

GOING  
GLOBAL™  
MUSIC SUMMIT



# GOING GLOBAL

MUSIC SUMMIT



## 2017 PROGRAMME



# GOING GLOBAL PRESENTS

12 ARTISTS ACROSS THREE STAGES

**HERRIOT ROW • CIARAN MCMEEKEN  
GRAEME JAMES • OCTOBER  
ALIEN WEAPONRY • SILICON • TEEKS  
HA THE UNCLEAR • ESTERE  
THE MILTONES • YUKON ERA  
SOCCERPRACTISE**

**FREE TO ALL GOING GLOBAL  
WEEKEND PASSHOLDERS.  
\$20 PUBLIC TICKETS AVAILABLE  
THROUGH UNDER THE RADAR  
OR ON THE DOOR.**

**SATURDAY 2 SEPTEMBER 2017 FROM 6:30 PM TO 11:00 PM  
WHAMMY BAR / WINE CELLAR / WHAMMY BACKROOM  
183 KARANGAHAPE ROAD, AUCKLAND**

**ALL BANDS ARE PERFORMING 20 MINUTE SHOWCASE SETS.**

## WELCOME TO THE GOING GLOBAL MUSIC SUMMIT 2017

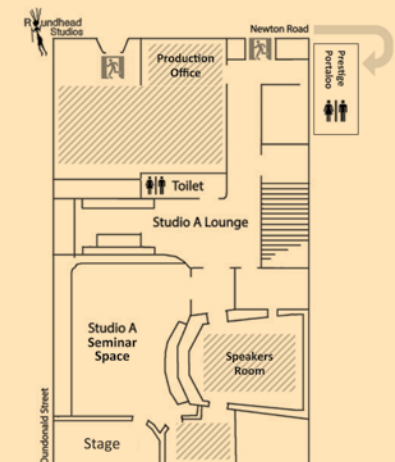
**THIS IS THE SEVENTH ANNUAL GOING GLOBAL MUSIC SUMMIT, BRINGING SOME OF THE BEST THINKERS IN MUSIC TO NEW ZEALAND FOR TWO DAYS OF SEMINARS, WORKSHOPS AND NETWORKING.**

**GOING GLOBAL IS A UNIQUE OPPORTUNITY FOR ANY LOCAL ARTIST, MANAGER, PUBLICIST, A&R, PRODUCER, MUSIC WRITER, RECORD LABEL AND VENUE MANAGER TO CONNECT WITH INTERNATIONAL BOOKING AGENTS, SYNCH LICENSORS, INTERNATIONAL MEDIA, PR EXPERTS, ARTIST MANAGERS WITH INTERNATIONAL EXPERIENCE AND THOSE WORKING FOR THE FAST-MOVING LIVE AND DIGITAL MUSIC PLATFORMS.**

**THE GOING GLOBAL MUSIC SUMMIT IS PROUDLY BROUGHT TO YOU BY INDEPENDENT MUSIC NEW ZEALAND (IMNZ), IN PARTNERSHIP WITH THE NZ MUSIC COMMISSION AND AUCKLAND TOURISM, EVENTS AND ECONOMIC DEVELOPMENT (ATEED), AND IS SUPPORTED BY APRA AMCOS, NZ ON AIR AND A RECORDED MUSIC NZ MUSIC GRANT.**



**LOWER LEVEL**



**GROUND LEVEL**

## STUDIO A

## THE BRICK ROOM

## THE WORKSHOP

10:00AM

**Welcome from IMNZ & Music Commission**

10:10AM  
20 MIN

**The Market Today.** We present the latest NZ music market information and look at some of the trends of the music industries economic contribution.

10:30AM  
60 MIN

**Keynote: Alison Wenham (UK) interviewed by Lars Brandle (AU).** The CEO of WIN (World Independent Network) will present her observations on the opportunities and issues for the global music sector. Alison will then be joined by Lars to discuss the evolution of the music industry since she founded AIM (Association of Independent Music UK) in 1998.

11:30AM **BREAK**

11:45AM  
30 MIN

**The Independent State of Chile: Nathaniel Sprague (CHL), Victor Butron (CHL), Oliver Knust (CHL) chaired by Roberto Mukai (NZ/BRA).** Latin America has been called the music industry's next frontier, with the market being the fastest growing in the world at 12% last year. Chile is the sixth biggest country in the region, and firmly established as the home of a vibrant independent and DIY scene – from pop to indie and dance. Our guests discuss opportunities for NZ artists in this fascinating country.

**Unlocking Australia: Andrew Stafford (AU), Catherine Haridy (AU), Maggie Collins (AU), Matthew Rogers (AU), Matt Walters (AU) chaired by Antonie Tonnon.** The widely publicised issues in the Sydney live music scene may make you think Australia is becoming less music friendly – but for fans, nothing could be further from the truth. We discuss what is working in Australia today and what's new in their music market.

**Spotlight on: Singapore with Keith Tan (SG).** Singapore is a key gateway territory for those who want to become established in the Asia Pacific region. This island nation has a thriving music scene, with high levels of digital engagement and a fast growing live music sector. Keith will discuss how to approach this unique market.

12:35PM **LUNCH BREAK**

## STUDIO A

## THE BRICK ROOM

## THE WORKSHOP

1:30PM  
60 MIN

**Brave New Worlds – New Approaches to Releasing Music: Andrew Jervis (USA), Ben Swanson (USA), Bill Roe (USA), Jane Abernathy (USA), Stuart Meyer (USA) chaired by Mikee Tucker (NZ).** Discussing fresh, innovative ways that labels and artists can get their music out to the great wider world, and have it make meaningful impacts & find their audience in 2017 and beyond.

