

GOING GLOBAL™

MUSIC SUMMIT 2013

WELLINGTON – THURSDAY 5 SEPTEMBER

SEMINARS: CQ FUNCTION CENTRE, 213-223 CUBA ST
LIVE MUSIC SHOWCASES: MIGHTY MIGHTY, 104 CUBA ST
& SAN FRANCISCO BATH HOUSE, 171 CUBA ST

AUCKLAND – SATURDAY 7 SEPTEMBER

SEMINARS: AUT CITY CAMPUS, MEDIA SUITE WG126, SIR PAUL REEVES BUILDING
LIVE MUSIC SHOWCASES: GALATOS LIVE, 17 GALATOS ST, NEWTON

CHRISTCHURCH – MONDAY 9 SEPTEMBER

SEMINARS & LIVE MUSIC SHOWCASES:
FLETCHER BUILDING FESTIVAL CLUB, MARKET SQUARE, THE ARTS CENTRE,
MONTREAL ST AND WORCHESTER BLVD



GOING GLOBAL 2013 THE SPEAKERS

GRAHAM 'ASHO' ASHTON



Position: Artist & Event Manager
Organisation: Footstomp Music / BIGSOUND
Web: footstompmusic.com
Country: Australia

Footstomp is a Music Services Company specializing in artist, project and event management, label services and artist development. Footstomp manage King Cannons and co-manage Busby Marou.

The Footstomp Music team are very passionate about New Zealand music. In their four year history, via their project management service they have played the role as conduit to the Australian music market for over 20 Kiwi artists. These artists include Shihad, The Naked And Famous, Shapeshifter, Ladi6 & Avalanche City.

Over the last couple of years, Asho has been the Executive Programmer for BIGSOUND and has been part of the team that delivered the most successful events in BIGSOUND's twelve year history. Footstomp are also taking care of the music programming and promotion for the Bleach* Music, Surf and Art Festival on the Gold Coast.

GRIMUR ATLASON



Position: Festival Manager / Booker
Organisation: Iceland Airwaves
Web: icelandairwaves.is
Twitter: twitter.com/icelandairwaves
Country: Iceland

Grímur Atlason has been the manager of Iceland Airwaves for the last four years. He has been active in the music business in Iceland for the last 25 years as a promoter, manager and occasionally a bass player. Iceland Airwaves is a five day festival that takes place in different venues in downtown Reykjavik, in the first weekend of November, with a capacity of about 8,000 people.

MIKE BELL



Position: Director of International Relations
Organisation: FILTER Creative Group
Web: filtercreativegroup.com
Country: USA

Based in New York City, Mike Bell is the Director of International Relations at FILTER Creative Group and one of the managers of FILTER Magazine's Culture Collide in Los Angeles. He joined FILTER 10 years ago heading up innovative local lifestyle marketing campaigns for various indie music projects such as Radiohead, The Black Keys, Nick Cave, and more Since 2008, Mike has

been traveling far & wide, attending showcase/conference festivals, and working with international artists and institutions to help promote "good music" & culture from all over the world. Although he eats healthy at home, Mike is always on the lookout for the perfect late-night food indulgence while abroad.

MICHELLE CABLE



Position: Owner / Agent
Organisation: Panache Booking
Web: panacherock.com
Country: USA

Michelle Cable is the founder of Panache Booking, a North American booking agency with offices in both New York and San Francisco. Panache prioritizes each of its artists, placing their needs first while acting as the foundation for creating a successful, prominent and long term career as a musician. Panache prides itself in their ability to bridge the gap between DIY culture and the mainstream music industry through their unique approach at booking shows and their intimate relationships with their bands, talent buyers and the audiences they cater to. Panache's roster includes Ty Segall, Thee Oh Sees, Mac Demarco, Twerps, Dune Rats, Oblivians, Redd Kross, The Raincoats, and The Men amongst others.

In addition to North America, Panache has begun working in Europe, Australia and Asia. Panache is also one of the organizers and owners of the Bruise Cruise Festival, the three-day tropical rock'n'roll cruise that sails from Miami Florida to the Bahamas and back.

JAIME GOUGH



Position: General Manager
Organisation: Native Tongue Music Publishing
Web: nativetongue.com.au
Country: Australia

Jaime is General Manager at Native Tongue Music Publishing (Australia), an independent music publisher with offices in Melbourne, Auckland, London and Los Angeles.

Native Tongue represents some of New Zealand's finest songwriters/artists including Dave Dobbyn, Don McGlashan, The Black Seeds, Hollie Smith, The Phoenix Foundation, Gin Wigmore, Warren Maxwell (Trinity Roots), Fat Freddy's Drop, Goldenhorse, Sola Rosa, The Veils and many more.

