



2015

GOING  
GLOBAL™  
MUSIC SUMMIT

RADIO HAURAKI  
presents

# going global<sup>live</sup>

Entry is **FREE** with your Going Global pass or when you register for tickets at [Hauraki.co.nz](http://Hauraki.co.nz)

**Anthonie Tonnon**  
ANTHONIETONNON.COM

**Diaz Grimm**  
DIAZGRIMM.COM

**Kane Strang**  
KANESTRANG.BANDCAMP.COM

**Fazerdaze**  
FAZERDAZE.BANDCAMP.COM

**New Gum Sarn**  
NEWGUMSARN.BANDCAMP.COM

**Nadia Reid**  
NADIAREID.COM

**SJD**

ROUNDRIPMARS.COM

**Suren Unka**  
SURENUNKA.COM

First artist on at 7.00pm and each act will perform a 30 min set.



**Saturday 5th September**  
BAR101, 18 ELLIOTT STREET,  
AUCKLAND CENTRAL



All Going Global registrants can also receive **\$15 discount** off a ticket to The Others Way Festival.

Featuring 28 NZ bands over 6 venues across Auckland's Karangahape Road, you can claim the Going Global discount when you buy your tickets to The Others Way Festival at The Flying Out Store, 80 Pitt Street (just off K Rd).



# welcome

## Welcome to the Going Global Music Summit 2015

This is the fifth annual Going Global, and over the past five years the event has hosted some of the world's most influential music industry members. Going Global provides musicians, producers, composers, labels, promoters, industry professionals and fans a chance to discuss, learn, teach, and interact in front of an audience of like-minded peers in an environment that encourages the global exchange of ideas, techniques and trends.

The Going Global Music Summit 2015 is proudly brought to you by Independent Music New Zealand in partnership with the NZ Music Commission and is supported by NZ On Air, APRA AMCOS and a Recorded Music NZ Music Grant.

## Ground Floor

Registration is on the ground floor, just inside the door. Tools of the Trade sessions will be held in Room 5 & Room 6. For IMNZ members, the Break Out space across the back courtyard are where the One-On-One sessions will be held in Rooms 7, 8 & 9.

The Lounge will have tea & instant coffee available for registrants to make themselves. Feel free to check out the exhibitions in Galleries 2, 3 & 4 during the breaks.



## Level 1

Upstairs is where the main sessions are being held in Room 10.

If you need wheelchairs access, just ask at the Registration desk and this can be organised promptly.



# day 1

10:00am	<b>WELCOME &amp; INTRODUCTION</b>
10:10am Room 10 40 mins	<b>IN CONVERSATION</b> with Phil Waldorf, Secretly Group, and Matthew Davis, Flying Nun and Independent Music NZ Chair  From student radio at the University of Georgia and booking bands at house parties, to founding independent record labels such as Misra and Dead Oceans, Phil Waldorf has had a career that has always revolved around great artists.  As one of the co-founders of The Secretly Group – comprising Dead Oceans, Secretly Canadian, Jagjaguwar, The Numero Uno Group and SC Publishing – Phil will discuss his career to date, working cooperatively while maintaining an aesthetic vision, and his views on the future for independent labels.
11:00am Room 10 60 mins Presented by:	<b>THE MARKET TODAY</b>  Recorded Music NZ will present the latest New Zealand music industry market information and examine some of the trends affecting the business today. We look at the impact for local artists and labels, and look at how this is comparing with other territories.   Cath Andersen (NZ Music Commission) Craig Pearce (Triple M Management) Damian Vaughan (Recorded Music NZ) Henry Compton (The Orchard)
12:05pm Room 10 60 mins Presented by:	<b>ADAPTING TO THE FUTURE</b>  As the world market for recorded music continues to change, with streaming growing and traditional album sales abating, the way independent labels operate is shifting. Our label heads discuss adapting to the new world for music and artist exposure and the opportunities this holds, both at home and abroad.   Ben Howe (Flying Nun Records / Arch Hill) Cushla Aston (Aston Road) Guy Blackman (Chapter Music) Lio Kanine (Kanine Records) Phil Waldorf (Secretly Group)
1:05pm Room 5 10 mins	<b>TOOLS OF THE TRADE: Servicing to Supervisors</b>  Having your music placed in a film, ad or TV show is not only great exposure, but also an effective paycheck. A quickfire run through how you can best deliver your music to those who can sync it.  Karyn Rachtman (Mind Your Music/One Gazillion Inc)
1:15pm	<b>LUNCH BREAK - 45 mins</b>