**Visas & Work Permits: Marshall Betts (USA), Sam Wald (AU), Olivia Young (NZ) chaired by Caroline Stone (NZ).** If you are going to work in other countries, there is a good chance you will need a visa or work permit. What is the process and time frame for getting it underway?

2:30PM **BREAK**

3:00PM  
30 MIN

**Listen To Me – Cutting Through The Noise: Andrew Stafford (AU), Lars Brandle (AU), Mel Brown (UK) chaired by Nicole Thomas (NZ).** It is vastly easier to get your music out into the world these days – but how do you get it heard? Our two journalists and PR specialists discuss strategies to entice the media to pay attention to your releases and publicity.

**Managing to Go Global: Maggie Collins (AU), Jake Friedman (USA), Keith Tan (SG), Paul Adams (USA) chaired by Teresa Patterson (NZ).** Guiding an artist's career from domestic achievement to the world stage is the goal for many managers. Our panel will talk about the groundwork they undertake as managers to lay the foundations for their artists in offshore markets.

**Spotlight On: Getting the Best from Bandcamp with Andrew Jervis (USA) and Will Evans (AU).** Bandcamp is a direct-to-fan sales platform, which puts control in the artist's hands. It is widely used in New Zealand already – hear the tips on making the best use of the service.

4:00PM  
30 MIN

**Let's Be Remarkable - Treating The Creative Process With The Reverence It Deserves: Graham Ashton (AU) with Jon Toogood (NZ), Marlon Gerbes (NZ) and Nicole Duckworth (NZ).** The theme of this panel is to explore ways to create an emotional connection with your audience. It feels like now is the time in music when it's easiest to be competent and hardest to be remarkable. Let's be remarkable.

5:00PM **MIXER** The Orchard / Loop @ Uptown Freehouse

# SATURDAY SEPTEMBER 2ND

## STUDIO A

## THE BRICK ROOM

## THE WORKSHOP

## STUDIO A

## THE BRICK ROOM

## THE WORKSHOP

10:00AM  
45 MIN

**Best Job Ever: Allysun Marshall (USA), Amine Ramer (USA) chaired by Sophie Buberly (NZ).** Our synchronisation specialists take you through some of their favourite work, explaining the process from pitch to placement. They'll discuss the myriad of factors that went into their placements, such as – how nimble do artists and rights holders need to be when a synch licensing person comes calling? What do they consider artist placement success?

10:45AM  
45 MIN

**The Power of Playlists: Alicia Sbrugnera (AU), Amine Ramer (USA), Charles Kirby-Welch (UK), Mel Brown (UK) chaired by Sarah Pearce (NZ).** Music discovery for millions of fans is now directed through streaming platforms; being included on a high-profile playlist can expose you to millions of new fans and can change the course of an artist's career. Here we discuss the realities of this powerful force in music discovery and how to make playlists work for you, from different music market perspectives.

11:30AM  
BREAK

11:45AM  
45 MIN

**Booking A Booker: Jackie Nalpant (USA), Marshall Betts (USA), Sam Wald (AU), Travis Banko (AU) chaired by Mel Parsons (NZ).** It's hard to get a live career underway overseas without the assistance, contacts and local knowledge of a booker – but how do you get one? The panel talk about how they find new live talent and how they connect with artists.

**New Digital Trends: Andrew Jervis (USA), Charles Kirby-Welch (UK), Mel Brown (UK), Tom Mee (AU) chaired by Nicky Harrop (NZ).** The digital music space is evolving at pace with new services emerging constantly. Our guests will discuss the new tools and apps they are excited about, give examples of artists making the best use of data, and examine what they see as the developing trends in the ever-changing digital landscape.

**Spotlight On: Womens Public Speaking – workshop with Alison Wenham (UK).** Alison will present a short-course version of her UK training programme on presentation skills and confidence development tips, specifically designed to assist for public speaking and seminars.  
*Limited spaces available – please pre-register your interest at the Going Global Registration Desk.*

12:30PM  
LUNCH BREAK

1:30PM  
60 MIN

**Internationalising a Great Independent Label: Ben Swanson (USA), Bill Roe (USA), Matthew Davis (NZ), Matthew Rogers (AU), Oliver Knust (CH) chaired by Alison Wenham (UK).** Once you are established in your home territory, there is a big wide world out there full of opportunities and potential hazards. Our panel discusses the planning and partnerships you could consider when it's time for your business to go global.

2:30PM  
BREAK

3:00PM  
30 MIN

**The Next Big Thing: Allysun Marshall (USA), Jackie Nalpant (USA), Jake Friedman (USA), Travis Banko (AU) chaired by Pennie Black (NZ).** We're pretty forward-thinking here in NZ, and we're always curious about what's coming over the horizon – and whether we are going to be prepared. What's the next big thing? Where do you see the music market being in five years time, or ten years? Are new trends emerging in music delivery or live performance that should be addressed?

**SONGHUBS – On Collaboration: Catherine Haridy (AU), Paul Adams (USA), Possum Plows (NZ) chaired by Victoria Kelly (NZ).** The C Word. It's becoming more common in New Zealand, but has not always been the norm. Our guests talk about the art of collaborating with other songwriters and producers to take your music to the next level on the world stage.

