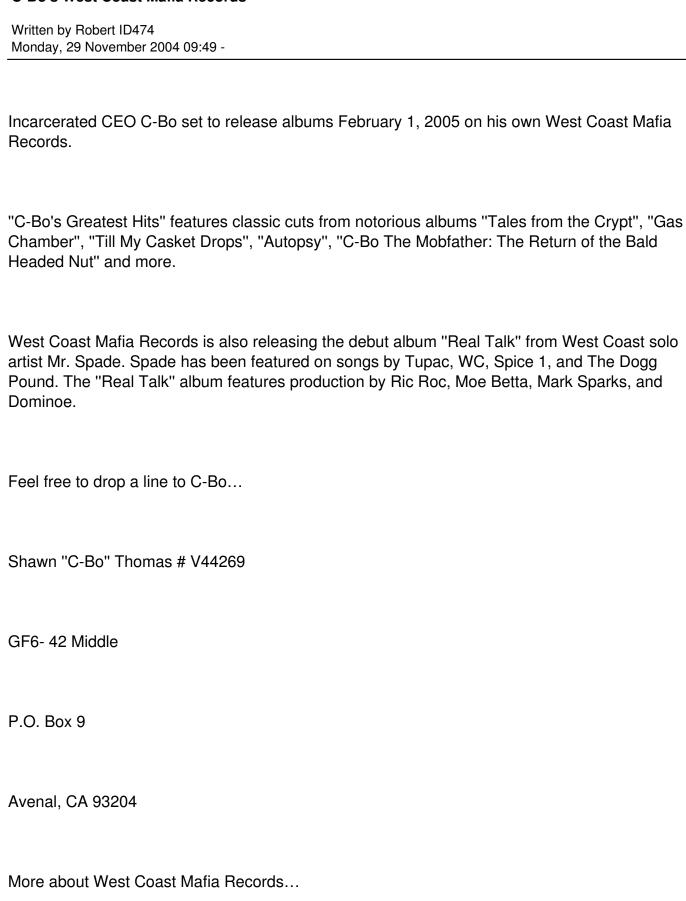
C-Bo's West Coast Mafia Records



As owner of the successful West Coast Mafia Records, the Sacramento rap legend inked a seven-figure deal with distributor Navarre last year. C-Bo owns 100 percent of his label's

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masters, including new releases and back catalog, and has retail, marketing, promotions and publicity departments, as well as a full roster of artists, for his expanding company.

Even though he was releasing his albums on other imprints during his first years in the music industry, C-Bo made an impact as soon as his product hit record store racks. Released in 1993, "Gas Chamber" established C-Bo as one of the most exciting rappers on the scene. "Bald Head Nut" and the title track became underground favorites and set the stage for 1994's "The Autopsy". From there, C-Bo's street-informed style became a sensation.

Both 1995's "Tales From The Crypt" and 1998's "Til My Casket Drops" debuted at No. 4 on Billboard's Top R&B/Hip-Hop albums chart. "Tales From The Crypt" would go on to be C-Bo's best-selling release, moving 195,000 units.

But while C-Bo was becoming a hip-hop icon, he was also becoming a fixture in California's penal system. In and out of correctional facilities since he was 14, C-Bo has served time in some of California's toughest prisons, including Salinas Valley State Prison (Soledad), Folsom, High Desert, Deuel Correctional Facility (Tracy), Avenal and Wasco.

In fact, C-Bo earned national headlines in 1998 when he was imprisoned for allegedly violating his parole because of the incendiary, anti-law enforcement lyrics contained on his fifth album, "Til My Casket Drops".

C-Bo's legal situation changed his lyrical outlook. "Once they came after me for that, it made me get on the anti-government, political stuff every album," C-Bo says. "I had the NAACP come help me. The government couldn"t stop me from saying what I wanted to say."

Although each of C-Bo's releases regularly sell more than 100,000 copies, a major feat for an independent artist, he isn"t letting his new deal affect his business model. He won"t be blowing wads of cash on a pricey video that likely won"t get aired on either BET or MTV. Instead, West Coast Mafia will be using its money to connect with its already sizeable fan base, which will allow it to be profitable on each release. By catering to the company's loyal fans and keeping its expenses at reasonable level, C-Bo will achieve his creative and business goals. He wants to release his music on his terms and make money doing so.

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West Coast Mafia is poised to make major moves during the second year of its relationship with Navarre.