# friday 4 september

2:00pm Room 10 60 mins	<b>THE CHANGING FACE OF A&amp;R</b>  Great artists and great songs have always been at the heart of A&R, but it is an ever-evolving world of discovery and development – it's no longer just about scouting a great on-trend act. Our guests speak about working with artists to develop their craft and connecting them with fans.  Ashley Page (Page One Management) David Goldsen (Warner/Chappell Inc.) Lio Kanine (Kanine Records) Simon Banks (SB Global Entertainment) Vicky Blood (NZ Music Commission)
3:05pm Room 6 20 mins	<b>TOOLS OF THE TRADE: ASIA: What To Consider</b>  Thinking about working in the Asian markets? Hear about which countries might suit your style of music best, and what tools and connections you might need to get started.  Jane Blondel (Songs For Children) Larry Heath (Hello Asia/The AU Review)
3:25pm Room 5 20 mins	<b>TOOLS OF THE TRADE: Work Permits &amp; Visas</b>  It's expensive and time consuming – but crucial. Hear the practical experience from both a New Zealand manager who has successfully applied for visas and a US booking agent that needs you to have one.  Craig Pearce (Triple M Management) Meredith Fraser (Panachebooking)
3:45pm	<b>AFTERNOON BREAK – 15 mins</b>
4:00pm Room 10 60 mins	<b>THE DIGITAL SERVICES ENVIRONMENT</b>  What services are growing, changing, or coming online? We discuss the new frontiers of direct to consumer, what neighbouring rights mean and how artists can use the digital services available to them to grow their international careers.  Henry Compton (The Orchard) Mark Meharry (Music Glue) Mikee Tucker (Baboom) Peter Baker (DRM NZ) Scott Muir (dunedinmusic.com) Stephen King (Believe Digital)
5:00pm:	 BABOOM <b>BABOOM MIXER AT BARRIO</b> 44 Ponsoby Road

# day 2

10:10am  
Room 10  
40 mins

**IN CONVERSATION** with Stephen King, Believe Digital and Russell Brown, Public Address

A long-time music manager of acts as diverse as Swing Out Sister and Mogwai – both in his own company Ricochet and Creation Management, which he founded with Alan McGee – Stephen has embraced the digital world and its possibilities for artists. Now Chief International Officer at Believe Digital, one of the biggest independent full-service digital music companies in the world, Stephen will discuss a career that has always focused on intellectual rights, and more recently on digital solutions.

11:00am  
Room 10  
60 mins

**HAVE SONGS, WILL TRAVEL**

Music publishers and collection societies aren't just about making sure you get paid – they have a wealth of knowledge and resources to help get your songs out into the world.

Presented by:



From synchronisation to co-writing, we look at how songs can be at the heart of your international career.

Anthony Healey (APRA AMCOS)  
David Goldsen (Warner/Chappell, Inc.)  
Karyn Rachtman (Mind Your Music/One Gazillion Inc.)  
Mark de Jong (Smoke Music)  
Paul McLaney (Native Tongue Publishing)

12:05pm  
Room 10  
60 mins

**OVER THE DITCH**

It's almost as close (and sometimes the same airfare cost) as touring other cities in New Zealand – but it's a very different market. We take a look getting started in Australia from the perspective of the people who know all about labels, touring, media & festivals – and a DIY local shares their experiences.

Aaron Curnow (Spunk Records)  
Guy Blackman (Chapter Music)  
James Stuteley (Carb On Carb)  
Larry Heath (The AU Review)  
Will Watson (Paper Shoes)  
Woody McDonald (Meredith Music Festival & Golden Plains)

1:05pm  
Room 6  
10 mins

**TOOLS OF THE TRADE:** Getting Distributor Ready

A quick fire rundown of which parts and tools you need to have ready for a distributor to enable them to do the best job they can for you.