**The Heart of A&R: Ashley Page (NZ), Jane Abernathy (USA), Stuart Meyer (USA) chaired by Victoria Blood (NZ).** It was traditionally the role of discovering and overseeing the development the artist – how has technology impacted this process? Has the digital age changed how A&R staff find bands – and how bands find them? We discuss what is at the heart of A&R in 2017.

**Spotlight On: Deluge – Synthstrom Audible Demonstration with designer Rohan Hill & project manager Ian 'Blink' Jorgensen. Featuring a live performance from special guest, Anthonie Tonnon.** Three years in the making, Deluge is a New Zealand designed and made all-in-one, stand-alone, portable synthesizer, sequencer and sampler designed for the creation, performance and improvisation of electronic music.

4:00PM  
SPEED NETWORKING

5:15PM  
MIXER  
Sounds From Chile @ Uptown Freehouse

6:30PM  
GOING GLOBAL PRESENTS  
Wine Cellar & Whammy Bars - First act 7:00pm sharp

## ALISON WENHAM CEO, WIN, UK - KEYNOTE SPEAKER



Alison has spent over 35 years working in the music industry, and is one of the most experienced and well-known practitioners in the business. As the newly appointed full time CEO of the Worldwide Independent Network (WIN), Alison provides a collective voice and platform for independent music companies and their national trade associations. WIN's membership stretches across every continent, with trade associations in all the well-developed music markets taking a particularly active role: AIM (UK), A2IM (USA), AIR (Australia), CIMA (Canada), VUT (Germany), IMNZ (New Zealand), UFI (Spain), IMICHILE (Chile), ABMI (Brazil), with Impala representing the whole of Europe. Alison was Founder, Chairman and CEO of AIM from 1998 to 2016, and guided it through growth in membership, stature and influence. AIM members represent around 23% of the UK market, and independents are the acknowledged creative backbone of the industry, developing new trends, new artists and adopting new technologies ahead of the multinationals.

## ALICIA SBRUGNERA SENIOR MUSIC EDITOR, SPOTIFY, AU/NZ



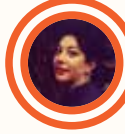
As Music Editor for Spotify Australia & New Zealand, Alicia works as part of a team of 80+ global curators who have created over 4,500 playlists (including staples like Today's Top Hits, Rap Caviar & New Music Friday), that cumulatively generate 1 billion streams per week for artists big and small. Alicia, who was most recently nominated #10 on The Music's 2016 Power 50, made her start in the music industry as Radio & Chart Manager at The Music Network and joined Spotify with over seven years experience as a music programmer for Mood Media, Viacom (MTV), and, most recently, Foxtel Music Channels.

## ALLYSUN MARSHALL LEAD CREATIVE, SUGAROO! MUSIC, USA



Allysun Marshall is one of the lead creatives at Sugaroo!, handling A&R, pitching, and clearance. She previously worked alongside Julia Michels at Format Entertainment and with Jackie Shuman, former Head of Sync at Crush Management. Additionally, Allysun worked in multiple facets of the music industry in Nashville, including artist management and promotion, social media and marketing, song plugging, and music merchandising. She hails from a family of professional musicians who ingrained in her a deep-rooted love for music and the arts.

## AMINE RAMER MUSIC SUPERVISOR, STATES OF SOUND, USA



As a music supervisor and consultant, Amine Ramer has influenced the sound and mood of feature films, documentaries and award-winning television series for nearly a decade. Ramer has worked with film and television heavyweights Lionsgate, HBO, Showtime, MTV, Netflix, Focus Features, Sony, Comedy Central and NBC among others. Amine is currently working on a docu-series for Netflix and has a new music supervision venture with Huw Stephens from BBC 1.

## ANDREW JERVIS CHIEF CURATOR, BANDCAMP, USA



Andrew Jervis is Chief Curator at Bandcamp, the online music community for artists, labels and fans. Overseeing label and artist outreach, he helps bring in music from all around the world. He works closely with labels to define new tools and features. He also hosts the Bandcamp Weekly show, combing through the site to present selections of amazing new music available on the site. Prior to Bandcamp Andrew had his fingers in many musical pies running Ubiquity Records, hosting a longtime radio show in San Francisco, DJing around the world, and writing and editing for various music publications.

## ANDREW STAFFORD FREELANCE JOURNALIST, THE GUARDIAN UK, AU



Andrew Stafford is a freelance journalist and the author of Pig City, a musical, political and social history of Brisbane, now in its third edition. In July 2007 the book was transformed into a key event as part of the Queensland Music Festival, headlined by the first performance by the original line-up of the Saints in nearly 30 years. His journalism appears in the Sydney Morning Herald, The Guardian, The Saturday Paper, The Monthly and more. He is also co-owner and founder of independent Brisbane label Pig City Records.

## ANTHONIE TONNON ARTIST, ANTHONIE TONNON, NZ



Anthonie Tonnon is a songwriter and performer from Dunedin. In 2015 he was a finalist for the APRA Silver Scroll and the Taite Music Prize. His album of that year, Successor, was released on Misra Records in North America, on folk singer Darren Hanlon's imprint, Flippin Yeah Records, in Australia, and on his own label, Canapé King Records, in New Zealand. Tonnon has toured an eccentric solo set widely around the USA, EU, and Australasia, often supporting other artists or doing tour swaps. His most recent tours have been with Nadia Reid through Europe, with The Veils in North America and Europe, and with The Chills in New Zealand.

## ASHLEY PAGE ARTIST MANAGER, PAGE ONE MANAGEMENT, NZ



Ashley Page owns and runs Page One Management where he manages critically acclaimed musicians, producers, and writers including Joel Little, Broods, Jarryd James, Sam de Jong and October. He also co-owns the Dryden Street label. 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.