Besides acquiring rights to local writers, Native Tongue also administers the works of overseas writers and catalogues for Australia and New Zealand. Overseas catalogues include: Barton Music (Frank Sinatra, Dean Martin), Beggars Music, Domino Publishing Co, Elvis Presley Music, Imagem Music (Daft Punk, The Hives), Rodgers & Hammerstein, Roy Orbison, Songs (Diplo, Pharrell). Native Tongue also has direct deals with interna-

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tional writers including Tom Waits, Spandau Ballet, The Jesus and Mary Chain, Will Oldham, Purity Ring, St. Lucia, Hanni El Khatib and Neon Indian.

Jaime recently spent almost four years based in London expanding Native Tongue's operations in the UK, Europe and US markets.

AYISHA JAFFER



Position: Artist Management
Organisation: PunkDaFunk
Web: punkdafunk.com
Country: USA

Management, booking, label promotions, and talent buying – Ayisha has wore many hats in the music world over the past 13 years. She has worked at international companies such as Universal Music Group, The Windish Agency, and most recently for the management company, Punkdafunk that manages Cut Copy, Architecture in Helsinki, Dragonette, and Free Energy. Jaffer has worked with many artists in a variety of genres, giving them direction and advising them to showcase their talents to the highest degree to take them to the next level.

BILLY JONES



Position: Head Booker
Organisation: Pianos
Web: pianosnyc.com
Country: USA

Billy Jones has been a fixture in the New York music scene for the past ten years as both musician and talent buyer. He began booking bands and curating shows at the legendary downtown club Sin-e and was soon asked to join Pianos, helping make it one of the most sought after venues to play in New York for the past decade.

MOLLIE MOORE



Position: Agent
Organisation: Lip Sync Music Licensing
Web: lipsyncmusic.com
Country: USA

Mollie Moore runs A&R and film and TV licensing for boutique music agency Lip Sync Music who place songs globally in movies, TV shows, and ads.

Mollie co-founded a private female networking group called The Boys Club in 2011 where women from all walks of entertainment can cross reference experience and opportunity across different fields. She sits on the board of "Future Hope for The City of Hope" – a cancer hospital/research center, curating events for the under 40 executive community. Mollie is really good at making mixtapes but not very good at cooking although she has high aspirations and can make a mean omelet if necessary.

JON MCILDOWIE



Position: Talent Buyer
Organisation: Festival Republic (Reading & Leeds Festivals)
Web: festivalrepublic.com
Country: UK

From booking gigs in his native Birmingham, UK, Jon has gone on to run live venues in London and across the UK. As well as producing tours from artists such as Snoop Dogg, Jake Bugg and The Roots he has also produced Festivals. In 2006 he co-founded The Great Escape Festival & Convention. He has programmed festivals such as Lovebox and Wilderness and has since November become the Talent Buyer for Reading & Leeds Festivals, the largest dual festivals site in the UK with 170,000 attendees across two sites on the August bank holiday. This year's highlights include Eminem, Green Day and Skrillex.

ALEX PLOEGSMA



Position: GM / Director of Business Affairs
Organisation: Robot of the Century Music Publishing
Web: robotofthecenturymusic.com
Country: USA

Alex Ploegsma is a New York based attorney. After sharpening his skills at the law firm of Serling Rooks Ferrara McKoy and Worob, he segued to the position of GM/Director of Business Affairs for Robot of the Century Music Publishing (Young The Giant, Trivium, Jesse Leach (Killswitch Engage, etc.) and at the same time formed his own solo law practice representing artists, producers, writers, labels and executives (Allan Eshuijs, Joe Calitri (Red Bull Records), The Dear Hunter, Emma Louise, Clubfeet, Flight Facilities, etc.). In addition to all of this, he also works on special projects involving brand/artist development for boutique apparel lines and has been known to play a pretty mean air guitar to some of his favourite metal bands including Beastwars.

GEORGIE POWELL



Position: Manager, Content Partnerships, Entertainment & Music
Organisation: YouTube Aust/NZ
Web: youtube.com
Country: Australia

Georgie has crafted a career as an expert in digital content. She is currently responsible for managing YouTube's music and entertainment partners in Australia and New Zealand. This role involves interacting with content owners ranging from record labels, distributors and management, through to individual artists and creators, and supporting them with the development of sustainable businesses on the platform.

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SIMON RAYMONDE



Position: Director/Owner
Organisation: Bella Union
Web: bellaunion.com
Country: UK

Simon Raymonde owns and runs the independent label Bella Union. Prior to its creation in 1997, Simon was in a band called Cocteau Twins from 1983 to 1997. He was a core writer in the band until the end. As well as his work with the Cocteau Twins, he also contributed to the first two albums by This Mortal Coil.

