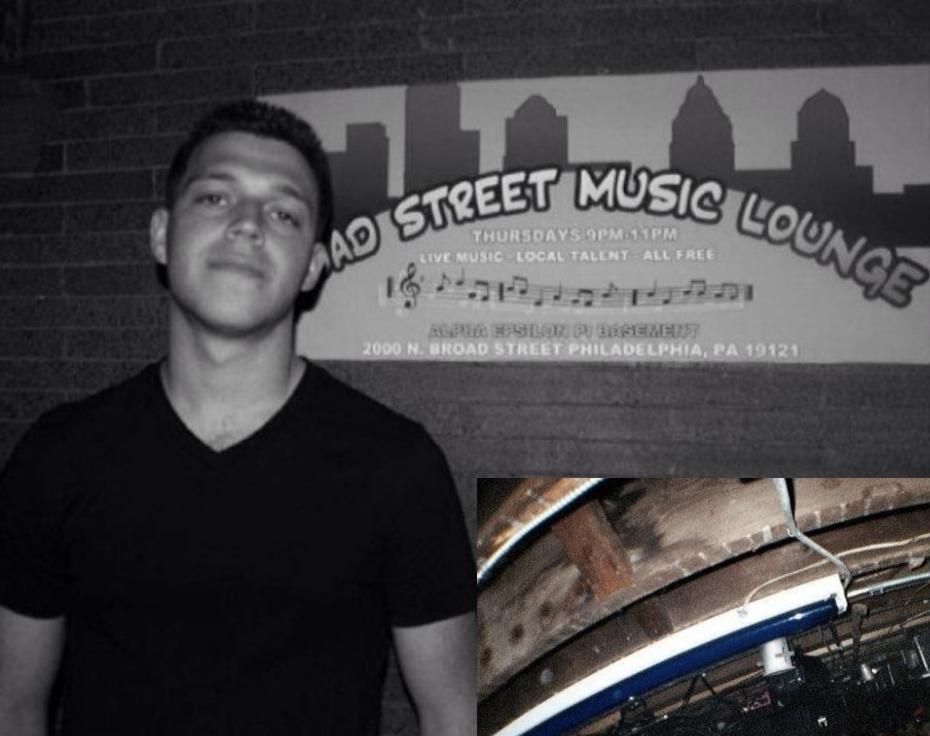




Who is this guy?



Let's fast forward a bit...





PHILADELPHIA DAILY NEWS THE PEOPLE PAPER WEDNESDAY JAN. 8, 2014

Recent grads discover hidden talent

NEWS | IT'S YOUR BUSINESS

TALKING
SILVER
MICHAEL
HINKELMAN

DAVE SILVER, 25, and Will Toms, 22, of South Philadelphia, and Michael Hinkelman, 23, of Haverford, are members of BSBG Broad Street Music Group, BSBG's first independent production and its first promoter focused on underrepresented musicians. It hosts shows at World Cafe Live, Minkley Philadelphia and Hard Rock Cafe. I spoke with Silver, who is founder and CEO.

Q: How did you come up with the idea for the bar?
A: I was a student at Temple and there was a huge space in Fraternity Alpha House. It's basement. A couple friends were musicians and the fraternity hosted a concert. I thought it could create an opportunity to showcase musicians. We hosted our first concert January 2012 and an open mic every Thursday. A year later we went into a real venue and hosted an open mic with eight musicians on a Monday show on a Monday.

Q: How big is the bar?
A: We didn't make enough money last year for anyone to live off of. We all have side jobs. We're working with World Cafe Live's Upstairs Live right now, which seats 200, but we're hoping to get [Downstairs] Level, which seats 100. Our goal this year is to host a show on a Monday in the month in the

Q: How do you make money?
A: We make our money through our shows, our website and advertising, and various companies that sponsor our events. We do that sponsor our Cafe Live and they'll take about 30 percent. If we bring in 500 people at \$10 a head, musicians get about 15 percent.

Q: Who are some of the musicians you're working with?
A: Ground Up is our main one. We've worked with Chill Moody who are also other people who throw events in the city, but it's not really competition if they aren't hosting events the same night we are.

Q: What's the biggest challenge in growing the business?
A: We've put the time in to marketing.

Dave Silver (left), founder and CEO of Broad Street Music Group, and Will Toms, co-founder and CEO of World Cafe Live, are members of BSBG Broad Street Music Group. Now they book acts at World Cafe Live.