## BEN SWANSON CO-FOUNDER, SECRETLY GROUP, USA



Ben Swanson is one of the founders of Secretly Group and has over the last 20 years overseen album campaigns with Anohni, The War on Drugs, Jens Lekman and Whitney among many more on the Dead Oceans, Jagjaguwar and Secretly Canadian labels. Based in Bloomington, Indiana, Secretly Group has independently developed a global operation with offices in London, New York, Los Angeles and Austin. More recently, Ben has partnered with Chicago's premier re-issue label The Numero Group; opened the vinyl plant Independent Record Pressing; as well as the publishing arm of the operation, Secretly Publishing.

## BILL ROE LABEL OWNER, TROUBLE IN MIND, USA



A Chicago, IL, resident since 1992, Bill Roe has been an active participant in the underground music scene since his teenage years growing up in Texas; either as a musician performing in bands, putting on shows or designing fliers and album art. He established Trouble In Mind Records with his wife Lisa Roe in August of 2009. Now 126 releases deep, the couple continue to maintain the label's DIY aesthetic.

## CAROLINE STONE PRINCIPLE, CAROLINE STONE LAW, NZ



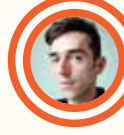
Caroline worked at a civil litigation firm in Auckland before working in Japan and New York, where she was admitted to the Bar in 1996. Caroline assisted in the set up of a New York creative agency and provided legal services to their represented visual artists and maintained a practice in US immigration law. Caroline has continued practising US immigration law in NZ and providing legal services to artists through the creative agency in New York, as well as working with several New Zealand artists and brands, helping them protect their intellectual property rights. Caroline has been on the board of Artists Alliance since 2014 and the Flying Nun Foundation since 2016 and is currently admitted to practise in the State of New York.

## CATHERINE HARIDY ARTIST & PRODUCER MANAGER, CATHERINE HARIDY MANAGEMENT, AU



In 2006, Catherine Haridy decided to make the move from labels to full-time artist management and founded the friendly empire. At present, Catherine Haridy Management's (CHM's) stable includes a roster of talented musical artists including Jebediah, Tigertown and Bob Evans along with some of Australia's brightest talents in music production and writing. Catherine was Chairperson of the Association of Artist Managers in Australia for 4 consecutive years and remains a board member, a former board member for the Community Broadcasting Foundation, is an APRA Ambassador, a board member on the Community Broadcasting Foundation and Support Act Limited.

## CHARLES KIRBY-WELCH FOUNDER, KARTEL MUSIC GROUP, UK



In 2004 Charles founded Kartel Ltd with a grand vision to build a disruptive and creatively-led management services company. In 2005 Kartel extended its management activities into record label services and handled the international release of the debut album from New Zealand band Fat Freddy's Drop. Charles aspires to be at the forefront of a progressive artist-led industry empowered by greater transparency, accountable service provision, innovative technology and allows professional creators to retain ownership and create profitable business models.



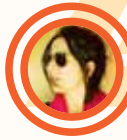
## GRAHAM 'ASHO' ASHTON DIRECTOR, FOOTSTOMP, AU

A favourite character from the Australian music scene, Asho, is returning to the Going Global Music Summit following a most excellent session last year as facilitator of a conference highlight conversation with Inertia head, Colin Daniels. With experience in A&R, Marketing, Promotions, Publicity, International Licensing and Sales, Asho started Footstomp Music in 2010 launching as a music services company specializing in artist, project and event management, label services and artist development. Footstomp currently manage Eden Mulholland and Tia Gostelov. Footstomp are now also bookers of a number of Brisbane's top venues and Asho was an Executive Programmer for Australia's music summit mecca, BIGSOUND. Asho takes great pleasure in sharing his passion for music and is proud to have worked closely with hundreds of artists including the likes of Robbie Williams, Powderfinger, The Living End, Paul Kelly, The Go-Betweens and Mumford & Sons.



## IAN JORGENSEN FOUNDER, A LOW HUM, NZ

Ian is a vastly experienced project manager having organised, promoted and produced a dozen multi-stage music festivals, including the renowned "Camp A Low Hum" and produced and managed 515 concerts in New Zealand, touring over 70 bands throughout the country also tour-managing multiple artists through a further 25 countries. As a record label and publisher he has released over 50 albums in various formats manufactured in numerous countries (cassette, vinyl, DVD, CD) and published over 50 books including a ten book box set. As well as working with Synthstrom Audible, Ian is a lecturer at Massey University in Wellington, teaching several papers in the Bachelor of Commercial Music.



## JACKIE NALPANT BOOKING AGENT, PARADIGM TALENT AGENCY, USA

Jacqueline Nalpant hails from Merrick, NY, also home of Debbie Gibson. Nalpant worked at Island Records, various clubs and then at Manage This! before settling down at Monterey Peninsula Artists, and has remained with the company through its transition into Paradigm Talent Agency. Her client roster includes Tash Sultana, Middle Kids, Vulfpeck, Walk the Moon, Cold War Kids, Local Natives, Dr. Dog, Sylvan Esso, FIDLAR and others. She prides herself in Artist-development and a personal approach to the booking process.



