

# ILH Entertainment, Inc.

LEGENDS LIVE HERE

PUT YOURSELF  
IN THEIR PLACE **ROCK  
AND ROLL**  
HALL OF FAME  
CLEVELAND



The Business Management, PR & Brand Development  
Company of Entertainment Icon  
Isaac Hayes

Kumi Kimball

Executive Director: 2001–2008

Business Consultant: 1998–2001

## Key Leadership Areas

- Executive business management of Isaac Hayes and his brand; daily operations, and company personnel.
- Legal management liaison with Allen Arrow, Esq. on all contracts and development of new Isaac Hayes business opportunities.
- Acquisition and securing of Isaac Hayes recording masters; with Allen Arrow and Barry Cardinael of Iron Mountain.
- Archiving and organizing of ILH Entertainment Inc for the Isaac Hayes Estate.
- Financial management with Howard Comart, CPA and JH Cohn, LLC, overseeing budgets, cash flow and financial projections.
- Live concert management, in conjunction with Jody Wenig and Paul La Monica of Wenig-La Monica Associates Agency on all aspects of national and international touring for Isaac Hayes and his band, researching and finalizing all legal, financial, PR, cross-promotion and travel logistics.
- The procuring and coordination of guest appearances and speaking engagements across the country for Isaac Hayes.
- Record Label coordination and production with Virgin Records and Concord Records.
- Commercial: coordination and production with the celebrity endorsement directors Karen Sellars of ICM and Lisa Roina of Don Buchwald Associates.
- Brand Development, including promotion and maintenance of the Isaac Hayes official website, creation and maintenance of the Isaac Hayes industry portfolios, and industry newsletter.
- The Management of the Isaac Hayes fan mail and industry mail databases and in-house PR.
- Establishment and maintenance of industry relationships.
- Procurement of industry recognitions for Isaac Hayes.
- Artist Management: detailed attention and execution of all professional requirements of Mr. Hayes.

# Management Highlights

## Official ILH Entertainment Branding Projects

- Isaac Hayes: Music, Food and Passion Restaurant and Club – Memphis and Chicago.
- Isaac Hayes: Music Food and Passion Restaurant, Memphis – Studio Kitchen and Culinary Gift Shop.
- Isaac Hayes Memphis Magic Barbeque Sauces.

## Acquisition of Celebrity Endorsements

- Sprint
- Frito Lays
- Rock and Roll Hall of Fame
- Buick
- Harley-Davidson
- The Voice of Smooth Jazz, CD104 Denver Radio
- The Voice of Groove FM, Winnipeg Radio
- Memphis Heart Clinic
- Spokesperson for Kidney Friendly Comfort Foods Cookbook/ a Shire publication
- Spokesperson for Stax Record's 50<sup>th</sup> Anniversary of Soul in coordination with Concord Records – 2007
- "Respect Yourself" – Stax Documentary for PBS
- Celebrity appearance at South by Southwest Festival, Austin, TX
- Celebrity appearances at Stax Review shows at The Orpheum Theatre, Memphis, and Hollywood Bowl, LA
- International PR and Press Campaign for Stax 50<sup>th</sup> Anniversary
- BMI Conclave – 2008, Minneapolis, MN

## Performances/Actor

- “Soul Men,” a major motion picture for Miramax, with Bernie Mac, Samuel L Jackson, and Malcolm Lee
- “Hustle and Flow,” a major motion picture for Paramount, with Terrence Howard, Craig Brewer, and John Singleton
- “Kill Switch,” motion picture with Steven Segal
- Stargate SG-1
- The Bernie Mac Show
- That '70s Show



Isaac Hayes with Frances Preston of BMI, receiving the BMI Icon Award, 2003

## Prominent Industry Awards

- BMI Icon Award – 2003
- Billboard R&B Founders Awards – 2004
- Hollywood’s Rock Walk – 2004
- Smithsonian Institute’s  
Most Interesting Person We Know – 2004
- Songwriters Hall of Fame – 2005
- Memphis Recording Academy Honors – 2005
- Memphis Rock and Soul Museum – 2007
- Star on Hollywood Walk of Fame – in progress for Aug. 2009



“Kumi is invaluable to me...Thank you Kumi...my universe has so much improved because of you.”

Isaac Hayes

# The Isaac Hayes Foundation

Isaac Hayes stated that the mission of his foundation was “to enable people around the world to become whole by promoting literacy, music education, and innovative nutritional programs that raise self-esteem among the underprivileged.” His greatest passion was to teach young people how to study so they could reap the benefits of being literate.

