doing its own job; no arrangement between any of them is alleged, and the point is the narrowness of the supply, not the conduct of the suppliers. Each was invited to respond before publication.



Fred Hansen

RELIANT TALENT AGENCY · JAZZ DIVISION · NASHVILLE / NYC

Launched Reliant's jazz division in September 2021 after APA, CEG, Artists & Audience and Pyramid Entertainment. **Nine of the forty recurring Rehoboth artists** — White, Elliot, Albright, Ingala, Euge Groove, Norman Brown, Taylor, Lington and Webster. Six of them (White, Elliot, Albright, Ingala, Brown, Webster) are named in Reliant's September 2021 jazz-division announcement; Euge Groove, Taylor and Lington are attributed from roster or booking pages. Rick Braun was also named in the 2021 announcement (see the roster note below).

Steve Butler

MIGHTY MUSIC CORPORATION · CEO · BARNEGAT, NEW JERSEY

Founded 2005. **Ten more** — including the festival's musical director. His own site states that Mighty Music has "produced" the Rehoboth Beach Jazz Festival and that he received its "Producer of the Year" award. The festival does present an annual Producer of the Year honor (the 2026 honoree was restaurateur Bob Ciprietti, per the *Cape Gazette*). Searches of the festival's own published material, the Delaware Celebration of Jazz Form 990s, the *Cape Gazette* archive and City of Rehoboth Beach records did not locate a record of Mr Butler receiving it or of a production contract, but an absence in those sources is not evidence that either claim is untrue. Mighty Music was invited to identify supporting documentation before publication; any response is printed at [Corrections & Right of Reply](#). Ten names on the agency's current roster (12 on its artists page; 13 including Jessy J, per its January 2026 announcement) are on the 2025 bill, and ten on the 2026 bill.

Steve Chapman

CHAPMAN & CO. MANAGEMENT · SHERMAN OAKS, CALIFORNIA

Ten management clients listed on the firm's site. **At least five of them** — Abair, White, Elliot, Webster and Ingala — were named in Reliant's 2021 jazz-division announcement. Label affiliations were not verified for this page.

Bud Harner

CHAPMAN & CO. MANAGEMENT · STAFF, WITH JARED INGERSOL AND ALEXANDRA PAONE

Inside the management firm whose clients fill the Reliant jazz roster, per the firm's own published staff listing. Nothing beyond that listing is asserted here.

Major Scale Management

WASHINGTON DC / MARYLAND / VIRGINIA · PRINCIPAL NOT NAMED ON THE FIRM'S SITE

Thirteen clients listed, under a banner reading "*NOW BOOKING FOR THE 2027 | 2028 FESTIVAL SEASON.*" Marcus Anderson: **eight Rehoboth editions since 2011**, plus twenty-four billings in the Berks/Seabreeze/JazzTrax file. Rebecca Jade, Lin Rountree and Oli Silk are also clients. The site lists **pre-arranged artist pairings** on an "Artist Packages" page and promotes a 2026 jazz cruise.

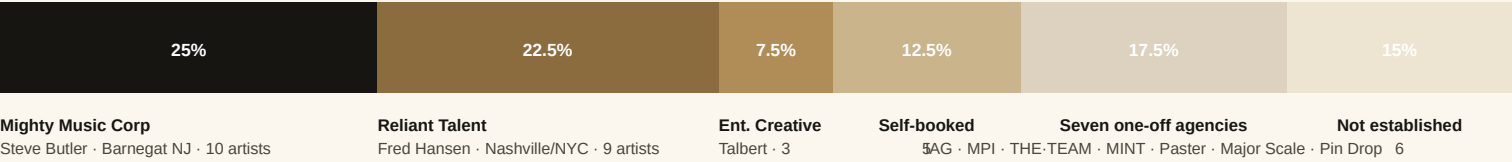
And the buyer?

DELAWARE CELEBRATION OF JAZZ, INC.

A 501(c)(3), tax-exempt since 1997. Revenue of \$0.96M–\$1.12M a year in FY2023–FY2025; officer compensation reported as \$0; four officers listed (Form 990, via ProPublica). **No talent buyer is named in its published material.**

Two desks, one festival

Of the forty artists who cycle through Rehoboth, nineteen are booked by one of two desks on the strict standard used throughout this study — the agency’s own roster page, or the artist’s own booking page, and nothing inferred. Add a third desk and it is 55% of the roster. Six artists’ representation was not established on that standard and they are counted separately rather than assigned. One of them, Rick Braun, was named in Reliant’s September 2021 jazz-division announcement, but no current roster page confirming it was located; counting him with Reliant would make the two-desk share 50% (20 of 40).