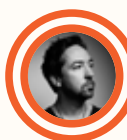
## JAKE FRIEDMAN ARTIST MANAGER, WE ARE FREE, USA

Jake Friedman co-founded Lovepump United Records in 2004, while still in college in upstate New York. The label released albums and singles from Crystal Castles, HEALTH, Pictureplane, Deradoorian & Washed Out, among others. In 2011, he partnered with Jason Foster to form the management team We Are Free, which currently represents the artists Arlie, Beach House, Chairlift, DARKSIDE, Dave Harrington, DIIV, Evian Christ, Hundred Waters, Jacques Greene, Miya Folick, MNDR, Nicolas Jaar, Purity Ring, Sleigh Bells, Tanlines, TOMI, Weyes Blood, Wild Nothing & Yeasayer. Jake is currently producing the off-broadway show "In & Of Itself" created and starring Derek DelGaudio, directed by Frank Oz and featuring an original score from Mark Mothersbaugh.



## JANE ABERNETHY DIRECTOR OF A&R, 4AD, USA

Even as young as 14, Jane Abernethy knew she wanted to work in A&R. A passion for finding new music and working with artists has taken her from her roots in Scotland all the way to a Ghanaian radio station, The University of Westminster and 4AD in London and New York where she now resides with her husband in Brooklyn and works as Director of A&R for the label. As a scout she brought Bon Iver to 4AD and her current signings include tUnE-yArDs, Grimes, The Lemon Twigs & Pixx.



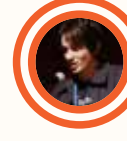
## JON TOOGOOD ARTIST, SHIHAD, THE ADULTS, NZ

Jon Toogood is the founding member of two bands, Shihad and The Adults, a solo artist, multi instrumentalist, radio presenter, mentor, theatre performer and voiceover artist. Shihad formed 25 years ago in Wellington New Zealand, and has since sold more than 250,000 albums with two albums certified double platinum and five albums certified gold in New Zealand and Australia. Jon has been awarded for 25 singles & most number 1 albums by NZ artists with 5 number 1 albums; written more NZ radio hits than any other artist in NZ music history; inducted into the NZ Rock'n'Roll Hall of Fame in 2010 with a Lifetime Achievement Award. Jon continues to mentor NZ high school music students for the NZ Music Commission.



## KEITH TAN FOUNDER/CEO, SLATE ENTERTAINMENT, SINGAPORE

Keith has over a decade of experience in the music business, spanning festival and venue programming and management, touring, artist management and development. Some of his key accomplishments include producing the Mosaic Music Festival (a 10-day music festival and one of the biggest music festivals in Singapore) and OVERDRIVE (which featured director/choreographer Wade Robson), developing the music programming at the Esplanade - Theatres on the Bay as well as conceptualising and launching TAB, one of the first-ever live music venues of its kind in Singapore (as well as Southeast Asia) in 2010. He founded a label services and music publicity firm in 2012 to help independent artists and labels develop and grow their businesses out in Asia. He founded Slate Entertainment in 2008 for international artists, management companies and booking agencies to grow their business in the Asia Pacific region. A management arm was added in 2012 to develop artists to prepare them for the global music stage.



## LARS BRANDLE BILLBOARD, AU

Lars Brandle has reported at the frontline of the international music industry for almost 20 years. A former musician, Lars joined the American music trade "bible" Billboard in 2000 and went on to serve as Global News Editor, based in London. Now Billboard's Australia correspondent and "overnight editor" for Billboard.com, Lars' voice has been heard on CNN, the BBC and ABC, American Public Media's Marketplace and South Africa's EastCoast Radio, and he has spoken at Midem in Cannes, Popkomm in Berlin, Amsterdam Dance Event, London's City Showcase and at music industry gatherings on both sides of the Tasman. His works have been published by Reuters, Media Week, Spin, and The Hollywood Reporter, and he has featured as a pundit in the Australian Financial Review, Business Review Weekly and Britain's The Independent.



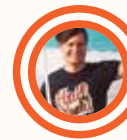
## MAGGIE COLLINS ARTIST MANAGER, BIGSOUND PROGRAMMER, TRIPLE J HOST, AU

Maggie Collins is a festival programmer, artist manager and radio broadcaster. She is the Executive Programmer for BIGSOUND in Brisbane, she manages multi-ARIA Award-winning party-thrash duo DZ Deathrays and with her radio hat on, she was Music Director at 4ZZZ before transitioning to triple j where she was a presenter for 6 years and is now presenting and producing for various shows across triple j Unearthed and Double J.



## MARLON GERBES ARTIST, SIX60, NZ

Marlon Gerbes was born and raised in Napier. While attending Napier Boys High School, he decided to pursue his love of music and learnt to play the guitar at an advance level. After studying mechanical engineering at Canterbury in Christchurch he moved to Dunedin to start his career at Fisher and Paykel. However in 2009 his life changed when he met the fellow members of SIX60. Marlon added his talent of playing the keyboard and guitar to the band. As time went on Marlon discovered his love of writing music and is now one of the main writers for SIX60 who to this date have had two albums reach No.1 on the New Zealand charts.



## MARSHALL BETTS BOOKING AGENT, PARADIGM TALENT AGENCY, USA

Marshall Betts has only had two jobs in his entire life, being a life guard and being a booking agent. He's been lucky enough to work in music for 10 plus years and has worked with a multitude of artists in different capacities from Guided By Voices, Yoko Ono, and Mastodon to Robyn, Veruca Salt, and Henry Rollins. Four years ago he joined The Windish Agency and remained with the company through it's transition into Paradigm Talent Agency. His client roster includes Courtney Barnett, Alvvays, Andrew W.K., Cloud Nothings, Preoccupations, Middle Kids, Methyl Ethel, Julia Jacklin, The Strumbellas and more.