There was little to match Hayes' devotion to spreading the message that literacy and education are the keys to freedom and prosperity in this world. In 1993, he was named the international spokesman for Applied Scholastics' World Literacy Crusade, an applied program with the goal of creating responsible individuals who can learn and communicate on any subject.

The Isaac Hayes Foundation is dedicated to assisting vulnerable populations in realizing and achieving their full potential through grants, technical assistance and programs in the areas of health care, community development, environmental safeguarding and human resource development.

In 1992, Hayes was appointed Honorary King for Development of the Ada region in Ghana, West Africa. In the summer of 2000, through the Isaac Hayes Foundation, he opened an 8,000-square-foot educational facility, funded by his Foundation and designed to improve literacy and link children in Africa with those in American inner cities through the use of today's computer and internet technology.

Organizations the Isaac Hayes Foundation has collaborated with include: Disney Publishing (to provide books to inner city children worldwide), the United Negro College Fund, the National Endowment of the Arts, PBS, the MusicLink Foundation, the Soulsville Foundation, Stax Music Academy, the Rock and Roll Hall of Fame and The Way To Happiness Foundation, to name a few.

# Kumi Kimball

## General Manager 2000–2008:

- Foundation Treasurer
- Executive Producer of Foundation Events
- Press & PR Coordination
- Isaac Hayes Foundation Brand & Public Awareness Development



# The Ayeguy Project

Collaboration of Amy Harnell – Designer  
Josh Kirby – Fine Artist/Illustrator



## The Words of Josh Kirby...

“At 7 years old, I drew a “trade sign” – ARTIST – for my future life.”

“I like the idea of being part of a long-established tradition of science fiction and fantasy painters partaking of a theme common to many civilizations, including myths and fairy tales...”

“Of the old masters, the work of Hieronymous Bosch and Breugel seemed to be the forerunners of much in science fiction painting, and the influence of their work has been the most profound on me.”



## The Artist...

One of the most sought after illustration artists of his time, samples of Josh Kirby's prolific career are found in illustrations for books by Ray Bradbury, Isaac Asimov, and Alfred Hitchcock, and in film posters for Star Wars: Return of the Jedi, and Monty Python's Life of Brian to name a few.

From Science Fiction to Fantasy, Horror to Adventure, Josh traveled the Great Unknown with skill and depth, yet forever with a twinkle in his eye.

Please visit [www.joshkirbyart.com](http://www.joshkirbyart.com) for more information on this prolific and celebrated artist.

## My Uncle Josh...

Being surrounded by his work growing up was an amazing experience. Stepping into his Universe has always been easy for me...worlds, landscapes and characters filled my imagination and the imaginations of a generation of minds that love the Fantastic.

Whenever I visited his studio, I would be treated to a peek at his latest work...he would look at me, smile, put a finger to his lips and slowly open the door to his studio...there I would encounter a world coming into being...I would hold my breath till the door was closed on the image...a secret universe seen through a canvas, where "the realm of the possible was extended."

## Amy Harnell Designer...

I imagine expanding the two dimensional universe of a painting on canvas into a three dimensional experience.

That is the essence of my collaboration with Josh Kirby's work...coming from a world of fine arts, performing and theatre arts, including costume and set design, the marriage of this idea is very organic...the possibilities are boundless...



## Kumi Kimball

Business, Brand and Marketing Consultant 2007– present

### Executive Consultant:

- Securing legal framework of the Josh Kirby Collection
- Establishment of corporate and finance structure of the Josh Kirby Collection
- Establishment of the international business corporation

### Executive Advisor –

### Current Design & Merchandising Development:

- Fashion accessories and wearable art
- Limited edition Josh Kirby fine prints
- Secret Goth design collection
- Josh Kirby Children’s Literary Project



# REBECCAMINKOFF

## Kumi's Story ...

Rebecca Minkoff personifies the coming of age of a designer.

Rebecca came onto my radar as my assistant when I worked with my former partner, Craig Taylor. She wanted to know everything about The Business, PR, Promotion, Marketing and the Fashion Industry in NYC.

She had original design ideas but wanted to know how a viable biz is established and maintained.

Needless to say, less than two years later I had to kick her out of the door. She got the basics and was much too talented to hang out with me when her mind was on the next great piece of women's fashion.

Rebecca went on to establish an exciting designer brand of her own with original handbags and women's ready to wear!

I consulted with an executive associate, Jeff Kenny, to help establish the basic core of the company and coach Rebecca in her role as a luxury fashion designer, a business woman coordinating and utilizing her industry relationships and transforming her concepts into a viable reality.

