

MALLORY S. HINES

Founder, Live + Well Entertainment LLC
New Braunfels, Texas is home: available globally

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Passion for people, details, project management, entertainment, and healthy cultures.

Experience in entertainment, events, tourism, and non-profits. Comfort at the intersection of content, operations, marketing, people, and financials. Encouraging wellness, strong communication, and positive environments in these spaces.

Supporting you and your teams.

EXPERIENCE

LIVE + WELL ENTERTAINMENT LLC

FOUNDER

JUNE 2023 – PRESENT

(/liv/ and /wel/) Improving the live event ecosystem, one person, one process, one team at a time. Proud to lend my services to organizations such as the Minnesota State Fair, Airfoil Music, Sophienburg Museum and Archives, and more.

- Promoter Rep Services: Taking things off plates and filling in gaps; building bridges between venues and artists and among staffs; eliciting, synthesizing, and distributing key information; creating best practice processes and documentation; inspiring and managing communication; liaising on-site; preparing and managing settlement.
- Entertainment Consultation and Facilitation: a place for the questions you've hesitated to ask and the tasks you need completed. Sharing best practices, encouraging communication, and facilitating discussion on those continual tweaks to make your event shine.
- Education: with a passion for education, compassion for students, a focus on soft skills, and a wealth of experience in live events, it's my honor to share real world advice and activities to inspire a next generation of communicators and creators. Common themes include "Just Say Hello: Keys to Soft Skill Success", "You Can Take This with You: Career Advice from the Real World", and "Self-Care is Not Selfish".
- Wellness Coaching: establishing relationships and dynamically collaborating with individuals in using their own strengths, experience, and values to create positive change in their lives.
- Mental Health First Aid Training: Providing skills-based training to individuals and teams. Connecting our community, reducing negative attitudes about mental health challenges, building mental health literacy, and leading others in how they can help.

GREATER NEW BRAUNFELS CHAMBER OF COMMERCE

VICE PRESIDENT, TOURISM DEVELOPMENT

OCTOBER 2021 – JUNE 2023

Led the destination marketing team for New Braunfels, Texas to foster a thriving economy.

- Collaboratively built and executed comprehensive advertising, public relations, and sales strategies to drive visitation.
- Focused on strengthening government and private business relationships, maximizing budget, providing transparency, and using analytics to drive decision-making.

SAN ANTONIO LIVESTOCK EXPOSITION, INC. (DBA SAN ANTONIO STOCK SHOW & RODEO)

ENTERTAINMENT & EXHIBITS OFFICER

JUNE 2018 – SEPTEMBER 2021

Created fun to raise funds.

- In addition to continuing talent buying, oversaw the team responsible for live music, attraction, food and beverage, merchandise, retail vendor and carnival purchasing, promotion and production. Built relationships of trust and mutual benefit with partners Spurs Sports & Entertainment, Bexar County Community Arenas, Levy Restaurants, and Aramark.
- Provided the team with strategy, accountability and insight on project design and management; budgets and projections; selections, layouts and schedules; contract management; analytics, measurement and assessment; creative problem solving; development and implementation of goals, objectives, and processes; partner, vendor, and patron experiences; promotion and representation.

MANAGING DIRECTOR OF ENTERTAINMENT & EXHIBITS

JULY 2015 – JUNE 2018

Worked to please existing fans while building new fans.

- In addition to continuing talent buying, led team coordinating over 100 acts on outdoor stages, a variety of interactive and educational activities, family attractions, over 250 retail vendors, concessions, and the carnival.
- Developed multiple special projects executed through cross-departmental collaboration to increase the attendance of Opening Day, the weekend experience for patrons, and the productivity of team meetings.

ENTERTAINMENT DIRECTOR

AUGUST 2012 – JULY 2015

Ensured quality entertainment across the entire event.

- Managed a multi-million-dollar budget to procure AT&T Center entertainment for the 21-performance event, working with the volunteer force to procure entertainment for annual fundraising events, and coordinating with the fairgrounds entertainment team.
- Coordinated with the marketing team to promote these events and liaise with the artist teams; created and managed performance contracts; directed the event production team.

ENTERTAINMENT BUYER/EXECUTIVE ASSISTANT

AUGUST 2010 – AUGUST 2012

A 501(c)3 "volunteer organization that emphasizes agriculture and education to develop the youth of Texas."

- Secured and produced entertainment for events across a variety of genres.
- Provided administration support such as entertainment contract management, insurance and indemnification oversight, scholarship funding contracts, and legal liaison.

UNREST MUSIC GROUP

MARKETING DIRECTOR/OFFICE MANAGER

DECEMBER 2008 – AUGUST 2010

Directed marketing efforts for 150+ annual performances per client.

- Crafted email, social, and PR campaigns; purchased advertising for album releases and events.
- Created and managed internship program to hire, educate, and lead students.