WE THREW 30 SHOWS IN 30 DAYS,
FOR OUR KICKSTARTER THAT
DIDN'T END UP REACHING ITS GOAL.



DROVE 2 VANS WITH 20+ PPL DOWN FOR
A SHOWCASE AT ATLANTA'S A3C HIP-HOP
FESTIVAL, AND THREW PHILL'YS FIRST
OFFICIAL SHOWCASE ALL IN THE SAME YEAR.



PHOTO

PHOTO



WAREHOUSE & GROWING UP ERA

WE KNEW THE ANSWER WAS SPACE

After years of trying to be a resource hub we knew the answer was space.

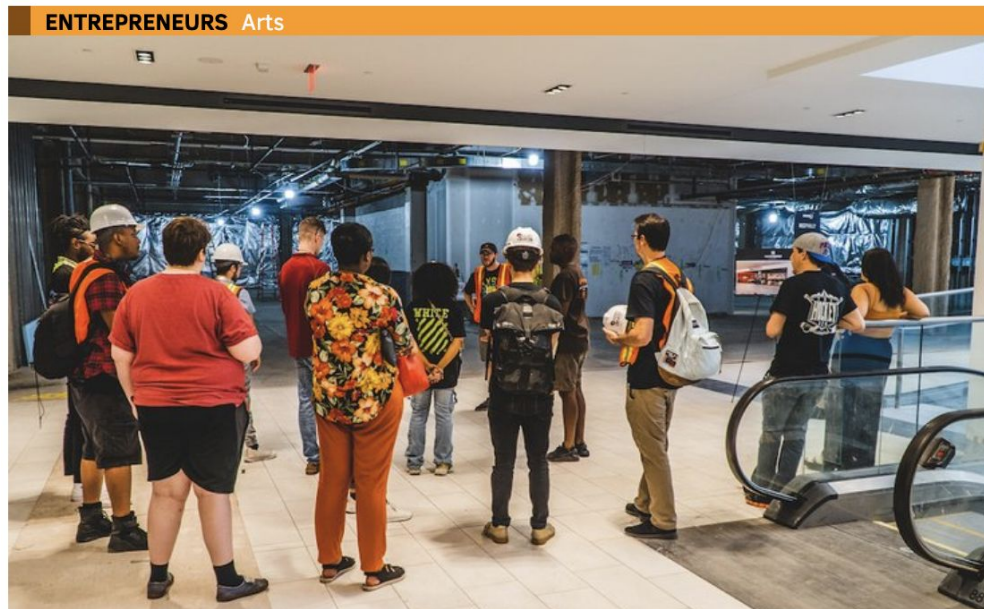
REC Philly plans to build huge creative facility in new Fashion District

Start-up's Market Street workspace will aim to keep musicians, artists in the city

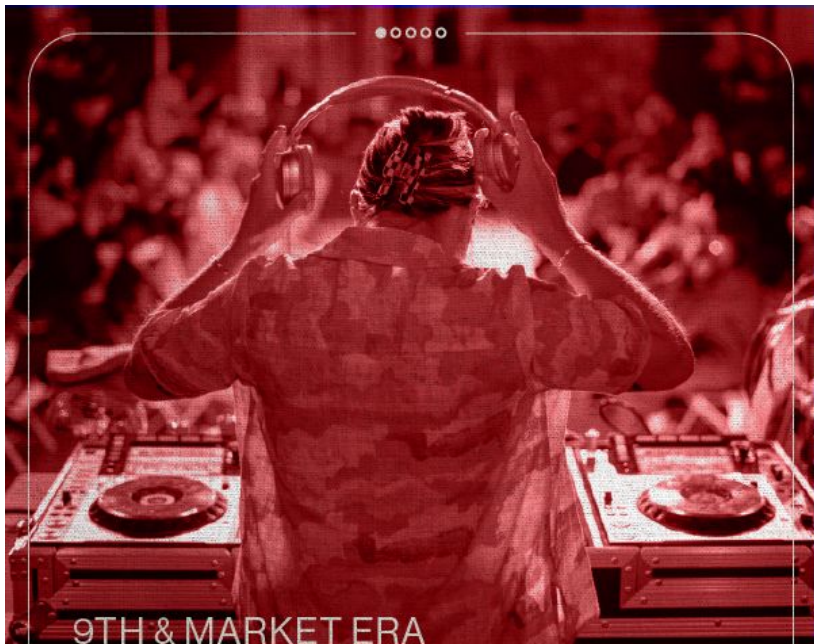
BY **MICHAEL BUTLER**
PhillyVoice Contributor



