

# EXHIBITOR SPOTLIGHT



**DEGY ENTERTAINMENT**  
PROVIDING THE BIGGEST NAMES IN ENTERTAINMENT WORLDWIDE

Degy Entertainment was started as a management firm in 1996. After several years of successful label signings, publishing signings, and licensing, Degy choose to enter the booking world. In September of 2001, Degy Booking International, Inc. launched as the booking arm of Degy Entertainment, and quickly grew to a client base of nearly 100 music acts. Over time, the company developed specialties in the college and military booking fields and became one of the most prominent agencies in the world for such niche bookings.

## How has your company grown over the years?

We have expanded into new markets and are working with more people and events every year with exponential growth. Our talent buying and the availability of our exclusive roster of entertainment for markets such as Festivals, the US Military, sports teams, PAC's and colleges allow us to offer value and variety to our customers. The addition of our operations division has made a huge difference in helping our clients save time and money.

## Give us your 'elevator pitch' about your product/service.

Counting hundreds of companies, colleges, festivals, fairs, PACs and the US Military as our clients; Degy Entertainment is one of the largest talent-buying agencies in the country. Our company handles over 2,000 events a year with the biggest names in the music, speaker & comedy space. Recent events feature artists such as Imagine Dragons, Luke Bryan, The Chainsmokers, FL GA Line, Trevor Noah, Kendrick Lamar, Gabriel Iglesias, Little Big Town, Bob Dylan, Spike Lee, and many more. With our leverage, not only can we help deliver our clients the biggest names in entertainment, we also take a first-hand, 360 approach from the start of the search through the day of show execution. Starting from researching the right artists for your budget, helping negotiate riders, hiring outside production companies, to the on-site activation, Degy will help you handle every step of the event!

## Here's what our customers say about our services!

"With Degy Entertainment you get a team of seasoned professionals who will make your success their highest priority."

*Stephen King  
Des Moines Arts Festival*

"Working with Degy is such a RELIEF! As a concert planner, I love that I can make one call for all my entertainment needs. They help to navigate the confusing world of negotiating contracts for celebrity entertainment which is truly an art."

*Amy Zediana Dearth  
CSEP, Consider It Done Special  
Events, LLC*

## What new or improved product/service do you have to offer that IFEA audiences need to know about?

In addition to being a top level talent buying agency, we have some exclusive relationships. We are currently working with the world's largest bounce house, Big Bounce America, to festivals across North America in 2019. <https://thebigbounceamerica.com/>

## What advice would you offer to festivals and events searching for your type of product/service?

I would say, have a conversation about your goals for your event and make sure that you are comfortable that the talent buyer will represent your event in the

best light. Acquiring talent and putting together a great lineup is a tough process at times, you need to make sure that you are confident that the talent buyer is representing your best interests.

## What sets your product/service apart from your competitors?

What sets Degy apart is the desire to represent our clients in the best way possible. We are hired by the festival to help navigate the waters of the talent industry and represent them, and that is what we are best at. We have a staff of the most knowledgeable, experienced talent buyers and operational staff you will find, and they can acclimate to working with volunteers and professional staff as well. This business is built on relationships and we want to make sure there is a comfort level there to develop that long-term relationship.

## What is your customer service philosophy?

Transparency is key and honesty essential.

## CONTACT INFORMATION

**Jeff Hyman**  
Degy Booking International, Inc  
9826 Montpellier Drive  
Delray Beach, FL 33446 USA  
732-818-9600 x2  
[jeff@degy.com](mailto:jeff@degy.com)  
[www.degy.com](http://www.degy.com)