## MATT WALTERS FOUNDER/DIRECTOR, PARLOUR GIGS, AU

Matt Walters spent 5 years as a recording artist with Universal Music, touring extensively in Australia & USA opening for artists such as Jeff Beck, Ben Folds & Tori Amos. While on a songwriting stint in Austin, Texas, Matt found himself broke and unable to get his next show in Nashville. He suggested playing a house concert in the house he was staying. The hosts invited their friends and charged \$10 a head. Matt played one of the best shows of his life and easily made enough money to get to Nashville. And Parlour Gigs was born. Parlour Gigs is a web platform that connects artists to audiences, empowering them to create unique entertainment experiences together. Parlour Gigs is now powering gigs all across Australia & New Zealand. Since launching in 2015, Parlour have facilitated over 750 gigs in Aus & NZ.



**MATTHEW DAVIS CO-CHAIR IMNZ,  
FLYING NUN RECORDS, FLYING OUT, NZ**

Matthew Davis is the current Chair of Independent Music New Zealand and has been involved in NZ music in some manner or other for more than 10 years. He spends most of his working day as Label Manger for Flying Nun Records and also running their store and distributor, Flying Out. This sees him work with both new releases, catalogue re-issues and bands such as The Clean, The Chills, Chris Knox, The Bats, Headless Chickens, Grayson Gilmour, Mermajdens, Fazerdaze and many more. A strong advocate for the development of NZ independent music, his daily routine contains such tasks as A&R and publicity through to packing records, working at the shop counter and coming up with impractical merch ideas.



**MATTHEW ROGERS CHIEF OPERATING OFFICER, UNIFIED, AU**

Matthew Rogers is the Chief Operating Officer of UNIFIED, one of Australia's fastest growing independent companies. As an entertainment lawyer he represented some of the most well known Australian labels and artists. Matt now oversees Australia's largest artist management group, a suite of online merchandise stores, a record label group including UNFD, ONETWO, NLV Records and Exist Recordings, a touring and events business and an award-winning boutique publishing catalogue. Matthew also serves as a board member on the AIR and WIN Boards.



**MEL BROWN OWNER, IMPRESSIVE PR, UK**

Mel Brown began working in PR at the age of 18, in 1988, for CBS Records (now Sony). She worked in-house at indie record labels East West and Arista/BMG before establishing Impressive PR in 1998, breaking the likes of Muse, Coldplay and Snow Patrol, amongst others. In addition to PR, Mel also offers project management by advising bands and management without labels, creating a strategy to break into the UK. Mel's love for comedy and entertainment resulted in the creation of a new department that looks after the cream of the comedy world as well as personal PR for actors / celebrities, tours and festivals.



**MEL PARSONS ARTIST, MEL PARSONS, NZ**

While Mel Parsons is first and foremost a songwriter and touring artist, a savvy head for business and the industry side of music has seen Parsons making a living full time in the music industry since her first independent release in 2009. With home as a hotel room and a suitcase, the award winning indie-folk singer tours relentlessly, with festival performances and shows throughout NZ and around the globe. The 2015 APRA Silver Scroll finalist is dynamite on stage and well recognised as one of New Zealand's established songwriting stars. Parsons is currently working on a new record following the release of her third full length album 'Drylands' to critical acclaim, winning the 2016 NZCMA Best Song; a VNZMA for Best Engineer; and the MMF Award for Best Independent Tour following performances at WOMAD (NZ), Woodford Folk Festival (AU), Folk Alliance International (US), and Byron Bay Bluesfest (AU), along with Canadian, European & NZ tours.



**MIKEE TUCKER CO-CHAIR IMNZ,  
FOUNDER LOOP RECORDINGS, NZ**

Founder of Loop - a label services, live booking & culture marketing company. Loop produces creative & intellectual content delivered via the mediums of music, film, art and events. Co-founder of multi-platinum selling music & art collective Fly My Pretties. NZ producer for Think INC (evenings with Steve Wozniak / Neil deGrasse Tyson / Jane Goodall). Previously worked a dual role at TEG as Marketing Director for Ticketek & Tour Manager for TEG Live co-producing shows such as One Direction. Previously at Kim Dotcom's 'fair trade streaming', direct-to-fan music platform BABOOM in which I co-developed the business model, content strategy and directed all legals.



**NATHANIEL SPRAGUE OWNER/MUSIC PRODUCER/ENGINEER,  
TINTA NEGRA [IMAGINE.RECORD], CHILE**

Nathaniel "Nate" Sprague is a musician, music producer and recording engineer with more than 10 years of experience in the production field. As a musician and entrepreneur, he has identified the power that music has to add enormous value to products, services and audiovisual productions offered around the world. Based on this, his goal is to bring the client's propositions to life and help them communicate their message in an effective and memorable fashion in order to reach their target market.



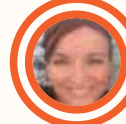
**NICKY HARROP MASSEY UNIVERSITY, AUDIOCULTURE, NZ**

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.



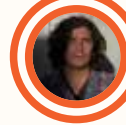
**NICOLE DUCKWORTH MANAGING DIRECTOR, THE DROP LTD, NZ**

Nicole is the Manager of the band Fat Freddy's Drop and Managing Director of the band's record label The Drop. Nicole has been with the band since their inception in 1999 and helped them develop into an international enterprise whilst retaining full control of all aspects of their business. Freddy's are now an established presence on the international touring circuit. They also continue to expand their acclaimed catalogue with album sales of over half a million and worldwide streaming now reaching around 6 million a month. Nicole brings an eclectic style to management with experience in business, teaching, philosophy and politics. She is particularly interested in Emotional Intelligence and the strengths this can bring to a large collective.