47.5% OF THE RECURRING ROSTER · TWO DESKS

THE MECHANISM

Brian Simpson is the festival's Musical Director, listed for the RBJF All-Stars on the 2025 and 2026 schedules; the study's working file puts his tenure at fifteen years. He also plays in the Grand Jam. Brian Simpson is a Mighty Music client. Mighty Music's website states that it has "produced" the Rehoboth Beach Jazz Festival; the searches described in Exhibit D did not locate documentation of that, which is not the same as establishing it did not happen. No impropriety by Mr Simpson, Mighty Music or the festival is alleged or implied — an MD who is also a working artist on the bill is a standard arrangement in this business.

THE RESULT

Names on Mighty Music's 2026 public roster appearing on the Rehoboth bill (the 2026 roster is applied to earlier years; Kim Waters joined in January 2026):

2023 — 6 of 13. 2024 — 8 of 13. 2025 — 10 of 13. 2026 — 10 of 13.

Three of the four artists on the 2026 Friday night bill at the Cambria — Nicholas Cole, Jackiem Joyner and Jeff Kashiwa — are on Mighty Music's roster; the fourth, Art Sherrod Jr, is listed with Talbert (Ent. Creative).

SHARE OF MIGHTY MUSIC'S 2026 ROSTER (13 NAMES) APPEARING ON THE REHOBOTH BILL

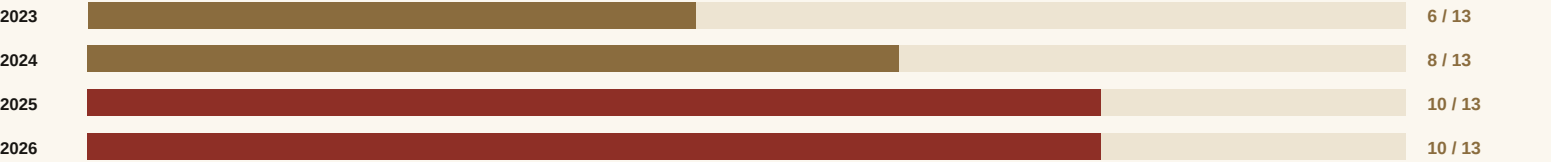
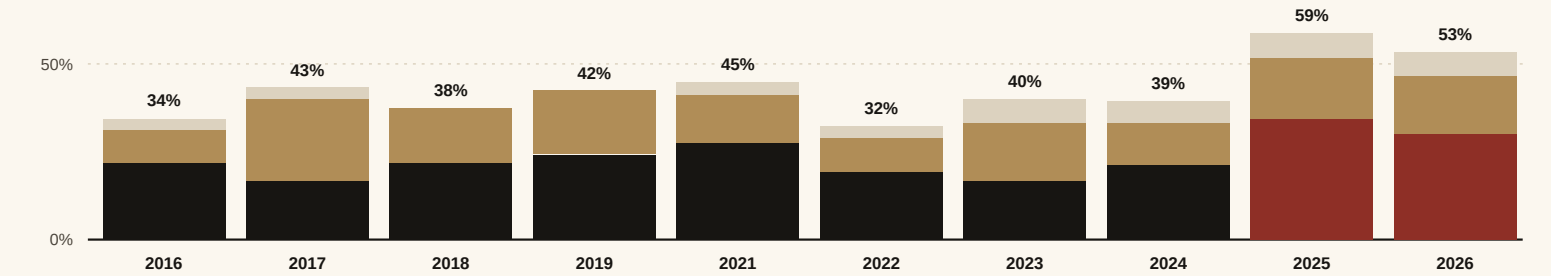


EXHIBIT D · CONTINUED

Three agents' share of each year's bill

Butler, Hansen and Talbert supplied **131 of the 309 artist-slots** across the last ten editions — 42.4% of the paid stages. The share was 59% in 2025 and 53% in 2026, the two highest readings in the series.

SHARE OF EACH YEAR'S BILL SUPPLIED BY THREE AGENTS · Butler (dark) · Hansen (brass) · Talbert (light)



Counts only artists whose booking representation could be verified from the artist's own site or the agency's own roster. Artists with unverifiable representation are counted against the three agents' share, not for it — so 42.4% is a floor. Rick Braun (six of these editions), named by Reliant in 2021, is not included; including him gives 137 of 309, 44.3%.