Bella Union has signed artists like Flaming Lips, M Ward, Beach House, Fleet Foxes, The Walkmen, Explosions in the Sky, Midlake, Treefight For Sunlight, I Break Horses, John Grant, Laura Veirs, Lift to Experience, Howling Bells, Stephanie Dosen, Dirty Three, Marques Toliver, The Low Anthem, Veronica Falls, Vetiver, Andrew Bird, Wavves, Abe Vigoda, Peter Dinklage, Department of Eagles, Zun Zun Egui, Lanterns on the Lake, Alessi's Ark, Sleeping States, Father John Misty, Fionn Regan, Cashier No 9, Jonathan Wilson, and Radiohead's Philip Selway.

The label has won the coveted Independent Record Label of The Year in UK in 2010 and 2012, as awarded by Music Week (UK's Billboard)

Raymonde has acted as Record Producer and mixer on many records, including Clearlake's 'Cedars', James Yorkston's 'Moving Up Country', both on top UK indie Domino Records, the first two albums by John Grant's first band The Czars, The Duke Spirit's 'Cuts Across The Land' & The Open's 'Silent Hours' (both for Universal) and co-produced the posthumous album from Billy Mackenzie of The Associates. He also mixed the Fionn Regan album 'The End of History', which was nominated for the 2007 Mercury Music Prize. In 2010 Raymonde formed the group Snowbird who will release their debut LP in 2014. Recently he was Music Supervisor on Jonathan Caouette's documentary 'Walk Away Renee' which was accepted for the Cannes Film Festival in 2012.

HAZEL SAVAGE



Position: Social Marketing Manager
Organisation: Pandora Aust/NZ
Web: pandora.com
Twitter: @PandoraNZ
Country: Australia

Hazel Savage is the Social Marketing Manager at Pandora Internet Radio for Australia and New Zealand. As a 10-year veteran of the music industry she specialises in the digital music space, content creation, tech and social media. Previous to joining Pandora Hazel has worked for Shazam in London, Universal Music in Australia and the Australian Chamber Orchestra.

BRIAN TURNER



Position: Music Director
Organisation: WFMU
Web: wfmufm.org
Twitter: @btrnr
Country: USA

Brian Turner has been Music Director at WFMU in New York/New Jersey since 1996, a station that has built massive worldwide acclaim as a purveyor in adventurous programming and being well-ahead of music's underground and overground curve, with praise from the likes of John Peel, Matt Groening, the WIRE, New York Times and more. Turner's eclectic tastes and sound vision are well-documented via festivals curated for WFMU, and his weekly radio show which blurs experimental/pop boundaries and takes radio to serious outer realms. "A forward-thinking motherf***er!" – Julian Cope

MARK WILSON



Position: A&R
Organisation: Warner Music Australia
Web: warnermusic.com.au
Country: Australia

Mark Wilson spent ten years as a member of multi-platinum Australian rock band JET. These years saw him touring the globe extensively playing with some of the world's biggest bands and recording albums in some of the world's finest studios, selling around 6.5 million records and collecting a handful of awards along the way.

Mark's unique insight into the music industry from an artists' perspective saw him last year appointed as part of the A&R team for Warner Music Australia.



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PROGRAMME SCHEDULE

10:00AM

WELCOME

10:05AM – 10:45AM

AN INTERVIEW WITH SIMON RAYMONDE

Presented by Independent Music NZ

Simon discusses his career as a musician and founder-owner of influential independent label Bella Union with IMNZ Chairperson Ben Howe.

10:50AM – 11:35AM

COMBINATION SESSION: ABOUT WHAT I DO

(15 mins each)

- **Michelle Cable** – Panache Booking
- **Mike Bell** – Filter Group
- **Brian Turner** – WFMU

11:40AM – 12:40PM

THE WHEN, WHAT & WHY OF GOING GLOBAL

Presented by Outward Sound

At what stage should you look at heading offshore and what should you have in place before you go? Hear about the preparation you need and attention-grabbing strategies seen recently.

- **Ayisha Jaffer** – Artist Manager
- **Billy Jones** – Pianos
- **Michelle Cable** – Panache Booking
- **Simon Raymonde** – Bella Union
- Moderated by **Cath Andersen** (WGTV) / **Vicky Blood** (AKLD) / **Marc Royal** (CHCH)

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PROGRAMME SCHEDULE

12:40PM – 1:30PM

LUNCH

1:30PM – 2:30PM

NEW MUSIC DISCOVERY

Presented by NZ On Air

Some things never change – you still need an audience to take your music to the world. But with the myriad of new ways to reach those ears, what has changed and what has stayed the same?