ENTREPRENEURS Arts



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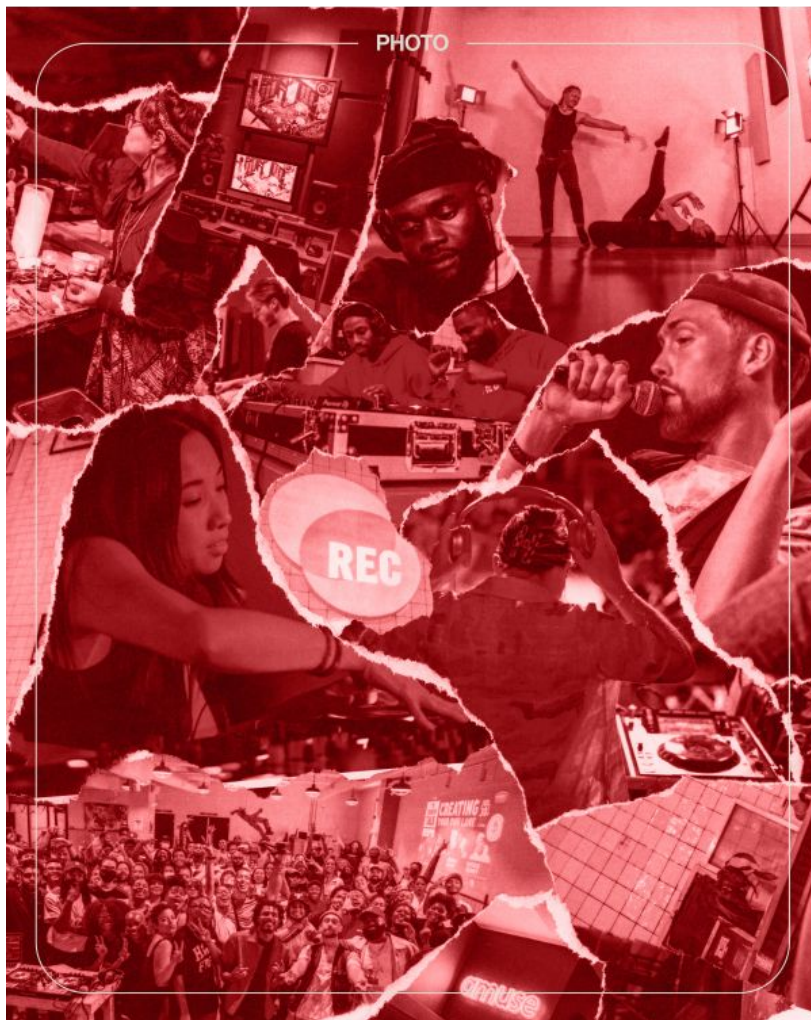


9TH & MARKET ERA

A PLACE FOR CREATORS

Where we understood the model and where we really became what our name stood for – Resources for Every Creator.

PHOTO



REC Philly at the Fashion District is an unexpected slam dunk

Why does the former Gallery mall have a “place for creators”? Just ask its 700 members.





9TH & MARKET ERA

A CULTURE FORWARD AGENCY

As our community of talent grew, so did our value to brands.

lyft

REC

ENTERTAINMENT AND CREATIVITY, POWERED BY TECHNOLOGY

SONY

COLLABORATION ROOM
POWERED BY
Ballard Spahr

PHOTO Lounge

amuse

REC

X

URBAN
OUTFITTERS

MAKING
SPACE

PHOTO REIMAGINING RECREATION

REC - 1007 // 2021



STARTUPS

Jul. 17, 2020 2:29 pm

How REC Philly plans to reopen its Fashion District HQ while supporting Philly creatives

As the pandemic continues, the people behind the coworking and studio space have established a relief fund and extensive virtual programming.



REC

REC
PHILLY

REC
???



FOR(BES) THE CULTURE

SEAN 'DIDDY' COMBS INVESTS IN REC, A RESOURCE HUB FOR CREATORS

Stephanie TharpeContributor *I am a contributor for For(bes) The Culture.*[Follow](#)

Sep 6, 2022, 09:05am EDT

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