The rebooking rate since debut

The right-hand column is the number that matters. It is not "how often did this artist play" — it is **how often the festival rebooked them in every edition after their first one.**

ARTIST	BOOKED BY	DEBUT	EDITIONS	% OF ALL 28	REBOOKED, EVERY YEAR SINCE DEBUT
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Club Phred	house band	2014	12	43%	100%
Brian Simpson <i>(musical director)</i>	Butler · Mighty Music	2010	15	54%	94%
Art Sherrod Jr	Talbert · Ent. Creative	2012	12	43%	86%
Vincent Ingala	Hansen · Reliant	2021	5	18%	83%
Matt Marshak	self-booked	2010	13	46%	81%
Reggie Harris	self-booked	2016	8	29%	80%
Eric Darius	Butler · Mighty Music	2007	13	46%	68%
Gerald Albright	Hansen · Reliant	2003	14	50%	64%
JJ Sansaverino	not established	2015	7	25%	64%
Peter White	Hansen · Reliant	1999	15	54%	58%
Nick Colionne	Butler · Mighty Music	2007	11	39%	58%
Gerald Veasley	self-booked	2001	14	50%	58%
Rick Braun	Hansen · Reliant (2021 announcement)	1997	15	54%	56%
Jackiem Joyner	Butler · Mighty Music	2010	9	32%	56%
Four80East	Butler · Mighty Music	2010	9	32%	56%
Marcus Anderson	Major Scale Mgmt	2011	8	29%	53%
Steve Cole	Paster & Associates	2004	11	39%	52%
Kim Waters	Butler <i>(claimed)</i> / self	2003	11	39%	50%
Fifty-nine other artists, 2016–2026					one edition. Never rebooked.

Three desks supply roughly half the weekend, and artists once booked are rebooked at rates between 56% and 94%. Both figures are consistent with a promoter buying what it believes sells; they are

also consistent with a supply pool too narrow to test that belief. This study cannot distinguish between the two, and does not claim to.

EXHIBIT E

Few bought-in touring packages; most multi-artist shows are assembled by the festival

Of eleven smooth-jazz touring packages checked, one was found on a current agency roster. For Jazz Attack, West Coast Jam, BWB, RnR, the Sax Pack, Guitars & Saxes and Summer Horns, no current agency listing was found. Rehoboth assembles its own multi-artist shows.

THE RECOMBINATION

Book roughly **thirty artists** for one weekend. Recombine them into **twenty-five ticketed shows**. In 2025, fifteen of twenty-two slots were multi-artist house billings; in 2026, fourteen of twenty-two. Each is ticketed separately.

THE HOUSE FRANCHISES

RBJF All-Stars · the Grand Jam (fourteen artists on one stage in 2026) · the Closing Party Buffet · Night at the Cambria — *split into a Friday and a Saturday edition for 2026.*

Pre-arranged artist pairings offered by one management firm

Major Scale Management's public "Artist Packages" page lists six pre-arranged combinations:

Andréa Lisa & Rebecca Jade
Marcus Anderson & Rebecca Jade
Andrey Chmut & Oli Silk

Andrey Chmut & Marcus Anderson

BK Jackson · Marcus Anderson · Adrian Crutchfield

Tom Braxton & Roberto Restuccia · Yuko Mabuchi & Ilya Serov

Thirteen clients, six pre-arranged duos and trios, a promoted 2026 jazz cruise, and a banner reading "NOW BOOKING FOR THE 2027 | 2028 FESTIVAL SEASON."

In 2025 the only bought-in touring package on the entire schedule was Jazz Attack. In 2026 there is none.

EXHIBIT F

What these numbers do and do not support

An earlier version of this page argued the same case in ten sarcastic restatements. The arithmetic did not need them and they are gone. What follows is the claim the record actually carries, stated once.

WHAT THE RECORD SHOWS

Across the last ten editions, 84.5% of artist-slots went to someone who had already played the festival, and 15.5% is a ceiling on newness rather than a floor, because lineups before 1996 are unrecoverable. Two of the thirty acts on the 2026 bill had not appeared before. Fifty-nine of the 116 artists in the last decade played once. Three agents supplied 42.4% of the paid stages, rising to 59% in 2025 and 53% in 2026. Each of those figures is reproducible from the raw files.