She has truly blossomed into a successful Designer of whom I am very proud.



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

# Rebecca Minkoff: Handbag Designer

Kumi Kimball: Business and Merchandising Consultant 2006–2007

## Consulting Partner Jeff Kenny:

President & Majority Shareholder SITW, a vertical production company  
Ten+ years as Design, Sourcing and Production for Polo Ralph Lauren & Territory Ahead

## Business Establishment of Rebecca Minkoff

### Finance:

- Data research and analysis
- Income: wholesale, retail and the web marketplace
- Cost of goods sold
- Company overhead & cash flow analysis

## Business Establishment/Coordination & Installation of Key Personnel:

- CPA
- Bank Financing
- Bank Factor Financing
- General Manager w/ Executive Network/Beth Brigham
- Legal Advisor and Support for Corporate Structure
- PR Firms
- Suppliers & Distributors

## Data Research and Analysis:

- Existing manufacturer/distributor
- Existing sales representation – National and International
- Existing PR Firm
- Existing Suppliers
- Existing Company personnel and job descriptions
- Internal computer systems
- Offshore manufacturing
- Website and sales
- Merchandising and pricing collection

## Personal Coaching of Rebecca Minkoff:

- As a Designer of Luxury Fashion Accessories
- As a Business Woman in the Fashion Marketplace
- Designer/Industry Relationships

# Jensen Holdings Ltd.

Craig Taylor – Designer

Expertly crafted. Divinely feminine.  
Fine Men's shirts. Made for Women.

Kumi Kimball- CEO/Partner  
1995-2005

Establishment, management and expansion of all  
aspects of business with partner Craig Taylor.

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



**nv**  
New Vision in Business  
Volume I Issue IV

*CHRISTINA KUMI KIMBALL IS NOT YOUR TYPICAL CEO. A CLASSICALLY TRAINED DANCER, YOU COULD SAY SHE "STUMBLERD" INTO THE BUSINESS WORLD AFTER AGREEING TO FILL IN FOR A FRIEND AT CRAIG TAYLOR SHIRTS, A NEW YORK-BASED CLOTHING COMPANY. SHE ROSE FROM TEMP TO THE TOP IN JUST SIX MONTHS, AND IS CREDITED BY FOUNDER CRAIG TAYLOR AS HAVING GROWN THE COMPANY FROM A FOUR-STYLE SHIRT MAIL ORDER BUSINESS TO A MULTI-MILLION DOLLAR CORPORATION.*

**TAILOR MADE CEO**

WORDS: LISA ARMSTRONG  
IMAGE: NV

THE JUICE BAR

Craig Taylor Shirts produces finely crafted men's-styled shirts for women that are sold at Neiman Marcus, Nordstrom, and 300 specialty stores nationwide. When Kimball began working as a temp in 1993, Taylor was making the shirts himself, one a day, and had one other staff member. It was Kimball who discovered 10,000 untapped leads stashed in a drawer, organized a fashion shoot, mass mailings and marketing to drum up sales. Taylor was so impressed with her tenacity that he urged her to stay beyond her scheduled two weeks. Six months later, he made her CEO.

"I was just this funky artist with a great idea but no organization," he says. "Running this business is like chess for Kumi. She's incredibly disciplined."

Kimball has taken to business like a duck to water, efficiently running day-to-day operations effortlessly, without making a ripple. As a result, Craig Taylor's sales have increased 350 percent over the past three years. Last year, the company sold just under 20,000 shirts at between \$170 and \$700 a pop.

Using a unique management style, Kimball has created a comfortable environment in which employees are able to concentrate more on the quality of the product than on profits. "There are no set rules as long as the product looks beautiful, you're delivering on time, and you have enough business savvy to know that you should be making some sort of profit to cover your overhead," she says. For her, managing people "doesn't have to be so rigid that you don't care about the people that you work with. You can't build an empire by yourself. You have to let every person know that they're valuable."

Ironically, it is the intense focus that was required from Kimball's dance training that helped fashion her executive style. She began dancing at age seven, attended the High School of Performing Arts and has performed with both the Dance Theater of Harlem and Alvin Ailey companies. She also inherited a strong work ethic from her Japanese mother and African American father.

"Our family needed to maintain a standard to do well in an environment that basically doesn't validate minorities," she explains.

Kimball is fanatical about maintaining that standard at Craig Taylor, and is especially detailed when it comes to presentation. She woos clients the old-fashioned way, sending out meticulous press kits with fabric swatches in them like an old custom shirting house would. Sample shirts are pressed carefully, wrapped in tissue and presented to potential buyers in ornate boxes. "You have 10 seconds to get a new client," Kimball explains. "We produce this very eclectic custom shirting, but we do it show-business style."