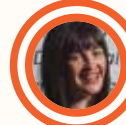
**NICOLE THOMAS OWNER, NICNAK MEDIA LTD, NZ**

After working in Publicity and Promotions with Warner Music New Zealand for eight years; and in the entertainment industry in New Zealand and Australia for more than 20 years; Nicole Thomas started her own company - NicNak Media - in August 2015. NicNak Media specialises in Entertainment Publicity, Promotions, Radio Plugging and Music Management.



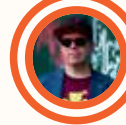
**OLIVER KNUST GENERAL MANAGER, IMICHILE, CHILE**

Oliver is the Director and founder of the record label Discos Rio Bueno and booking agency La Union. He has worked with over twenty bands for the past 10 years, for example: Astro, Como Asesinar a Felipe, Pedropiedra, and Los Jaivas. Also he is the founder and president of IMICHILE "Independent Music Industry Chile", trade association that brings together the leading companies in the Chilean independent music sector and is the executive director of the music conference and festival "Fluvial".



**OLIVIA YOUNG ARTIST MANAGER, THE MAPLE, NZ**

Olivia Young currently works as an arts consultant and artist manager in New Zealand and further afield. Liv's artist roster includes Aldous Harding and she has experience working in communications, marketing and project management across a number of large scale events - such as the New Zealand International Film Festival, Semi-Permanent, St Jerome's Laneway Festival, Silo Park and Auckland Art Week.



**PAUL ADAMS ARTIST MANAGER,  
NEW COMMUNITY MANAGEMENT, USA**

Starting his career in his native Manchester, Paul was a promoter during the height of "Mad"chester. A move to London followed to represent the careers of songwriters & producers before moving to New York to carry on in the same field and see hits with the likes of Radiohead, Jay Z, Justin Timberlake and many more. During this time, Paul also managed three album/international touring campaigns for superstars Duran Duran. Paul is also a successful DJ, spinning regularly in LA and New York as well as festivals internationally. Paul now runs the producer/songwriter division of New Community Management.



**PENNIE BLACK PENNIE BLACK ARTIST SERVICES, NZ**

Pennie previously working for 95bFM, NZ's largest student / independent radio station as Operations and Programme Director for over ten years. Passionate about local and alternative music, she now helps artists by assisting them via promotion, plugging, mentoring and business practices. Pennie also continues to host a weekly show on 95bFM.



**POSSUM PLOWS ARTIST, OPENSIDE, NZ**

Possum Plows sings in Auckland band Openside. The group's latest single release I Feel Nothing has just come out through Warner Music in New Zealand. Possum has a Bachelor of Music and won the University of Auckland Songwriter of the Year Award in 2014. Possum carries a torch for emo, loves Hamilton the musical and Disneyland, and fights for social justice.



## **ROBERTO MUKAI FOUNDER, MUCHO AROHA MUSIC, NZ/BR**

DJ Bobby Brazuka is the unofficial Brazilian ambassador of music and culture in New Zealand and also a great representative of the New Zealand musical style in his Motherland Brazil. This cultural exchange has been Bobby's passion for the last 12 years. Either throughout his radio show on George FM every Sunday night, djing in clubs and bars around New Zealand and Australia or doing his live outfit with his comrades Isaac Aesili and Jennifer Zea, aka Latinaotearora, in festivals around Australasia, Bobby has become an iconic persona in both Latin America and Oceania scenes.



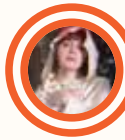
## **SAM WALD BOOKING AGENT, WME ASIA PACIFIC, AU**

Samuel Wald is an Agent at William Morris Endeavor, based in Sydney. Since 2008, Sam has worked in the entertainment industry in various capacities including artist management, tour management, talent buying, and promotion. Sam began working at WME's head office in Beverly Hills in 2010, before being recruited to the Sydney office (formerly Artist Voice) as an Agent in 2013. Sam's expertise in electronic music led him to be appointed the territorial agent for WME's Electronic roster in Asia, Australia and New Zealand. In addition to his territorial roster, Sam's clients also include ZHU, Gallant, Starley, Julia Jacklin, Jarryd James, Matoma, Elliphant, Porter Robinson, Hermitude, Gang of Youths, and some of New Zealand's most promising talent including Broods, Marlon Williams, Yumi Zouma, Leisure, Baynk, and TAPZ.



## **SARAH PEARCE NZ ON AIR, NZ**

Sarah assists with the screen funding rounds and is a specialist advisor for Music funding. She manages the music funding rounds including the New Music schemes (Single and Project) and NZ music features on all platforms. Sarah also prepares advice on funding proposals, and assists with policy and strategy reviews. Sarah has a background working with independent music artists, starting in the royalty and contract areas, before moving into business courses for artists, working in alternative radio, publicity, festival production and artist management. Sarah was the first female deputy chair of Independent Music New Zealand.



## **SOPHIE BURBERY ARTIST, LITTLE BARK, NZ**

Sophie Burberry loves synthesizers, electronic beats, melodic hooks and gnarley guitars. Musically she's best known by her moniker Little Bark, under which she's released two critically acclaimed albums. She's been compared to Kate Bush, Pet Shop Boys and Lykke Li. Her music has also had another life - being used on ads for well known brands, on TV series, documentaries and film.