Phil Waldorf (Secretly Group)

1:15pm

**LUNCH BREAK** – 45 mins

# saturday 5 september

2:00pm

Room 10  
60 mins

Presented by:



**DIGITAL MARKETING 2015**

Listicles are so 2014 – but curated playlists are being talked about everywhere. We deliberate the newest platforms, strategies, buzz-words and tactics for spreading the word about your band – and why you shouldn't forget about YouTube just yet.

Brendan Smyth (NZ On Air)  
Jacob Daneman (Pitch Perfect PR)  
Larry Heath (The AU Review)  
Mark Meharry (Music Glue)  
Nicky Harrop (Digital Media Trust)  
Stephen King (Believe Digital)

3:10pm

Room 10  
30 mins

**TOOLS OF THE TRADE: Outward Sound**

An overview of the Outward Sound international music market development scheme and the application process.

Alan Holt (NZ Music Commission)

3:40pm

**AFTERNOON BREAK** – 20 mins

4:00pm

Room 10  
60 mins

Presented by:



**BUILDING YOUR BAND THROUGH FESTIVALS AND TOURING**

The habits of music fans may be changing – but many are still committed to the live music experience. For artists looking to take their music to the world, touring and playing festivals can be central to going global. We discuss how to score those all important booking agents & festivals.

Jacob Daneman (Pitch Perfect PR)  
Jane Blondel (Songs For Children)  
Lynne Christie (Rippon Festival)  
Meredith Fraser (Panachebooking)  
Will Watson (Paper Shoes)  
Woody McDonald (Meredith Music Festival & Golden Plains)

5:00pm:



**MUSIC GLUE MIXER AT BARRIO**  
44 Ponsonby Road

# 2015 speakers

**AARON  
CURNOW**  
(AUS)



**Founder / Owner  
Spunk Records**

Web: [spunk.com.au](http://spunk.com.au)  
Twitter: @Spunk\_Records

Aaron Curnow is the founder/owner of Spunk Records. Since its inception, Spunk has released nearly 500 records from a large range of artists including Mac Demarco, Bill Callahan, Bat For Lashes, Ty Segall etc.

With a passion for discovery of local NZ talent, Spunk's Australasian artists include Tiny Ruins, Aldous Harding, Yumi Zouma, Nadia Reid & New Gum Sarn.

**ANTHONY  
HEALEY**  
(NZ)



**Director, NZ Operations  
APRA AMCOS**

Web: [apra.co.nz](http://apra.co.nz)

Ant Healey is the Head of New Zealand Operations at APRA AMCOS, which represents over 80,000 New Zealand and Australian music writers and publishers.

Anthony is also a Trustee of the Centre for NZ Music and the New Zealand Music Foundation.

**BEN  
HOWE**  
(NZ)



**General Manager  
Flying Nun Records /  
Arch Hill Recordings / Flying Out**

Web: [flyingnun.co.nz](http://flyingnun.co.nz)

Ben Howe established the NZ independent label Arch Hill back in 1999 and he is also a partner in Aeroplane Music Services and Arch Hill Music Publishing.

In his spare time he is the General Manager of Flying Nun Records - when he is not serving on the Board of the NZ Music Commission and running the Flying Out store.

**CRAIG  
PEARCE**  
(NZ)



**Artist Manager  
Triple M Management**

Twitter: @phoenixfound

Craig Pearce is the Co-Manager and Tour Manager of The Black Seeds and Manager of The Phoenix Foundation. With numerous international tours to Europe, US, Canada, the Pacific, Australia, as well as NZ under his belt, he is a go-to guide for festivals, and deserves a medal for his numerous dealings with the US Visa office!

He is a self-confessed spreadsheet geek who loves nothing more than "finding" royalties when he is having a bad day at work.

**BRENDAN  
SMYTH**  
(NZ)



**Music Manager  
NZ On Air**

Web: [nzonir.govt.nz/music](http://nzonir.govt.nz/music)  
Twitter: @nzonairmusic

Brendan is part of the Senior Leadership Team at broadcast funding agency, NZ On Air.

He has been with NZ On Air since it was established in 1989. He set up and currently runs NZ On Air's music funding and promotions schemes. In 2011, he was awarded an MNZM - Member of the New Zealand Order of Merit - for services to music.