WHAT IT DOES NOT SHOW

It does not show that any artist here cannot draw an audience; several demonstrably can. It does not show collusion, and none is alleged — the agents, the musical director and the festival are separate parties doing their own jobs, and a promoter is entitled to rebook whoever sells tickets. It does not show that anyone named on this page has done anything improper or unlawful, and nothing here should be read as suggesting otherwise.

The narrow claim, and the only one the numbers carry: this system does not run the experiment. An artist who is never given the stage

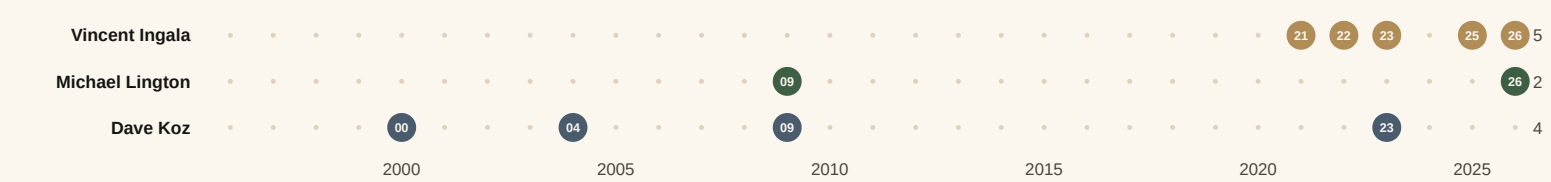
produces no evidence of demand, and that absence is then read as proof that none exists.

Everyone named on this page was sent the passages concerning them before publication and invited to correct or respond. Responses received are published in full at [Corrections & Right of Reply](#), alongside a standing invitation to anyone who believes a figure here is wrong.

EXHIBIT · THE CAROUSEL

Ingala, Lington and Koz here

Three careers tracked across every festival in this study. A filled dot is an appearance; the number at the right is the total at this festival. 28 recoverable editions, 1996–2026. Vincent Ingala is the genre's permanent newcomer, Michael Lington its most evenly distributed working artist, and Dave Koz the one who stopped waiting for the phone and built an event of his own.



Ingala has played five of the last six Rehoboth editions — he missed only 2024. Dave Koz has played four editions spread across twenty-three years, roughly once every six. That is the difference between a fixture and a visit. Full cross-festival treatment in Festival Stats and Studies · Volume V — The Carousel.

READ NEXT

Where the seller and the buyer are the same person. The roster map explains how that works.

THE NETWORK

The Gatekeepers

Four desks, and the people who sell and buy at the same time.

READ →

COMMON MYTHS

What they tell you

The 80% revenue figure has no source. Eight claims, checked.

READ →

THE CONTROL

Jazz at the Oxford

Fourteen seasons in a Bend hotel ballroom. Four desks supply 3.5%.

READ →

METHOD & SOURCES

One appearance = one artist on one edition's ticketed bill, solo or inside a package (Jazz Attack, RBJF All-Stars, Grand Jam, Sax Pack, BWB, West Coast Jam, RnR, Closing Party). The "around town" restaurant and bar circuit is excluded, so the counts measure the paid festival stages. **Lineups that could not be recovered were omitted rather than estimated** — 1990–1995 and 1998 predate any surviving web listing, and the 2006 schedule page was never archived. Every count here is therefore a floor, not a ceiling. The 2020 festival was postponed to 2021; the 2021 bill is treated as the 2020 bill and counted once. Twenty-eight editions have recoverable bills.

Primary sources: the festival's own archived schedules and schedule PDFs at rehobothjazz.com via the Internet Archive (2001–2026); rehobothbeach.com 1999; the dmv.com Delmarva portal 1996; *Letters from CAMP Rehoboth* 1997 and 2000; Cape Gazette; Delaware Public Media; Delaware Today; Baltimore Sun; ProPublica Nonprofit Explorer (Delaware Celebration of Jazz, Inc., EIN 51-0373709); agency roster pages and artists' own booking-contact pages; Pollstar and CelebrityAccess for agency formation (Reliant jazz division, 28 September 2021; Mighty Music signing of Kim Waters, 27 January 2026); Cape Gazette for the 2026 Producer of the Year honoree.

Working files: *rehoboth-lineups-1996-2026.py* (raw bills), *tally.py* (the arithmetic, so it is auditable), *Rehoboth - appearance counts and rotation.txt* (full output), *Rehoboth - the agency supply chain.md* (the booking map, fully sourced).

Compiled August 2026