## **STUART MEYER A&R/PRODUCTION, SUB POP, USA**

Stuart has been with Sub Pop since December 1997, celebrating 20 years in later 2017. In addition to being Sub Pop's production manager since 2000, he has worked with The Shins, Iron & Wine, Wolf Parade, Handsome Furs, The Head and the Heart, Washed Out, Shearwater, The Murder City Devils and Foals in an A&R capacity. Most recently, he brought Rolling Blackouts Coastal Fever to the label. Prior to Sub Pop, Stuart worked at Epic Records (1992-94), Atco/Atlantic Records (1989-92) and got his start at Billboard Magazine (1987-89), all based out of NYC.



## **TERESA PATTERSON ARTIST MANAGER, CRS MANAGEMENT, NZ**

Teresa started out 24 years ago working for major record labels - first at Polygram Records and then at Virgin Records. As an artist manager she has helped the careers of Scribe, Six60, I Am Giant, Elemeno P and Blindspott both in a management role and as their booking agent/promoter/tour manager for their local and international tours. For the last 10 years she has been on the local promoter team for the Big Day Out / Auckland City Limits and helped tour international bands in NZ like Snoop Dogg, Crystal Castles, Alabama Shakes, Odd Future, Bring Me The Horizon, Sleater Kinney, Flume & more. Teresa is also Chairperson of the NZ Music Managers Forum and last year won Industry Champion for her contribution to the NZ Music Industry via the MMF.



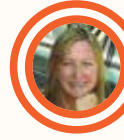
## **TOM MEE MANAGER, ARTIST & LABEL SERVICES, SPOTIFY, AU**

As Manager, Artist & Label Services, for Spotify Australia & New Zealand, Tom is responsible for working with record labels, industry bodies, managers and the creator community on marketing music releases to consumers, both on and off Spotify's platform. Tom previously worked at Universal Music Australia and Warner Music Australia in digital marketing and label management roles, and has ten years experience in digital marketing, digital account management and label management in recorded music; festival production and marketing, live production and audio engineering.



## **TRAVIS BANKO ARTIST MANAGEMENT LUNATIC ENTERTAINMENT, BOOKER LANEWAY FESTIVAL, AU**

Travis Banko splits his time in the music industry between booking/programming St. Jerome's Laneway Festival, artist management at Lunatic Entertainment, and as one of the curators for Red Bull Sound Select in Australia. On the artist management side, Travis manages emerging London based act DRELLER while also working across more established acts such as CHVRCHES, Gotye, The Temper Trap, Mansionair and D.D Dumbo.



## **VICKY BLOOD CHAIRPERSON, NZ MUSIC COMMISSION, NZ**

Victoria (Vicky) Blood has had a 30 year career in the international music industry - she was Head of Marketing and Creative Development at BMG/RCA Entertainment UK, working with Hall & Oates, Annie Lennox, M People, Take That and many other major artists. In 1997, together with Tim Byrne, Vicky established and managed the Byrne Blood Group, selling over 20 million records worldwide with artists Steps and A1. Relocating to NZ in 2004, Vicky found herself developing the career of Gin Wigmore and managing Gin until 2010. Vicky has also acted as A&R consultant on NZ#1 hit 'Girl in Stilettos' for Annah Mac (2012 Sony), and worked on artist development with Lorde for Universal Music NZ. She continues to voluntarily mentor several developing NZ artists. Vicky has been a Trustee of the NZ Music Commission since October 2010 and was elected Chair of the Board of Trustees in March 2013.



## **VICTOR BUTRON EXECUTIVE PRODUCER, AGENCIA NACIONAL DE EVENTOS, CHILE**

Business man with more than 15 years of experience, Master © in Protocol Management, Institutional Relations and Event Organization. Degree in Social Communication, Diploma in Strategic Communication and Corporate Social Responsibility, Diploma in Pedagogy in Higher Education. Executive Producer - Artistic General Producer of Events and Cultural Manager with extensive knowledge of the music and entertainment industry. Specialist in the creation of strategies of marketing, event production, product development and creation of trademarks. My main competencies have focused mainly as an advisor in communication and strategic planning, manager and developer of innovation projects, executive production and general production.



## **VICTORIA KELLY DIRECTOR OF MEMBER SERVICES, APRA AMCOS, NZ**

Victoria is well known in the New Zealand music industry for her work in both the contemporary classical world, as well as for her collaborations with some of the country's most well known songwriters. As well as serving as the Director of Member Services for APRA AMCOS NZ, she also works in composition for film and television, and has and won two New Zealand Screen Awards. She was the recipient of the inaugural APRA Best Original Music in a Feature Film. Victoria has collaborated with some of New Zealand's most renowned artists, including Neil Finn, SJD, Don McGlashan, Anika Moea and Shapeshifter. In 2011, Victoria was the Music Director for the Opening Ceremony of the Rugby World Cup, which saw her working with more than 1200 performers, musicians and volunteers. The ceremony was broadcast live to an estimated audience of 1 billion people.



## **WILL EVANS LABEL AMBASSADOR, BANDCAMP, AU**

Will Evans is the founder the independent record label and management company Zero Through Nine and over the past five years has worked as a label manager, A&R scout, booking agent, venue booker, tour manager, lecturer and bad DJ. Under ZTN, he has managed the careers of Japanese Wallpaper, Gabriella Cohen, Midlife and Lower Spectrum. Will has recently joined Bandcamp as the Label Ambassador for Australia and New Zealand.



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