



Cordella Brown
Senior Director, Distribution Operations

Cordella Brown is Senior Director, Distribution Operations, for The Harry Fox Agency, Inc. (HFA). She manages the day-to-day royalty distribution processing operations of the department, with a strong emphasis on electronic royalty data reporting and processing. Her team ensures that the royalties HFA collects each quarter (over \$394 million in 2007) are distributed to HFA's over 35,000 publishers quickly and accurately. Under her supervision, the Distributions department implemented a new electronic royalty processing system, HARP, that reduced the processing time for the majority of HFA's royalty distributions. Brown reports to Ed Hunt, Senior Vice President, Publisher Services and Distributions.

Brown has been with HFA for over 20 years, literally working her way up from the mail room. She has had the distinction of working in nearly every department, including Licensing, Publisher Services, and Collections. She has held her current position since 2006. Prior to that, she was the Director of Licensing for almost three years. Her duties included managing all licensing processing activities to assure high quality, low cycle time and consistency with existing industry standards. She supervised the day-to-day activities of the licensing managers and advised on appropriate approach to handling complex or unusual license requests.

Before joining the Licensing department, Brown held several titles in Publisher Services, the last as Manager. Prior to that, she worked in the Synch Collections Department. Brown first joined HFA in 1988 as an Office Services assistant, and was quickly promoted to the Assistant Supervisor, Office Services.

Brown has attended Bronx Community College, studying Business Administration. Originally from Antigua, she now lives in Brooklyn, NY with her husband and son.