- **Brian Turner** – WFMU
- **Georgie Powell** – YouTube
- **Hazel Savage** – Pandora (WGTN / AKLD only)
- **Mark Wilson** – Warner Music Australia
- Moderated by **Sarah Crowe** (WGTN) / **Dan Clist** (AKLD) / **Gabriel Calcott** (CHCH)

2:35 – 3:05PM

COMBINATION SESSION: ABOUT WHAT I DO

(15 mins each)

- **Alex Ploegsma** – Lawyer/Publisher
- **Grimur Atlason** – Iceland Airwaves



OUTWARD SOUND
taking new zealand music to the world



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PROGRAMME SCHEDULE

3:15PM – 4:15PM

STAYING AFLOAT WITH SYNC & STREAMS

Presented by Recorded Music NZ

New models are all about diversification and collecting income from more than just album sales and at live shows.

- **Mark Wilson** – Warner Music Australia
- **Alex Ploegsma** – Lawyer/Publisher
- **Jaime Gough** – Native Tongue
- **Mollie Moore** – Lipsync
- Moderated by **Dean Cameron**

4:20PM – 5:20PM

THE 4x4 OF FESTIVALS: LET'S OFF-ROAD!

Four festival bookers from four different countries give you the low down on their respective events, how they book bands and how you might grab their attention without having to fling mud.

- **Jon Mcildowie** – Festival Republic (Reading & Leeds)
- **Graham Ashton** – Footstomp/BigSound
- **Mike Bell** – Filter Group
- **Grimur Atlason** – Iceland Airwaves
- Moderated by **Wairere Iti** (AKLD) / **Ian Jorgensen** (WGTV) / **Cary Caldwell** (CHCH)

Masterclasses running concurrently in Wellington (The Boardroom) and Auckland (WG128 'The Grassy Knoll')



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2013

MASTERCLASSES

WELLINGTON – THURSDAY 5 SEPTEMBER

THE BOARDROOM, CQ FUNCTION CENTRE, 213-223 CUBA ST

AUCKLAND – SATURDAY 7 SEPTEMBER

WG128 "THE GRASSY KNOLL" AUT CITY CAMPUS, MEDIA SUITE WG126,
SIR PAUL REEVES BUILDING

MASTERCLASS ONE: 11:40AM – 12:40PM

AUSTRALIA – PLAYING & PROMO DOWN UNDER

With Mark Wilson, Graham Ashton and Jaime Gough

MASTERCLASS TWO: 1:30PM – 2:30PM

LA VS NYC 2013 – WHAT'S NEWS IN VENUES, SITES & SCENES

With Billy Jones and Mollie Moore

MASTERCLASS THREE: 3:15PM – 4:15PM

OPEN FIELDS – INDEPENDENT FESTIVALS OF USA & UK

With John Mcildowie and Michelle Cable

MASTERCLASS FOUR: 4:20PM – 5:00PM

**DIFFERENT HEMISPHERES – A USA PERSPECTIVE ON
MANAGING ANTIPODEAN ACTS**

with Ayisha Jaffer



*Each Masterclass has a maximum of 10 Attendees – registration required.
Register by email: rsvp@nzmusic.org.nz*



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LIVE MUSIC SHOWCASES

LIVE MUSIC SHOWCASES

(FREE ENTRY)

WELLINGTON

SAN FRANCISCO BATH HOUSE 171 CUBA ST & MIGHTY MIGHTY 104 CUBA ST

SFBH STAGE

7.30 – 8pm – WAI
8.30 – 9pm – Grayson Gilmour
9.30 – 10pm – Terror Of The Deep
10.30 – 11pm – Urbantramper
11.30 – 12am – HUFF

MIGHTY MIGHTY STAGE

7 – 7.30pm – Race Banyon
8 – 8.30pm – Ash Graham
9 – 9.30pm – Orchestra Of Spheres
10 – 10.30pm - Paquin
11 – 11.30pm – Hollywoodfun Downstairs
w/- DJ Rave Dobbyn

AUCKLAND

GALATOS BAR & VENUE, 17 GALATOS ST, NEWTON

GALATOS UPSTAIRS

7.30 – 8pm – Mihirangi
8.30 – 9pm – Louis Baker
10 – 10.30pm – The Shifting Sands
11 – 11.30pm – Ghost Wave
11.30 – 12am – Great North

GALATOS DOWNSTAIRS

7 – 7.30pm – The Basement Tapes
8 – 8.30pm – Nick Raven
9 – 9.30pm – Tiny Ruins
10 – 10.30pm – PleasePlease
11 – 11.30pm – The Bemsha Swing

CHRISTCHURCH

FLETCHER BUILDING FESTIVAL CLUB, MARKET SQUARE, THE ARTS CENTRE
(OFF MONTREAL ST & WORCHESTER BLVD)

7 – 7.30pm – Katie Thompson
7.45 – 8.15pm – Zen Mantra
8.30 – 9pm – Doprah
9.15 – 9.45pm – Phantom Empire
10 – 10.30pm – Soulsystem