**CUSHLA  
ASTON**  
(NZ)



**Artist Manager  
Aston Rd**

Web: [astonroad.com](http://astonroad.com)

Cushla Aston is the founder of Aston Rd, a boutique management company who look after soul artist Louis Baker, internationally acclaimed Weissenborn artist Thomas Oliver and alt-beatmaker Estère. In the last four years Cushla has also worked with notable independent platinum selling acts like Fat Freddy's Drop, Kora and Trinity Roots. Cushla sits on the executive committee for the MMF and on the Board of IMNZ.

**ALAN  
HOLT**  
(NZ)



**Export Coordinator  
New Zealand Music Commission**

Web: [nzmusic.org.nz](http://nzmusic.org.nz)  
Twitter: @newzealandmusic

Alan Holt is the Export Coordinator for Outward Sound at the New Zealand Music Commission, a government-funded agency committed to supporting NZ music businesses.

Outward Sound undertakes projects and partnerships aimed at exporting NZ music and assisting music businesses in working internationally.

**ASHLEY  
PAGE**  
(NZ)



**Artist Manager  
Page One Management**

Twitter: @page1management

Ashley Page owns and runs Page One Management where he manages Joel Little, BROODS, Jarryd James and Alex Hope. He also co-owns the Dryden Street label, home to both BROODS and Jarryd James. His career stretches back over 20 years, having previously been head of A&R at Warner Music NZ, FMR/Flying Nun, and International Promotions Manager at Mushroom UK.

**CATH  
ANDERSEN**  
(NZ)



**Chief Executive  
NZ Music Commission**

Web: [nzmusic.org.nz](http://nzmusic.org.nz)

The NZ Music Commission is a government funded arts agency that undertakes projects in NZ and abroad.

The Music Commission runs NZ Music Month, funds international projects through the Outward Sound programme, has resources and services available to support musicians and industry professionals; and also works with the Ministry of Education to deliver NZ music programmes into schools.



**DAMIAN VAUGHAN**  
(NZ)



**CEO**  
**Recorded Music NZ**

Web: [recordedmusic.co.nz](http://recordedmusic.co.nz)

Recorded Music NZ is the non-profit industry representation and licensing organisation for recording artists and record companies. It focuses in three main areas: Member Services including the Vodafone NZ Music Awards, the weekly Official NZ Top40 Charts and the Music Grants programme; Collective communication and broadcast licensing of sound recordings as well as joint public performance licensing via OneMusic; and as Pro-Music dedicated to protecting and promoting the interests of artists and labels.

**GUY BLACKMAN**  
(AUS)



**Founder / Label Owner**  
**& Journalist**  
**Chapter Music**

Web: [chaptermusic.com](http://chaptermusic.com)  
Twitter: @ChapterMusic

Guy Blackman is a musician, music manager, journalist and co-director of long-running Australian label Chapter Music which began in Perth in 1992 and has amassed a catalogue of over 120 releases by the likes of Twerps, Dick Diver, Laura Jean and Jonny Telafone, plus reissues of Australian post-punk, Japanese folk, gay rock pioneers and 70s psychedelic heroes. Guy also co-manages guitar pop band Twerps, is a musician, and has written for the Age, Sydney Morning Herald, The Australian and elsewhere.

**DAVID GOLDSN**  
(USA)



**Director of A&R**  
**Warner/Chappell Music, Inc.**

Web: [warnerchappell.com](http://warnerchappell.com)

Based in Warner/Chappell's New York office, David Goldsen signs new talent and works closely with songwriters and artists across the Warner/Chappell roster.

He signed and works with Vance Joy, and is also focused on building up the New York writer and producer contingent, as well as Warner/Chappell's international artist roster.

**HENRY COMPTON**  
(AUS)



**Director, Australia & New Zealand**  
**The Orchard**

Web: [theorchard.com](http://theorchard.com)

Henry covered a lot of bases before joining The Orchard – including work in bookings & promotions, artist publicity, label management, radio, acquisitions, retail & online marketing, artist management, strategy & planning for companies such as Inertia and Other Tongues. A passionate advocate, he is currently Director of AUS & NZ business for The Orchard.