MARKETING AND MANAGEMENT ASSISTANT

MAY 2007 – DECEMBER 2008

Connected fans with experiences.

- Managed nationwide promotional street teams; collected fan data and researched new opportunities.
- Coordinated contracting, payment, scheduling and advanced performance details and logistics.

Prior experiences include internships with **UNREST MUSIC GROUP** and **CARNIVAL RECORDING COMPANY**, as well as sales and customer service with **BANANA REPUBLIC**.

EDUCATION

MAYO CLINIC

MAYO CLINIC TRAINED WELLNESS COACH
OCTOBER 2023

NATIONAL COUNCIL FOR MENTAL WELLBEING

ADULT MENTAL HEALTH FIRST AID INSTRUCTOR CERTIFICATION
SEPTEMBER 2023

BELMONT UNIVERSITY; NASHVILLE, TENNESSEE

BACHELOR OF BUSINESS ADMINISTRATION, CUM LAUDE, MUSIC BUSINESS CONCENTRATION
MAY 2007

Dean's list all semesters; completed degree in three years on National Merit Scholarship. Music Business Service Corps. Belmont Dance Team.

KNOWLEDGE, SKILLS & ABILITIES

- Clifton StrengthsFinder Top 5: Achiever, Futuristic, Strategic, Relator, Responsibility
- Project design and implementation
- Coaching: goal setting and follow through
- Motivating self and others
- Navigating staff/volunteer/contractor relationships
- Public speaking
- Conversational Spanish; continually learning

PROFESSIONAL AFFILIATIONS & ACCOLADES

2010 – PRESENT

INTERNATIONAL ENTERTAINMENT BUYERS ASSOCIATION (IEBA)

2018 – Present Board of Directors
Panel creator, speaker, and moderator
2013 – 2017 Young Professionals Steering Committee
2014 Rookie of the Year Award Nominee

2017 – PRESENT

LEADERSHIP MUSIC

2018 – Present Live Music Planning Day Committee
Panel creator, speaker, and moderator
2017 – 2018 Program Participant, Graduated May 2018

2020 – PRESENT

ACADEMY OF COUNTRY MUSIC

2025 Professional Member
2022 Fair/Rodeo of the Year Award
2020 Fair/Rodeo of the Year Nomination

2021 – PRESENT

THE RECORDING ACADEMY (GRAMMY) MEMBER

2022 – PRESENT

SAN ANTONIO COLLEGE MUSIC BUSINESS ADVISORY COMMITTEE

2024 – PRESENT

WOMEN IN MUSIC AUSTIN

2021 – 2023

TEXAS TRAVEL ALLIANCE (TTA)

2021 – 2023

TEXAS ASSOCIATION OF CONVENTION & VISITOR BUREAUS (TACVB)

2012 – 2021

INTERNATIONAL ASSOCIATION OF FAIRS AND EXPOS (IAFE)

2013 – 2021 Entertainment Committee
Panel creator, speaker, and moderator
Magazine contributor
2021 "Fair Game" podcast guest
2017 – 2019 Convention Planning Committee

	2018	Rising Star Award Recipient
	2017 – 2018	Management Conference Planning Committee
	2016 – 2018	Entertainment Committee Chair/Vice-Chair
	2017	Designated a Certified Fair Executive (CFE)
	2014 – 2016	Young Professionals Initiative Steering Committee
	2014 – 2016	“Wine & Dine” Fundraiser Planning Committee
2018		RISING STAR OF NEW BRAUNFELS AWARD RECIPIENT

VOLUNTEER SERVICE

2018 – PRESENT	GUEST LECTURER
	Texas State University
	Trevecca Nazarene University
	San Antonio College
	Youth Leadership New Braunfels
2019 – PRESENT	SOPHIENBURG MUSEUM AND ARCHIVES
	2024-2025
	Board of Directors
	Festival retail volunteer coordinator
	2023
	Festival retail shift leader
	2019 – 2022
	Festival retail salesperson
2021 – PRESENT	NB WOMEN GIVING ORGANIZATION
2024 – PRESENT	CRISIS CENTER OF COMAL COUNTY
	Professional and wellness development facilitation for shelter clients
2016 – 2024	NEW BRAUNFELS JAYCEES
	Service projects including Comal County Fair and Wursthfest concession booths, Comal County Habitat for Humanity, Dos Rios Watershed Cleanup, Senior Serve-a-thon, and more.
	2021 – 2022
	Philanthropy Committee
2018 – 2024	SERVICE TO ROTARY INTERNATIONAL
	2022-2024
	Wursthfest cashier
	2023
	Hill Country Craft Beer Fest Server
	2018
	Rotary Youth Exchange Host Parent
2014 – 2022	BELIEVING FOR BRYLEIGH FOUNDATION
2017	AMERICAN RED CROSS, SHELTER I TRAINED VOLUNTEER
2010 – 2016	BIG BROTHERS BIG SISTERS OF SOUTH TEXAS, MENTOR