Sales manager Shannan Catlett emphasizes that Kimball spares no expense when selling the virtues of her company. "She runs everything like it's a movie set; everything has to look just so," says Catlett. "Other companies are run more for profit: Kumi considers longevity."

Craig Taylor produces three collections of about 50 shirts, three times a year. They are cut from sumptuous fabrics, including English satin, Vatican flannel and sheer Swiss cotton. Buttons are bone and mother-of-pearl. Colors are of every shade, from midnight blue to a delicious summer yellow.

The company has a following of satisfied customers, including actresses Susan Sarandon and Demi Moore. According to Kimball, many buy up to 20 shirts at a time. This year's couture line — shirts priced between \$500 and \$700 — is already sold out.

Demand for the shirts has been so great that Craig Taylor recently opened a new factory in California to maintain production. The trouser line is to be launched next spring, and the Craig Taylor collections will be showcased in their own boutiques in eight Neiman Marcus stores.

With such a promising future, the company has attracted investors, and it has even been suggested that it go public. But Kimball is content with current sales and with the pace of life that autonomy has afforded her. As the mother of an 8-year-old son, Taaj, she relishes the fact that she can usually leave the office at 6.00 p.m. and spend time with him after he gets home from school.

"We have turned down investors because they wanted to own us," she says. "It's not all about profits...how much money can you spend? People and relationships are the commodity." **IV**

# LIFE BEFORE MY SON TAAJ



My career as a performing artist and producer/director/choreographer in the Entertainment Industry.

## HIGHLIGHTS – Performing Artist

### Broadway

- Cats: role of Cassandra
- The Wiz: role of Tornado Eye
- Macbeth/Director, Sir Peter Hall: role of Hecate

### National Theatre

- Peter Pan w/ Sandy Duncan: role of Tiger Lily
- The Wiz: role of Tornado Eye
- Pal Joey w/ Lena Horne: Featured

### Film

- Cotton Club (Francis Ford Coppola)
- All That Jazz (Bob Fosse)
- The Wiz (Sidney Lumet)
- A Rage in Harlem (Gregory Hines/Danny Glover/Bill Duke)

## **Television**

- The Bill Cosby Show
- The Strippers: Josephine Baker – HBO Special
- P.T. Barnum: Joych Heft – HBO Special
- Grammy Awards with Stevie Wonder
- Showtime at the Apollo
- Rompin' Stompin' All Star Jazz Show – NBC Special
- Miss America Pageant – NBC Special
- Liberty Weekend Bicentennial – NBC Special
- NBC 60<sup>th</sup> Anniversary Show – NBC Special

## **Off Broadway**

- Alvin Ailey American Dance Theatre – Principle
- George Faison Universal Dance Experience – Principle
- Roberta Flack at Radio City – Featured
- Tribute to Count Basie at Radio City – Featured
- Leslie Uggams Show, Lake Tahoe – Featured
- Aretha Franklyn at Radio City – Featured

## **HIGHLIGHTS – Production**

### **Associate Producer**

Fashion Collections of:

- Joan Vass – NYC
- Bob Mackie – NYC
- Avon – NYC

### **Director/Choreographer**

- A Night of Deco Jazz – Walden Books, NYC

### **Choreographer**

- Harlem Symphony – Mainichi Broadcasting, Japan



### **Assistant Choreographer**

- A Rage in Harlem with Danny Glover and Gregory Hines  
Choreographer – Otis Sallid
- The Music of Leiber & Stoller/Smoky Joe's Café on Broadway  
Choreographer – Otis Sallid
- Miguel Bose European Tour – CBS Records  
Director/Choreographer – Ed Love
- Sister Act II with Whoopi Goldberg  
Choreographer – Otis Sallid

### **Talent Coordinator**

- Showtime at the Apollo
- Jello Grape with Bill Cosby  
Director – Otis Sallid
- McDonald's  
Director – Otis Sallid
- Sprite/Kid 'n Play  
Director – Otis Sallid

### **Not for Profit**

- The Way to Happiness Foundation
- Applied Scholastics International
- Bedford Stuyvesant Revitalization Program

### **Public Speaker**

- Entertainment Management
- The Arts/Entertainment/Fashion as a business
- The Entrepreneurial Spirit

### **Alumna**

- Performing Arts High School New York
- Dance Theater of Harlem

### **Union Memberships**

- SAG
- AFTRA
- American Guild of Musical Artists
- Actor's Equity Association