**JACOB DANEMAN**  
(USA)



**Publicist**  
**Pitch Perfect PR**

Web: [pitchperfectpr.com](http://pitchperfectpr.com)  
Twitter: @IJamEcono

National Publicist for artists such as Parquet Courts, Todd Terje, Wild Beasts, Temples, Sharon Van Etten, Quilt, Burger Records, Protomartyr, and many more and festivals such as Pitchfork Music Festival, Pickathon, Burgerama.

Also handles comedy PR for Tim & Eric, Kyle Kinane, and Scharpling & Wurster. Enjoys snacks.

**JAMES STUTELEY**  
(NZ)



**Musician**  
**Carb on Carb**

Web: [carboncarb.bandcamp.com](http://carboncarb.bandcamp.com)

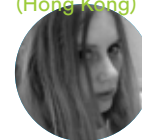
James Stuteley is 1/2 of Auckland band Carb on Carb. He has booked and managed many DIY tours, including 2 Australian tours so far in 2015. The band have recently released a 12" album with Australian label Black Wire Records, via Toothache Splinter in Malaysia and Ronald Records in the USA. Carb on Carb will be undertaking a 5 week tour of the USA at the end of 2015.



**“The Going Global showcase opened up some really positive things for us. Thank you.”**

— Hollie Fullbrook (TINY RUINS)

**JANE BLONDEL**  
(Hong Kong)



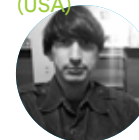
**Booking Agent / Founder**  
**Songs For Children**

Twitter: @janeblondel

Songs For Children is an independent music promotions company that began six years ago as a DJ night after Jane moved from the UK to Hong Kong & missed the indie scene.

Songs For Children grew to hosting international acts such as The Jesus and Mary Chain, Dinosaur Jr, Slowdive, Happy Mondays, Washed Out, Best Coast, The Drums, Deerhoof & many more. Jane also books shows throughout Asia & recently started a record label, Records for Children.

**LIO KANINE**  
(USA)



**Co-Owner / A&R / Sales**  
**Kanine Records**

Web: [kaninerecords.com](http://kaninerecords.com)  
Twitter: @kaninerecords

Lio has worked in pretty much every aspect of the music business - from working in small indie record stores, running club nights, managing bands, A&R and Sales at various indie labels, to working in distribution. His label Kanine Records, based in Williamsburg, Brooklyn, NY since 2000, has released debut efforts from indie greats like Grizzly Bear, Chairlift, Surfer Blood and Braids.



**KARYN RACHTMAN**  
(USA)



**Music Supervisor / Producer**  
Mind Your Music /  
One Gazillion, Inc.

Twitter: @KarynRachtman

Karyn Rachtman is best known as Music Supervisor and/or Producer on the Soundtrack Albums for some of the most critically acclaimed films of our time including Pulp Fiction, Boogie Nights, Clueless, Moulin Rouge and Office Space, to name a few. The films she has served as music supervisor and/or executive soundtrack producer for have collectively sold more than 50 million copies in the United States alone.

**LYNNE CHRISTIE**  
(NZ)



**Founder/Director**  
Lake Wanaka SouNZ Incorporated

Web: [ripponfestival.co.nz](http://ripponfestival.co.nz)  
Twitter: @ripponfestival

Founder and Director of NZ's longest running Kiwi Music Festival (Rippon), Lynne is committed in her vision of NZ artists becoming a global economic force within the Creative Industries.

The not-for-profit body she has governed since 1997 (Lake Wanaka SouNZ Inc), also hosts the YAMI (Youth & Adults in the Music Industry) Summit and Sounz Forza Workshops in Wanaka.

**LARRY HEATH**  
(AUS)



**Founder and Editor-in-Chief**  
The AU Review

Web: [theaureview.com](http://theaureview.com)  
Twitter: @theaureview

Larry Heath is the founder and editor-in-chief of the popular independent music & arts outlet The AU Review which reaches over 3 million people a month – bringing the music of the world to the ears of his Australian readers. Larry has published four music related books; runs a regular live acoustic session series; has spoken at world events from SXSW to Music Matters, Singapore; and launched the Music Video Festival "Captured".

**MARK DE JONG**  
(NZ)



**Founder**  
Smoke Music

Web: [smokemusic.co.nz](http://smokemusic.co.nz)

In 2010, Mark was awarded a Queen's Service Medal for services to music, for his work founding and running Parachute Festival. In 2014, Mark set up Smoke Music, a full service venture spanning artist management and commercial music services. Smoke's roster includes Ruby Frost, The Soorleys, Mae Valley, Brendon Thomas and The Vibes and Nakita Turner. Smoke's artists are now working with songwriters from Stockholm to Nashville in the pursuit of the perfect tune.

**MARK MEHARRY**  
(UK)



**CEO**  
Music Glue

Web: [musicglue.com](http://musicglue.com)

Mark is the founder & CEO of Music Glue, a London based Direct-to-Fan platform that empowers artists of all sizes to become global retailers. Music Glue allows artists to sell any product (digital content, physical items, experiences or tickets) to anyone, anywhere, in any currency and via any device. With offices in London, New York & Sydney, Music Glue is now experiencing exponential growth and is the preferred D2F supplier for Bryan Ferry, Mumford & Sons, Neil Finn, Jose Gonzalez and over 20 thousand other artists.

**MATTHEW DAVIS**  
(NZ)



**Label Manager**  
Flying Nun / Flying Out

Web: [flyingout.co.nz](http://flyingout.co.nz)  
Twitter: @FlyingOutMusic

Matthew Davis is the Chair of IMNZ and has been involved in music for over 10 years. He spends most days as Label Manger for Flying Nun Records and running their store & distributor, Flying Out. This sees him working new releases, catalogue re-issues with bands such as The Clean, The Chills, Chris Knox, The Bats, Grayson Gilmour and more.

**MEREDITH FRASER**  
(USA)

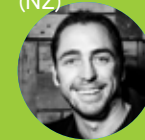


**Booking Agent**  
Panachebooking

Web: [panacherock.com](http://panacherock.com)  
Twitter: @panachepanache

Meredith Fraser is a booking agent from New Orleans, LA. She has been working in the music industry since her late teens while also developing a career in the Hollywood film industry. Meredith also runs a small New Orleans based record label called Pizza Burglar Records. She's joined the music industry full time representing artists like Marnie Stern, La Luz, U.S. Girls, Destruction Unit, Ex-Cult, Juan Wauters, and more.

**MIKEE TUCKER**  
(NZ)



**Head of Content**  
BABOOM

Web: [baboom.com](http://baboom.com)

Head of Content at BABOOM. Previously with Nine Entertainment. Founder of Loop Recordings Aot(ear)oa & co-founder of music collective Fly My Pretties.

**NICKY HARROP**  
(NZ)



**Development Manager**  
Digital Media Trust

Web: [audioculture.co.nz](http://audioculture.co.nz)  
Twitter: @nickyhzn

Nicky Harrop is currently developing the music industry major for Massey University's new Bachelor of Commercial Music degree, and is involved in content and social media strategy for websites NZ On Screen and AudioCulture. Nicky has a record company background, and has held roles in publicity, label management and marketing, representing a wide variety of artists. She also has experience in live events, sponsorship and artist development.

**PAUL McLANEY**  
(NZ)



**Publisher / Musician**  
Native Tongue Music Publishing

Web: [nativetongue.co.nz](http://nativetongue.co.nz)

Paul is a publishing manager, composer, singer and guitarist. Currently serving as the Writer Relations Manager for Native Tongue Music Publishing, he is the Deputy Chair of NZ Music Commission, and is also Deputy Chair of Atamira Trust Board. McLaney composes for theatre / dance and has released albums under his own name and under the moniker 'Gramsci'.

**PETER BAKER**  
(NZ)



**General Manager**  
**DRM NZ / Rhythmethod**

Rhythmethod has grown into NZ's largest & most successful independent distributor. Managing Director / Owner Peter Baker has overseen release campaigns from multi-platinum selling acts The Black Seeds, Fat Freddy's Drop, Shapeshifter, Tiki and Flight Of The Conchords. Fat Freddy's Drop debut album Based On A True Story has sold over 140,000 copies, currently 9 times Platinum and is New Zealand's highest selling independent local release. Peter is the General Manager for Digital Management Rights NZ.

**SCOTT MUIR**  
(NZ)



**Artist & Venue Manager**  
**Dunedinmusic.com**

Web: [dunedinmusic.com](http://dunedinmusic.com)  
Scott Muir manages the live music venue Refuel, as well as prominent Dunedin bands The Chills and The Verlaines, and mentors many others. Muir is one of the people behind the music resource website DunedinMusic.com and he is the director of Far South Records. He serves on the Board of Independent Music New Zealand (IMNZ) as Deputy Chair; is a regional coordinator for the Music Managers Forum (MMF), and co-chairs the board of the Dunedin Fringe Arts Trust.

**PHIL WALDORF**  
(USA)



**Co-Founder**  
**Secretly Group**

Web: [secretlygroup.com](http://secretlygroup.com)  
Twitter: @deadoceans

Phil Waldorf co-founded the label Dead Oceans, a sister label to Jagjaguwar and Secretly Canadian. The three labels, with The Numero Group and SC Publishing, formally launched Secretly Group in 2013. The Secretly Group is home to such artists as Bon Iver, The War on Drugs, Unknown Mortal Orchestra, Antony, and Phosphorescent, among others. Waldorf focuses on A&R for Dead Oceans, and the business development of Secretly Group.

**SIMON BANKS**  
(UK / NZ)



**Artist Manager / Label Founder**  
**SB Global Entertainment**

"After time spent in the UK music business I started managing KT Tunstall - I did this for 13 years and guided her to 5 million album sales (several times platinum in NZ), 4 Brit nominations (1 award), a Grammy nomination, an Ivor Novello award, and the Mercury Music Prize. I personally picked up a Manager of the Year award and had 6 top ten UK albums across my artist roster. Now based in New Zealand where I maintain my management company and recently started a JV label with Universal Music NZ." - Simon Banks

**"...a fun and collaborative atmosphere."**

— Jon McIlldowie (Festival Republic UK)



**STEPHEN KING**  
(UK)



**Chief International Officer**  
**Believe Digital**

Web: [believedigital.co.uk](http://believedigital.co.uk)

Stephen has more than 30 years of senior industry experience in the artist management field previously representing the likes of The Lighthouse Family, Dina Carroll, Urban Species, and set up Creation Management with Alan McGee in 2002. Creations impressive roster included Mogwai, The D4, The Charlatans, The Libertines, The Beta Band, The Kills and Mew. Stephen simultaneously ran Poptones Records and consulted to The Hives.

**WILL WATSON**  
(AUS)



**Founder / Booker**  
**Paper Shoes Music**

Web: [papershoesmusic.com](http://papershoesmusic.com)

In January 2014 Will Watson founded the boutique bookings and touring agency, Paper Shoes Music, focusing on folk, surf, reggae & conscious music. This year the agency has signed 4 great Australian artists to long term booking deals; curated over 25 tours including 2 international artists; expanded into New Zealand touring, as well as booking 800 capacity Brisbane venue THE TRIFFID. With no signs of slowing down, Will is a devoted musician, businessman and most importantly, a music fan.

**VICKY BLOOD**  
(NZ)



**Chairperson**  
**NZ Music Commission**

Web: [nzmusic.org.nz](http://nzmusic.org.nz)

Vicky has had a 30+ year career in music – mostly in London. During the 1990s she was Head of Marketing at BMG UK, working with major artists like Annie Lennox & Take That. In 1997, she co-founded Byrne Blood, selling 20+m records with Steps and A1. 'Semi-retiring' to NZ in 2004, Vicky soon found herself developing the career of Gin Wigmore and managing her until 2010, when Gin moved to the USA. Vicky has also acted as A&R/development consultant to Sony and Universal NZ (primarily on Lorde).

**WOODY McDONALD**  
(AUS)



**Music Director**  
**Meredith & Golden Plains Festival**

Web: [mmf.com.au](http://mmf.com.au)

Woody McDonald is music director for Meredith & Golden Plains festivals. Recently hailed by The Guardian as "Australia's best festival" Golden Plains is in its 10th year while Meredith turns 25 in December.







# GOING GLOBAL™

MUSIC SUMMIT

is proudly brought to you by:

Independent Music New Zealand in partnership with the NZ Music Commission and is supported by NZ On Air, APRA AMCOS and a Recorded Music NZ Music Grant.



With thanks to:

