

INDIE-CON AUSTRALIA

THE HINDLEY, ADELAIDE | JULY 26/27

A MESSAGE FROM THE PREMIER OF SOUTH AUSTRALIA

Music is in our DNA in South Australia. We host world class events and festivals throughout the year and we are thrilled to again be hosting Indie-Con, in conjunction with the Australian Independent Record Label's Association's Awards.

Coinciding with the Umbrella Winter City Sounds festival, which provides a platform for the local artist to showcase their talent through the live music industry, the coming together of these three exceptional events is a great testimony to Adelaide's status as a UNESCO City of Music.

From countless opportunities to build quality relationships, presentations and interviews with key industry players to live performances and music exhibits, Indie-Con adds to the buzz of our vibrant city.

With State Government support, South Australia's music scene continues to thrive, boasting an eclectic music scene, fantastic live music venues and a growing small bar scene that hosts gigs and performances every night of the week.

Whatever your taste in music, there is something for you to enjoy and I welcome you to Adelaide.

Steven Marshall MP
PREMIER



INDIE-CON AUSTRALIA CONFERENCE 2018

Indie-Con Australia is back for its second year in the UNESCO City Of Music and will once again be held in conjunction with the 2018 national AIR Awards.

Across the 2 days, AIR will be providing a conference that will address issues affecting independent artists and label businesses; empowering participants with insights into the latest innovations and technological advancements in products, services and strategies available to the independent music sector. It will also provide attendees with industry networking opportunities and the advancement of professional development, leadership and business performance skill.

► DAY 1 – 9:30AM: ARRIVE AND REGISTRATION

10:00AM WELCOME ADDRESS
Maria Amato (AIR GM) & David Vodicka (AIR Chair)

10:15AM - 10:30AM OPENING KEYNOTE: MOLLY NEUMAN (SONGTRUST)

10:30AM - 11:15AM IN CONVERSATION WITH MOLLY NEUMAN
with Portia Sabin (Kill Rock Stars/The Future Of What)

HQ - MAIN ROOM
Molly Neuman is the Global Head of Business Development at Songtrust, the world's largest global royalty collection service and publishing administrator. Prior to joining Songtrust, Molly was Head of Music at Kickstarter, Interim President and Vice President of A2IM and held senior roles in label relations at Rhapsody International and eMusic. She has served on the boards of SoundExchange and A2IM. Molly's career in music began as the drummer in Riot Girl band, Bratmobile and founding editor of the scene changing zine, Girl Germs.

11:30AM - 12:30PM (2) INDIES - NATURAL TECH PARTNERS: WHAT'S OUR NEXT MOVE?

HQ - BACK ROOM GROUND FLOOR
Indie labels and their repertoire are often at the front end of tech innovations. The indies partnered with Spotify before anyone even knew what impact the service would have on the global economy. What are the future opportunities?

MODERATOR: *Phil Brown (Nightlife Music)*

SPEAKERS: *Eoin McCarthy (Hydric Media)*
Edward Ginis (OpenPlay)
Matt Lymbury (Nightlife Music)
Merida Sussex (Stolen Recordings)

11:30AM - 12:30PM (3) STATE OF THE NATIONS

HQ - GAB'S MEZZA-NINE
This session will review key developments in the copyright environment affecting the indies both here and in international markets and will explore a diverse range of topics including: recent updates in safe harbour and why it matters to you; OneMusic Australia – what the indies need to know; Modernising copyright – it's happening here and in the US so what's the impact?

MODERATOR: *Damian Rinaldi (Sonic Lawyers)*

SPEAKERS: *Lynne Small (PPCA)*
Charlie Phillips (WIN)
Dean Ormston (APRA AMCOS)
David Vodicka (Media Arts Lawyers/AIR)
Portia Sabin (Kill Rock Stars/A2IM)

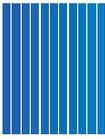
12:30PM - 2:00PM LUNCH

PANEL PRESENTATIONS

11:30AM - 12:30PM (1) INDIE LABEL CASE STUDY
How to Grow A Great Small Label in a Global Marketplace – Secret City Records case study. How Canadian independent label Secret City Records took control of their digital business and achieved spectacular global results.

MODERATOR: *Charles Caldas (Merlin)*

SPEAKER: *Justin West (Secret City Records)*



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DAY 1 – 9:30AM - 5:00PM

DAY 2 – 9:30AM - 5:00PM

FOCUS GROUP SESSIONS

2:00PM - 3:00PM
HQ - MAIN ROOM

(1) HOW TO INCREASE LOCAL INDEPENDENT REPERTOIRE IN GLOBAL STREAMING

Indies have seen promising returns from streaming to date, but what strategies can be deployed to ensure more prominence for local independent content on streaming platforms globally?

MODERATOR: *Mardi Caught (Annex)*

SPEAKERS: *Dom Alessio (SOUNDS AUSTRALIA)*
Alicia Sbrugnera (Spotify)
Erik Gilbert (Entertainment Intelligence)
Henry Compton (The Orchard)

2:00PM - 3:00PM
HQ - BACK ROOM GROUND FLOOR

(2) INDEPENDENT INDUSTRY IN ACTION - HOW THE INDIES CAN CHANGE THE WORLD

What role should the independent sector play in leading social change locally and globally? We have a voice but what's the best way to achieve long terms social impact?
 #metoo; #NotOn; #closethegap # stopadani #savethereef #changethedate #shutthegates

MODERATOR: *Emma Bosworth (Green Music)*

SPEAKERS: *Paddy McHugh (Artist)*
Deb Suckling (SugarRush Music)
Grace Kindellan (Hysterical Records)

2:00PM - 3:00PM
HQ - GAB'S MEZZA-NINE

(3) NEIGHBOURING RIGHTS AND RECIPROCAL PERFORMING RIGHTS

Why is it so hard for Australian performers and record labels to track their money in overseas markets? What simple strategies can rights owners put in place now and what do we all need to do to improve the ecosystem?

MODERATOR: *Bonnie Dalton (Victorian Music Development Office)*

SPEAKERS: *Charlie Phillips (WIN)*
Matthew Rogers (UNIFIED Music Group)
Susan Cotchin (IRR Music)

3:00PM - 3:15PM
HQ - MAIN ROOM

WHAT IS TRANSPARENCY?

Transparency means different things in different contexts, so what does it actually mean?

PRESENTER: *Jay Mogis (QUT)*

3:15PM - 4:00PM
HQ - MAIN ROOM

THE DATA MADE ME DO IT: TRANSPARENCY & DATA

Data is everywhere and used in many different ways - from identifying new markets to improving how money flows back to rights owners. If the artist is at the centre of our universe then what are our obligations to honouring the value of transparency? How are indie labels respecting their artists under the Fair Deals Declaration and how are traditional institutions changing their behaviour to reflect market expectation?

MODERATOR: *Julian Hewitt (Media Arts Lawyers)*

SPEAKERS: *Lynne Small (PPCA)*
Charles Caldas (Merlin)
Edward Ginis (OpenPlay)
Greg Delaney (Entertainment Intelligence)
Merida Sussex (Stolen Recordings)

4:00PM - 4:45PM
HQ - MAIN ROOM

CLOSING KEYNOTE: CHARLES CALDAS (MERLIN)

Celebrating 10 years of Merlin and looking at the globalisation of the indie sector. Where are the next new frontiers?

END OF DAY 1

▶ DAY 2 – 9:30AM - 5:00PM

9:30AM - 10:30AM
HQ - GAB'S MEZZA-NINE

INDEPENDENT WOMEN - MANAGING CAREER PATHWAYS

Sharing wisdom and inspiring stories, this panel will delve into challenging moments in our panelists careers and give us insights into what they learnt along the way.

Light breakfast served

MODERATOR: *Maria Amato (AIR GM)*

SPEAKERS: *Molly Neuman (Songtrust)*
Portia Sabin (Kill Rock Stars)
Gerarda McKenna (White Sky)
Chris O'Neill (APRA AMCOS)
Lisa Bishop (Music SA)
Leanne de Souza (AAM)
Kirsty Rivers (Creative Victoria)

10:30AM - 11:15AM
HQ - MAIN ROOM

IN CONVERSATION WITH INERTIA & PIAS

PIAS sets a very high watermark in the global independent marketplace and in 2016, the wheels were set in motion for PIAS to purchase one of Australia's favourite indie companies, Inertia Music. What was in the water here that got PIAS interested in the acquisition and what does it mean for local labels and artists who are partnered with PIAS?

MODERATOR: *Lars Brandle (The Industry Observer/Billboard)*

SPEAKERS: *Vincent Fenice (PIAS)*
Meg Williams (Inertia)

11:30AM - 12:30PM
HQ - MAIN ROOM

A "MANAGED" RIGHTS SOLUTION

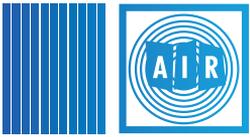
More and more artists are controlling their sound recording rights and either licensing them or self-releasing. What is the role of the Artist Manager in this relationship who often end up as the Label Manager for their artist?

MODERATOR: *Leanne de Souza (AAM)*

SPEAKERS: *Greg Carey (Grow Yourself Up)*
Jane Slingo (Young Strangers)
Philip Stevens (Jarrah Records)

12:30PM - 2:00PM

SPEED DATING LUNCH



PANEL PRESENTATIONS

2:00PM - 3:00PM
HQ - MAIN ROOM

(1) PARTNERSHIPS IN MUSIC

The industry is full of individual success stories but in many businesses there is more than one story. This panel is about success built on great working partnerships between two people and how the business and creative process is managed.

MODERATOR: *Millie Millgate (SOUNDS AUSTRALIA)*

SPEAKERS: *Harvey Saward + Steve Cross (Remote Control)*
Guy Blackman + Ben O'Connor (Chapter Music)
Amanda Vitartas + Grace Kindellan (Hysterical Records)

3:00PM - 3:30PM
HQ - GAB'S MEZZA-NINE

(2) INDIE-CON PRESENTS: BOLSTER

A lot has happened in the marketing and social media space over the past year. What does this mean for the music industry, and how do we continue to sell records with these changes? This session by Bolster's Director Anthony Zaccaria and Senior Music Strategist Paige X. Cho will go through trends and takeaways around music and marketing. The presentation will cover advertising and privacy in a post-Cambridge Analytica world, how Aussies are consuming media in 2018 (music and otherwise), advertising performance trends over the past 12 months and shifting away from pre-order marketing.

PRESENTERS: *Anthony Zaccaria*
Paige X. Cho

2:00PM - 3:00PM
HQ - BACK ROOM GROUND FLOOR

(2) INDIE ARTISTS - WORKING TOGETHER WITH YOUR PUBLISHER TO GET BETTER RESULTS

What role does the modern publisher play in supporting artists and in particular recording artists to remain autonomous and independent.

MODERATOR: *Chris O'Neill (APRA)*

SPEAKERS: *Matt Tanner (Native Tongue) + Andy Mak (Artist)*
Linda Bosidic (Mushroom Publishing) + Adalita (Artist)
Rachel Kelly (Downtown Publishing) + Stella Donnelly (Artist)

3:00PM - 3:30PM
HQ - MAIN ROOM

(3) INDIE-CON PRESENTS: SPOTIFY

Artist marketing is evolving as quickly as the music industry itself. In an increasingly on-demand and noisy world, authenticity has never been more in-demand, and personalisation, data insights, and experiences have become increasingly important to a marketers' toolkit. Spotify's Artist & Label Marketing lead for Australia and New Zealand, Tom Mee, will discuss some of the ways in which artist marketing has evolved from the days of the pre-order and take you under the hood of Spotify for Artists, Spotify's powerful suite of tools that help artists/labels identify, learn from and connect with, their audiences.

PRESENTER: *Tom Mee*

2:00PM - 3:00PM
HQ - GAB'S MEZZA-NINE

(3) SMART MARKETING - RUNNING BETTER CAMPAIGNS WITH TIGHTER BUDGETS AND ACHIEVING GLOBAL IMPACT

How are Australia's best indie labels running album campaigns in 2018? Our panelists have all recently worked on successful releases and will discuss the challenges around working with tighter budgets and new channels, while still achieving global impact for their artists.

MODERATOR: *Paige X. Cho (Bolster)*

SPEAKERS: *Ellen Kirk (Barely Dressed Records)*
Blake Rayner (The Orchard)
Greg Carey (Grow Yourself Up)

3:45PM - 4:45PM
HQ - MAIN ROOM

BREAKING THE LABEL HOODOO: HOW THE HOODOO GURUS CLAIMED THEIR RIGHTS AND A LABEL!

The Hoodoo Gurus have a long history with Australian music and are deeply embedded in our cultural psyche. Together with their manager Michael McMartin, the band pulled off the seemingly impossible and after seeking and failing to receive payments for unpaid royalties from their label, they ended up acquiring the label and their rights as well as that of many of their label stable mates. Hear this inspiring story about control and autonomy and why it matters!

MODERATOR: *Glenn Dickie (SOUNDS AUSTRALIA)*

SPEAKERS: *Dave Faulkner (Artist - Hoodoo Gurus)*
Michael McMartin (Melody Management)

PRESENTATIONS

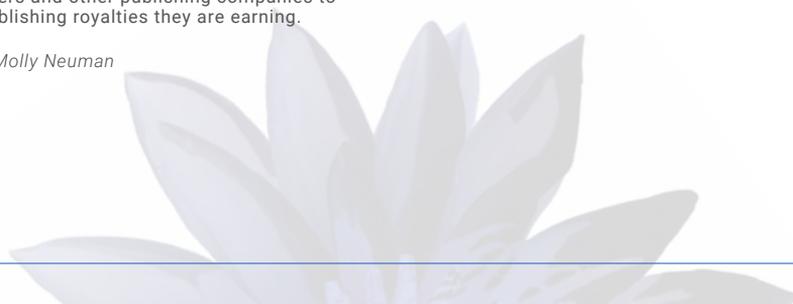
3:00PM - 3:30PM
HQ - BACK ROOM GROUND FLOOR

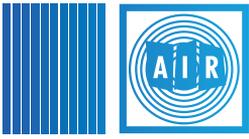
(1) INDIE-CON PRESENTS: SONGTRUST

Songtrust is the world's largest global royalty collection service and publishing administrator, enabling 150,000+ songwriters and over 20,000 publishers to collect their publishing royalties worldwide for over 1,000,000 copyrights. Join Molly for an informative session on the global publishing landscape, a brief demonstration of our platform and a discussion on how we're working with artists, labels, managers and other publishing companies to access the publishing royalties they are earning.

PRESENTER: *Molly Neuman*

END OF DAY 2





ADALITA (Artist)

Modern Australian rock icon Adalita is best known as front woman for the multi-ARIA Award nominated Aussie rock band Magic Dirt, who have cemented their status as one of Australia's best loved and highly respected bands. Since 1989, Adalita, principal songwriter and one of the founding members of Magic Dirt, has been writing and producing records, touring the world and is an integral part of the Australian music scene, garnering a passionate and loyal following and countless accolades. Magic Dirt received nine ARIA Award nominations and secured 4 x Top 40 releases on the ARIA Albums Chart. Since 2011 Adalita has forged a successful solo recording career and her second album All Day Venus blitzed the music scene, landing her a 2014 ARIA Award nomination for Best Female Artist and the Age/Music Victoria award for Best Female. Adalita is currently working on her highly-anticipated third studio album.



ALICIA SBRUGNERA (Spotify)

As Shows & Editorial Senior Manager for Spotify Australia and New Zealand, Alicia is responsible for identifying and executing first-rate music playlist listening and programming experiences for a multitude of moods, moments and genres. Alicia builds and maintains strong links between Spotify's Shows & Editorial team and the music creator community including artists, managers, record label and publishing company executives, playing a senior editorial role in daily programming and strategy for Australia and New Zealand. Alicia works closely with Global S&E curators who have created over 4,500 playlists (including staples like Today's Top Hits, Rap Caviar, and local powerhouses Indie Mixtape and Hot Hits Australia) - these playlists cumulatively generating 1 billion+ streams per week for artists big and small. Alicia, who appeared at #10 on The Music's Power 50 (2016/2017-18), made her start in the music industry as Radio & Chart Manager at The Music Network and joined Spotify with over eight years experience as music programmer for Mood Media, Viacom (MTV) and Foxtel Music Channels. She is a champion of homegrown music, a permanent fixture at gigs and festivals and is very partial to an Italian red (a "2010", to be exact).



AMANDA VITARTAS (Hysterical Records)

Amanda Vitartas got her start in independent music while at booking agency, Wing & Gill, touring artists including Thee Oh Sees and Mac Demarco as well as booking venues such as The Workers Club and The Tote Hotel. Amanda co-founded Hysterical Records, an inclusive and forward thinking independent record label, in 2017 with Grace Kindellan. She also owns and runs Future Popes, an artist management, publicity and booking agency which handles management for Moaning Lisa, bookings at The Grace Darling Hotel and PR for clients including Flying Nun Records, Don Giovanni Records and Cascine.



ANDY MAK (Writer/Producer)

Named by The Music Network as one of the top four Australian Producers of the year in 2017, Andy Mak is an award winning music producer and songwriter, having written and produced and written for some of Australia's leading artists including Tina Arena, Vera Blue, The McClymonts, KLP and Boy And Bear and internationally with Sebastian Izambard (Ill Divo), 98 Degrees, Berlin and Ronan Keating. Earlier in 2018, Andy won two Golden Guitar Awards for producing The McClymonts album Endless including Album of The Year. Andy has multiple Australian, Billboard and Spotify top 10 records and awards/nominations and gold certifications from ARIA & 2 Top 15 Hottest 100 placements in 2018. Andy's production and songwriting has placed in major films for Disney and Universal Pictures and have featured in more than 30 US network promos and global brand advertising campaigns



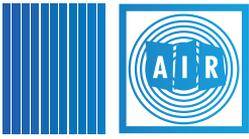
ANTHONY ZACCARIA (Bolster)

Anthony Zaccaria co-directs Bolster Group, a digital, creative and product agency specialising in music, events and entertainment. Bolster takes a fresh approach to digital strategy, using the latest developments in data and tech for clients including Splendour in the Grass, Laneway Festival, Falls Festival, Chugg Entertainment, Secret Sounds, Future Classic, JBL and YouTube. In the last 12 months Bolster has launched two new apps: Linktr.ee, an Instagram optimization tool with 650k+ users and Buzz, a social listening app for events like BIGSOUND and SXSW. More recently, Bolster announced their content division to service the growing demand for content-led campaigns.



BEN O'CONNOR (Chapter Music)

Alongside Guy Blackman, Ben O'Connor is co-director of Chapter Music, one of Australia's longest running and best respected independent record labels. Founded in 1992, Chapter has a catalogue of over 150 releases from artists such as Twerps, Dick Diver, Laura Jean, NO ZU, The Goon Sax, and Beaches. Tone Deaf have called Chapter "almost unequivocally the most treasured record label in Australia", while Rolling Stone called Chapter "one of Australia's most enduring and popular independent labels." Distributed worldwide by US company Secretly Distribution (the distro arm of Secretly Canadian), Chapter champions Australian music with a strong Melbourne focus, although they have also released artists from the US, Sweden, Japan and elsewhere. Ben manages the careers of Architecture In Helsinki and Power, and together with Guy manages The Goon Sax.



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BLAKE RAYNER (The Orchard)

Blake Rayner is the General Manager of The Orchard in Australia & New Zealand, a pioneering music distribution and artist services company with label teams in more than 30 global markets. Blake joined The Orchard after 7 years at Dew Process Recordings as the Head of International/A&R, where he signed artists such as London Grammar, Tkay Maidza, Bloc Party and Little May. Simultaneously, Blake secured successful touring relationships with artists such as Halsey, Maggie Rogers and Aurora for Secret Sounds Touring. Previously, Blake held positions as an artist manager and as a marketing manager for a major music publication.



BONNIE DALTON (Victorian Music Development Office)

Bonnie Dalton is the General Manager of the brand new Victorian Music Development Office, where she will be responsible for working with artists and the businesses that support them, to foster sustainable music industry careers and partnering with music organisations and businesses. Prior to the VMDO, Bonnie worked predominantly as an artist manager but also across events, production, and programming. A recipient of the Lighthouse Award for management, she has previously worked with Little Red, The Vasco Era and more recently Ali Barter and Oscar Dawson. She was the producer of the Melbourne St Jerome's Laneway Festival for ten years, worked in senior management at Falls Festival and has programmed line-ups at a range of festivals and events from Low Light, Queenscliff to Melbourne's House of Vans.



CHARLES CALDAS (Merlin) (UK)

Charles Caldas is CEO of Merlin, the global digital rights agency for the world's independent label sector. The organisation's members command in excess of 12% of the digital recorded music market and embody more than 20,000 independent record labels and distributors from 53 countries and all continents. Merlin acts to ensure these companies have effective access to new and emerging revenue streams and that their rights are appropriately valued and protected. Charles has been recognised by Billboard in its 2018 list of the 100 most influential people in the music business and is a previous recipient of IMPALA's Outstanding Contribution Award.



CHARLIE PHILLIPS (WIN) (UK)

Charlie is an England & Wales qualified solicitor specialising in international music rights and licensing. One of his core areas of expertise is international performance rights management, assisting independent music companies and associations to maximize revenues generated by broadcast and public performance ("neighbouring rights") of recordings. His work has a focus on the intersection of creative content and technology, with particular interest in the relationships between IP rights and data in the digital media supply chain. He represents WIN member record companies within IFPI, ISO and other industry groups, most particularly with respect to developments over collective licensing and data management, including ISRC and DDEX. Prior to joining WIN, Charlie spent five years as Head of Legal and Commercial Affairs at UK independent music association AIM. Before this, he was Legal Adviser at IFPI, managing their international performance rights work, and has held senior roles at Capital Radio and Napster. He started his career as a studio engineer, working with notable acts including Radiohead (Kid A/Amnesiac) and Moby.



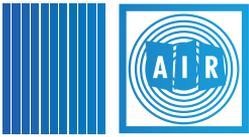
CHRIS O'NEILL (APRA AMCOS)

Artist, advocate and industry stalwart Chris O'Neill has been committed to music for more than a decade. While he graduated from QUT with a Bachelor of Music, it's been his work on and off the stage that had built his profile and reputation. Chris makes a daily contribution to supporting songwriters through his role at APRA AMCOS as Senior Manager – National Engagement, where he regularly engages with industry organisations around the country, whilst rolling out the APRA AMCOS national events program and managing the APRA AMCOS grants program. An acclaimed drummer, Chris has written and performed with artists from just about every genre, made numerous records, and performed on stages around the country including major festivals such as Prima Vera, Splendour in the Grass, Big Day Out.



DAMIAN RINALDI (Sonic Lawyers)

Damian Rinaldi is the founder and principal of Sonic Lawyers and Sonic Rights Management. Sonic Lawyers is a specialist legal and business consultancy for music industry clients, while Sonic Rights Management supports music copyright owners and creators in maximising their copyright interests effectively. Well respected internationally, having successfully run the legal & business affairs departments of Alberts (home of AC/DC) and Sony Music Australia for many years, Damian is regarded as one of Australia's most trusted and connected music industry executives. Damian is also President of the Copyright Society of Australia, and has previously served on the boards of PCCA and WAM.



DAVE FAULKNER (Artist - Hoodoo Gurus)

Dave Faulkner has been a professional musician since 1976. Born in Perth, he commenced his musical career there before moving to Sydney in late 1980. Shortly afterwards he formed the 'Hoodoo Gurus', the band with which he has been most closely identified, still performing with them to this day. He is their lead singer, rhythm guitarist and principal songwriter. Apart from the Gurus, Dave has written and recorded albums with 'Antenna' and 'The Persian Rugs' as well as composed the soundtrack for two feature films. He has also been a judge for the Australian Music Prize since its inception twelve years ago, serving as its chairperson for the past five years. Dave is also chief music critic for The Saturday Paper. He is passionate about music in general and songwriting in particular. Hoodoo Gurus were inducted into the ARIA Hall Of Fame in 2007, The Age Newspaper's E.G. Hall Of Fame in 2011 and Dave was personally inducted into the Western Australian Music Industry Hall Of Fame (WAM) in 2009



DAVID VODICKA (Media Arts Lawyers)

David Vodicka is the founder and director of Australian independent label Rubber Records and music publisher Rubber Music Publishing, and principal of entertainment law firm Media Arts Lawyers. He has had extensive experience with over 20 years practice representing musicians, artists, performers, composers, recording, production, management and publishing entities. He has dealt in all facets of the music recording and publishing fields with label releases from Jet, Lisa Gerrard, the Casanovas, 1200 Techniques, Underground Lovers amongst over 250 releases. He is a passionate advocate for local music and creative industries and is chairman of the board of AIR (the Australian Independent Record labels association), a former Vice President of WIN (Worldwide Independent Network), a current board member of ARIA (Australian Recording Industry Association) and the PPCA (Phonographic Performance Company of Australia).



DEAN ORMSTON (APRA AMCOS)

Dean Ormston was appointed Chief Executive of APRA AMCOS in July 2018. APRA AMCOS is Australia and New Zealand's largest music industry organisation with over 95,000 members who are songwriters, composers and music publishers. APRA AMCOS license businesses and organisations to play, perform, copy, record or make available members' music and distribute the royalties to members. His appointment as CEO follows over 20 years with the organisation leading its member services, licensing and advocacy work and comes at a time of major change for Australian and New Zealand music creators and the industry that supports them. In recent years he has worked in partnership with Federal and State Governments for the recognition and support of creators' rights and advocating the potential of the local music industry as a key economic and cultural asset that drives exports and educational outcomes across the country. Dean has initiated research relating to the economic contribution of the Australian venue-based live music industry, the potential application of tax-offsets to the commercial music industry, and most recently the issues of gender equity in the Australian contemporary music industry. He holds a Bachelor of Education in Music, a post-graduate qualification in marketing and is a graduate of the High Potentials Leadership program at Harvard University. In a former life Dean was a high school music teacher.



DEB SUCKLING (SugarRush Music)

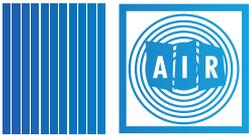
Deb has been around music for the past two decades. She started out as a singer/songwriter and musician in the late 90's and is currently working on a new album, now her young family is growing up. In 2006 after 7 years playing in bands, she worked for QMusic, going on to run over 100 regional workshops across QLD, start up the Queensland Music Awards and work on BIGSOUND and Little BIGSOUND. She has held program management roles at BEMAC and Backbone Youth Arts working with LGBTQI youth. Deb started SugarRush Music with partner Craig Spann in 2006. In 2014, she started The Soldier's Wife project – a community songwriting project which uses song to tell the stories of military wives and families who have served this century. In 2017, after seeing a massive hole in regional music programs – she set up BIG SKY GIRLS, a songwriting mentoring program for young regional women in QLD. In 2017 she was part of the industry mentors for Bush Bands Business held annually in the NT and will be once again volunteering her time in 2018. Deb has worked on songwriting projects with the homeless through the Songs of Roma house program, Indigenous artists through Murri Mixes and Bush Bands and in remote and regional mining areas with Songs of the Surat. She believes that songs can tell the stories of people from all walks of life, and help express that which is sometimes – just too hard to express any other way. She lives in Brisbane with her two children, two cats and eight fish.



DOM ALESSIO (SOUNDS AUSTRALIA)

After spending eight years telling everyone in Australia how great Australian music is, Dom Alessio is now telling the rest of the world. Last year he finished up as host of triple j's Australian music show Home & Hosed and now he's working with SOUNDS AUSTRALIA, this country's peak music export body. Dom is the team's Digital Export Producer, working to increase the digital presence of Australian music around the globe.





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EDWARD GINIS (OpenPlay) (USA)

Edward Ginis is a seasoned industry executive and Co-Founder of OpenPlay. He has spent the past 10 years evangelizing an industry-wide shift to the cloud and has helped position OpenPlay as an industry leader in the media asset management, workflow, and global supply chain verticals. Ginis advises, mentors, and encourages startups to help promote a healthy ecosystem of ideas and talent. He is a former CTO of Concord Music Group and has 15+ years of experience in the finance, music, and technology arenas.



ELLEN KIRK (Lookout Kid Management/Barely Dress Records)

Ellen Kirk is an artist manager and marketing coordinator at Look Out Kid, a Melbourne based management company representing the artists Courtney Barnett, Jen Cloher, Sarah Blasko, and Jarro. She oversees merchandise, tax agreements, and visa applications as well as being the day-to-day manager for the artists on the roster. She has previously worked with a number of artist management companies, boutique festivals, and music industry organisations in Australia including the Australian Independent Record Labels Association (AIR).



EMMA BOSWORTH (Green Music Australia)

Emma works for Green Music Australia, building a movement of musicians who want to protect the environment and climate. A passionate arts worker and environmentalist, her diverse background includes stints at APRA AMCOS, Q Music and Beyond Zero Emissions. A powerful songwriter to boot, she has been performing for over 20 years, and is currently recording her second solo release. Independently, Emma curates and manages a songwriters retreat for artists to connect to the land and start new collaborations. Emma wants nothing more than for Australia to leave all of its remaining coal deposits in the ground.



EIOIN MCCARTHY (Hydric Media)

Eoin McCarthy is the co-founder and CTO at Hydric Media - a technology studio for the media and entertainment industry. Hydric Media helps businesses, from global brands like Reebok, Gatorade and Spotify as well as Fortune 500 companies like Sony and Viacom, design and develop digital products. Eoin has 15 years of experience in the technology sector with previous roles including Head of Mobile at We Are Hunted, a music tech startup acquired by Twitter, and CTO of ASX-listed company, Otherlevels. Eoin is constantly looking for new ways to use technology in creative ways to enhance the music creation, discovery and listening experiences.



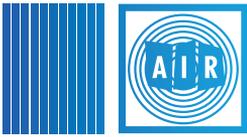
ERIK GILBERT (Entertainment Intelligence) (UK)

Erik is currently a board director at Entertainment Intelligence. As an executive at Cooking Vinyl, he was a board director at Essential Music & Marketing, acquired by Sony in 2016. Erik led global client acquisition and strategy for digital distributor IODA serving on its executive management team. IODA was acquired by Sony in 2009. Erik started, built, and managed the independent record labels Asphodel & 75 Ark, where he was the first record industry executive to form a strategic alliance with controversial file swapping service Napster. Neither Asphodel or 75 Ark were acquired by Sony. Erik also manages various publishing interests under the umbrella Duchamp, Inc.



GERARDA MCKENNA (White Sky Royalty Accounting)

Gerry's career in the music industry started in the late 1970's working at Charisma Records. In the 80's and 90's Gerry worked at Mute Records and later became a Director of the company, as a royalty consultant for Polygram Music Video, and as Head of Royalties for The Mushroom Group which included overseeing statement production for the UK and European Mushroom offices. Gerry identified a need in Australia for an independent forensic royalty auditing and statement production service and was quickly recognized as Australia's music royalties expert. In 2012 formed a new alliance with White Sky to create White Sky Royalty Accounting



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GLENN DICKIE (SOUNDS AUSTRALIA)

Glenn Dickie is currently the Export Music Producer for SOUNDS AUSTRALIA where he works on showcasing and networking events across a variety of international music conferences such as Folk Alliance International (Kansas City, USA), South by Southwest (Austin, USA), Jazzahead (Bremen, Germany), Classical: NEXT (Rotterdam, The Netherlands), Canadian Music Week (Toronto, Canada), Reeperbahn Festival (Hamburg, Germany) and The Great Escape (Brighton, UK). Glenn spent nearly 13 years at EMI Music Australia working in A&R, Promotions and Marketing with a diverse set of artists such as JET, Katy Perry, Oh Mercy, Lily Allen, Miami Horror, Ricki-Lee, You Am I and Sigur Ros. He spent 12 years on air at Melbourne Community Radio station 3 Triple R and was also one of the co-founders of THE AUSSIE BBQ in the early 2000's, which has gone on to become the biggest showcase of Australian music outside of Australia, now wrapped into SOUNDS AUSTRALIA's suite of events internationally.



GRACE KINDELLAN (Hysterical Records)

Grace Kindellan immersed herself in Melbourne's live music scene in 2012, going to as many gigs as possible and forming Wet Lips, which would see her perform everywhere from house parties to Golden Plains. Over the next six years, Grace presented a show on community radio, spoke on panels, established WETFEST as a must-see on the festival calendar and in 2017 started Hysterical Records with Amanda Vitartas. Grace is now the volunteers coordinator at Triple R and is working on a new musical project to showcase her distinctive and visceral song-writing.



GREG CAREY (Grow Yourself Up)

Greg Carey is the Founder and Director of Grow Yourself Up (GYU), a music company based out of Redfern, Australia. Artist management is the foundation & the core of the company and also has a sync & licensing division, a studio & soon to be launch documentary via GYU Films. As Head Of Artist Management, he oversees the careers of great Australian bands, The Rubens, Urthboy and Saskwatch. The label division runs through reputable online distribution company The Orchard and currently has a handful of releases including Saskwatch & Rob Muinos. Greg is also currently the co-chair of the Association of Artist Managers (AAM) and very enthusiastic about helping emerging managers find their way through artist management.



GREG DELANEY (Entertainment Intelligence)

Greg has 30+ years IT experience, from manufacturing, banking, utilities and finance. Co-founder and CTO of CrowdSurge, fan club ticketing service that powered global stores for Paul McCartney, Arcade Fire, Foo Fighter, Pearl Jam, and more. CrowdSurge achieved an annual turnover of £20m before merging with SongKick. After CrowdSurge, Greg founded Entertainment Intelligence (Ei) to help distributors and labels consolidate streaming, video and social data, generating artist & product insights from one dashboard, rather than logging into multiple vendor platforms. Ei manages 3.5m tracks and ingests over 100m streams a day, comparable to a major in terms of data



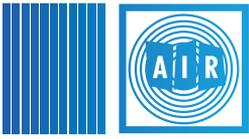
GUY BLACKMAN (Chapter Music)

Alongside Ben O'Connor, Guy Blackman is co-director of Chapter Music, one of Australia's longest running and best respected independent record labels. Founded in 1992, Chapter has a catalogue of over 150 releases from artists such as Twerps, Dick Diver, Laura Jean, NO ZU, The Goon Sax, and Beaches. Tone Deaf have called Chapter "almost unequivocally the most treasured record label in Australia", while Rolling Stone called Chapter "one of Australia's most enduring and popular independent labels." Distributed worldwide by US company Secretly Distribution (the distro arm of Secretly Canadian), Chapter champions Australian music with a strong Melbourne focus, although they have also released artists from the US, Sweden, Japan and elsewhere. Guy manages the career of Laura Jean, and together with Ben manages The Goon Sax.



HARVEY SAWARD (Remote Control Records)

Steve Cross and Harvey Saward established Remote Control in 2001. The company provides publicity and marketing services, label management and distribution to international and local artists and labels in Australia and New Zealand. Remote Control has worked on releases by major international artist including: Adele, Queens Of The Stone Age, Radiohead, The xx, and The National. The company has also worked with many Australian artists including: Courtney Barnett., King Gizzard and the Lizard Wizard, Methyl Ethel, Chet Faker, The Smith Street Band, Jen Cloher and Client Liaison.



HENRY COMPTON (The Orchard)

Henry's previous music industry work includes warehouse and logistics management, retail sales, booking, promotions, publicity, label management, radio, acquisitions, retail & online marketing, artist management, strategy and planning. Currently he is Director of Australian & New Zealand for The Orchard, a pioneering music, film and video distribution company offering a comprehensive list of artist and label services with offices in over 30 global markets. He previously served on the AIR board and is a passionate advocate for artists.



JANE SLINGO (Young Strangers)

Jane Slingo has worked in the electronic music sector since 1994. Her career path over the past two decades or so has included working as a promoter, publicist, streetpress editor, booking agent, tour manager and artist manager. Jane founded Young Strangers in 2006, a boutique music business providing management services to a small roster of electronic music artists including Set Mo and Sampology. Since 2016, Jane has been Executive Producer of Australia's Electronic Music Conference and she is currently on the management board for Music NSW and a member of APRA's Club Music Advisory Group.



JAY MOGIS (QUT)

Jay Mogis is a Doctoral Researcher at QUT's Digital Media Research Centre working on the federally funded Australian Research Council project: 'Music Usage Metrics and the Future of the Australian Music Industry'. His doctoral research focuses on transparency as it converges with regulation, technology and culture. As a leading expert in music licensing and data analytics, Jay's professional work focuses on creating increasingly transparent music usage products. He also has an Industry Development role in the Licensing and Business Affairs team at Nightlife Music.



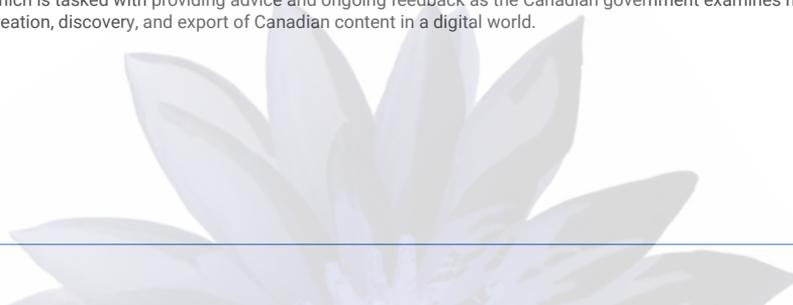
JULIAN HEWITT (Media Arts Lawyers)

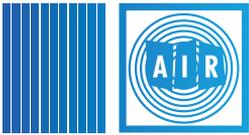
Julian is the Sydney managing partner of Australia's largest specialist entertainment law firm. He represents high profile musical talent, managers, labels, publishers, events and start-ups, and with a large overseas network has been instrumental in setting up international deals for his clients, who include acts like RUFUS DU SOL, Stella Donnelly, San Holo, Courtney Barnett, Flume, Peking Duk, Alison Wonderland, Gang of Youths, Matt Corby, Nick Murphy, Confidence Man, Methyl Ethel etc and labels like Future Classic, Bedroom Suck and Mirror Music. He has been a musician signed to major and indie labels, and has a post-graduate degree in corporate finance.



JUSTIN WEST (Secret City Records) (CANADA)

Justin West is the President of Secret City Records and Secret City Publishing, both of which he founded in 2006 in Montreal, Canada. Justin oversees all of Secret City's global strategy and day-to-day operations and has devoted his career to the continued growth and global development of both the label and publishing entities. Today, after 12 years of operations, Secret City's active roster of 13 artists now includes, among others, Patrick Watson, The Barr Brothers, Basia Bulat, Leif Vollebekk, Plants and Animals, Owen Pallett and Suuns – its artists have earned three gold record certifications in Canada, a Polaris Music Prize (and 10 additional Short List nominations), and multiple JUNO and Félix award nominations. On top of running Secret City, Justin currently sits on the boards of directors of MERLIN, a global digital rights agency for the world's independent label sector, and the Worldwide Independent Network (WIN), a global forum for the professional independent music industry. He is also currently on the executive boards of directors of both the Canadian Independent Music Association (CIMA), a trade association representing Canadian independent music companies, and the Foundation to Assist Canadian Talent On Record (FACTOR), a public/private partnership that administers funds to provide assistance toward the growth and development of the Canadian music industry. In the summer of 2016, Justin was the sole representative from the music industry appointed to Canadian Heritage Minister Mélanie Joly's "Expert Advisory Group", which is tasked with providing advice and ongoing feedback as the Canadian government examines how to strengthen the creation, discovery, and export of Canadian content in a digital world.





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KIRSTY RIVERS (Creative Victoria)

Since 2015, Kirsty Rivers has been the Manager, Contemporary Music at Creative Victoria. She is responsible for the development and delivery of the Victorian Government's ground-breaking Music Works initiatives. The Music Works suite of projects has included the development of the Australian Music Vault at Arts Centre Melbourne, the Victorian Music Development Office (VMDO) and a soon to be active music hub, the Music Market. She also oversees over \$12 million in programs of grants for international engagement, supply and demand opportunities and direct partnerships including new initiatives working with councils and live music venues. Prior to this Kirsty was the Writer Services National Manager at APRA AMCOS for 17 years and had various roles in the independent record industry. She was the founding Vice Chair of Music Victoria and has served on a variety of not for profit boards including PBSFM and The Push and appeared in Australia's Top 50 most influential music industry people in 2016-2018



LARS BRANDLE (The Industry Observer/Billboard)

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, Music Matters in Singapore, Amsterdam Dance Event, London's City Showcase and at 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.



LEANNE DE SOUZA (AAM)

Leanne de Souza is a highly-respected veteran of the Australian music industry. With 25 years' experience working in artist management and events she has represented various high profile, award winning, commercially successful and critically acclaimed contemporary musicians. A long-standing champion and advocate for contemporary music Leanne was a foundation board member of the Queensland Music Network (Q Music) and currently holds the Executive Director role for the Association of Artist Managers (AAM) and a Trustee of the Queensland Performing Arts Centre (QPAC). As an entrepreneur, Leanne is the founder and director of the Rock and Roll Writers Festival. As a sought-after curator, consultant and facilitator, she works extensively across art forms and with Aboriginal and Torres Strait Islander peoples nationally.



LINDA BOSIDIS (Mushroom Publishing)

Linda is Head of A&R at Mushroom Music Publishing and has over 20 years experience in the music industry. She is passionate about Australian music and her role is to sign local songwriters and help develop and support their careers. Mushroom Music is the most successful independent music publisher in Australasia and has been in operation since 1972. Mushroom Music offers a motivated music staff, who are surrounded by fine songwriters and great music catalogues. The key is the energy that is put into making the songs alive and active – on both an administrative and creative level, thinking outside the box to bring varied experiences to the songwriters. Mushroom Music represents artists like City Calm Down, DD Dumbo, Gordi, DMA's, Violent Soho, Middle Kids, Julia Jacklin, Rolling Blackouts Coast Fever, Adalita, Vance Joy, Unknown Mortal Orchestra to name a few.



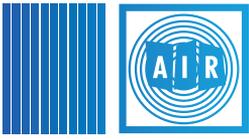
LISA BISHOP (Music SA)

Lisa has 25 years experience in the private, public & not-for-profit sectors across industries including music, tourism, events, health, film and the arts. She is a director of the Adelaide Fringe Festival and the Australian Music Industry Network (AMIN). Lisa is Chair of the SA Music Industry Council, and a member of the UNESCO Adelaide City of Music Executive Committee. She holds a Bachelor of Economics (Accounting) and a Graduate Diploma in Management (Arts) and is the General Manager of Music SA, which champions original contemporary South Australian music and presents the Umbrella: Winter City Sounds live music festival and the SA Music Awards. Lisa is currently producing the short film Aftershock.



LYNNE SMALL (PPCA)

Lynne Small has been with both the Phonographic Performance Company of Australia Ltd (PPCA) and the Australian Recording Industry Association (ARIA) since 1996. Lynne has held a range of positions within those organisations, and is currently the General Manager. Prior to joining PPCA Lynne spent almost 7 years at Festival Records. She is a CPA, and holds an MBA from the AGSM. Lynne is also a Director of the industry based charity Support Act Limited, and has held the role of Treasurer since 1998. Lynne has also been a Director of the Australian Copyright Council since 2013.



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MARDI CAUGHT (Annex)

Formerly General Manager for Warner Music Frontline Marketing, Mardi carries a weight of global and domestic experience. She recently launched a marketing services company called The Annex, which works with talent, management and labels to tailor and deliver marketing strategy. Clients will benefit from Caught's International marketing experience honed in her previously held roles in the UK as International Marketing and Promotions Manager for EMI, Vice President of Talent and Music at MTV UK and General Manager of Columbia Music Sony UK (Ting Tings, Mark Ronson, Kings of Leon, Calvin Harris). During her time at MTV, Mardi served as a judge for the Mercury Music Prize and also the BBC Sound of 2006. She returned to Australia in 2009 to take up the GM role of Day One Entertainment at Sony Music Australia, before heading to Warner Music.



MATT LYMBURY (Nightlife Music)

Matt has spent over 20 years working in music, media and live performance in Queensland, NSW and the NT. He has led the Content team at Nightlife Music for the last four years, programming the music for some of Australia's best venues, restaurants and public performance spaces.



MATT TANNER (Native Tongue)

Starting his career as a Tour Manager while living in Japan in the mid-90's, Matt toured through Asia, North American and Europe. Returning to Australia in the late 90s, Matt founded management company, Milefire Management, which guided the careers of 28 Days, Whitley, Muph & Plutonic and Oh Mercy throughout the noughties before arriving at Native Tongue Music Publishing as the Creative Director and A&R Manager in 2010. Matt is now the Head of Creative Services at Native Tongue Music Publishing.



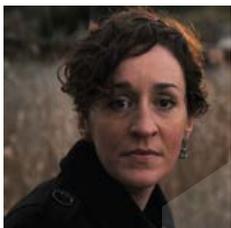
MATTHEW ROGERS (UNIFIED Music Group)

Matthew Rogers is the Chief Operating Officer of UNIFIED Music Group, the fastest growing Australian independent music company. As an entertainment lawyer, he has represented some of the most well-known Australian labels and artists, including working as in-house counsel at the iconic Mushroom Group. At UNIFIED, Mat is now involved in managing Australia's largest artist management group, a suite of online merchandise stores that includes D2C stores for Sony Music Australia and STL Tones, a record label group including UNFD, Domestic La La, THAA, Exist. Recordings, ONETWO and NLV Records, an award-winning boutique publishing catalogue and an events business that promotes tours as well as the hugely successful UNIFY: A Heavy Music Gathering festival. Mat is a member of the board of the Australian Independent Record Label Association (AIR) and is a Vice President of the Worldwide Independent Network (WIN Council) where he represents Australian independent labels. Mat has been involved in various advocacy issues for the industry including the Parliamentary Friends of Music events in Canberra and the Creative Victoria Music Passport Advisory Board. Mat's passion for artists, music and the independent community is stronger than ever as he works with Australian artists both locally and internationally



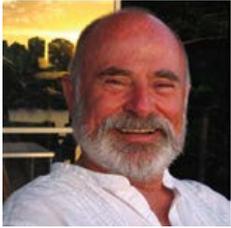
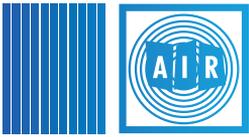
MEG WILLIAMS (Inertia)

Meg Williams is the co-director of the Inertia Label Group, previously was the Executive Director of the Association of Artist managers and co-director of boutique publicity and management company Spark & Opus.



MERIDA SUSSEX (Stolen Recordings)

Merida Sussex is the Managing Director of an award winning independent record label, Stolen Recordings. Established in London in 2005 and recognised for the quality and integrity of its products, the label has grown from small beginnings to an internationally licensed brand in Europe, the US, Japan and Australia. Merida is the lead singer in The Paradise Motel, which allows her to bring an invaluable perspective to the label, ensuring that personal artist development is always front of mind. She was signed to an Australian record label then relocated to London. This experience has led to an understanding of the unique challenges faced by Australian artists working overseas and vice versa. She has released music through the artist owned Australian label Left Over Life To Kill Records and is a Merlin board member. She is also a partner of the Envoke blockchain pilot.



MICHAEL MCMARTIN (Melody Management)

Born in Canada. Gained his BA (Political Science) at Loyola College in Montreal. He moved to Australia in 1971 and started Trafalgar Records, an iconic independent recording and publishing entity whose artists included Radio Birdman, 1927, Gyan, and many others. In 1985 he formed Melody Management and signed as his first clients the Hoodoo Gurus, whom he manages to this day. Michael was a founding member of the Music Managers' Forum in Australia. He served as Chairman and then Executive Director of the International Music Managers' Forum (IMMF), the umbrella organisation for managers from some 24 countries which has NGO status at WIPO, the United Nations agency dealing with worldwide copyright issues. Over the years he has been invited to work with the music industries in China and Egypt, has spoken at many international events and forums in Canada, the US, the UK, Europe, Tunisia and Brazil plus at countless local forums in Australia. For 19 years he was a board member of Support Act, a music industry benevolent organisation. Recognition awards include Lifetime membership of the Music Managers Forum Australia and Patron of Association of Artist Managers (Aust); Received the 2007 APRA Ted Albert Award for his lifetime contribution to Australian Music; elected to the ARIA Hall of Fame as part of the induction of the Hoodoo Gurus in 2009. In 2015 was awarded the Medal of the Order Of Australia (OAM) for 'services to the performing arts, especially music.' He has 18 years experience in mediation and conflict management. He is a member of the mediation association Resolution Advisors.



MILLIE MILLGATE (SOUNDS AUSTRALIA)

As Executive Producer of SOUNDS AUSTRALIA, Millie is responsible for the representation of the Australian music industry at key international music events. She has been instrumental in the growth of Australian music worldwide, having overseen the marketing, networking and showcasing activity undertaken at 63 different events in 58 cities, across 21 countries since 2009. In 2011 Millie was honoured by Sydney's FBi Radio Station with the "SMAC of Year" Award, in recognition of her efforts with Australian musicians internationally and in 2012 was inducted into the Yearly Music Conference Awards, UK (YMCA) Hall of Fame for Outstanding Achievement: Music Export.



MOLLY NEUMAN (Songtrust) (USA)

Molly Neuman is the Global Head of Business Development at Songtrust, the world's largest global royalty collection service and publishing administrator. At Songtrust she leads the business development, sales, and marketing teams of in their service to over 1,500,000 songwriters and 20,000 publishers to collect their publishing royalties worldwide for over 1,000,000 copyrights. Prior to joining Songtrust, Molly was Head of Music at Kickstarter, Interim President and Vice President of the American Association of Independent Music (A2IM) and held senior roles in label relations at Rhapsody International and eMusic. Additionally, she has served on the boards of SoundExchange and A2IM. Molly's career in music began as the drummer in Riot Girl band, Bratmobile.



PADDY MCHUGH (Artist)

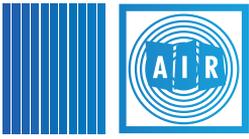
Paddy McHugh shoots from the hip, doesn't pull punches. His song writing is honest and true, tales of life in Australia told by a man who's grown up in same, as raw and real as the country in which he took his first steps. Raised in Tamworth, imbued from a young age with country music, before moving off to Sydney and immersing himself in the city's gritty punk scene, McHugh now calls Brisbane home, he and his family ensconced within the hot damp that defines the Queensland capital, home to a slew of primal, passionate music over the years. Adding to this cannon, in writing for his second record City Bound Trains, McHugh has come full circle and now calls country home once more. But it's intelligent country, poignant and vivid. McHugh comes from the Paul Kelly school of song writing in that simplicity is key and everyday life makes the best stories. City Bound Trains, which follows on from 2013's Trials & Cape Tribulation and is produced by Brendan Gallagher (Karma County), is a neat and strong package that showcases this growing songwriter's talent to a tee.



PAIGE X. CHO (Bolster)

Paige X. Cho is a Melbourne-based creative passionate about music, stats and consumer psychology. As Senior Music Strategist at Bolster, she helps music clients develop advertising and content strategies, and helps brand clients tap into music audiences. Recent campaigns and clients include Splendour in the Grass, London Grammar, The xx, Falls Festival, Tash Sultana, Angus & Julia Stone, Sydney City Limits and Laneway Festival. Previous to Bolster, Paige also worked at other agencies to hone her advertising and comms skills, and has also been a Label Manager at Shock Records. When she's not banging away at a keyboard at work, Paige also spends her time as a musician and plays keys for a couple of Melbourne bands.





PHIL BROWN (Nightlife Music)

Having worked for Nightlife Music for over 13 years, Phil Brown has been integral in the growth of this award winning Music-Tech company. During this time Phil has had the opportunity to work with the leading operators and projects in Hospitality; including overseeing roll out of curation services to the Merivale Group and consulting to both Crown Melbourne and the Star in Sydney on their music and entertainment services. Phil also helped launch Nightlife's award winning app crowdDJ and has brokered partnership opportunities with a range of National and Global brands to create innovative uses of music with brands like Spotify, Universal Music Australia, Lion, The Brisbane Heat and G'Day USA.



PHILIP STEVENS (Jarrah Records)

Philip Stevens currently manages the John Butler Trio, the Waifs, San Cisco, SUPEREGO (Formerly POW! Negro) and Stella Donnelly; he also managed Little Birdy between 2003 –2007. He is experienced in taking artists from their first tentative steps, establishing them as Australian artists, and then as international artists. Philip established Jarrah Records in New York in 2002 and has been managing the label and overseeing all label duties since. Jarrah Records was the first artist-owned independent label to debut at No.1 on ARIA charts. Prior to managing, Philip created the alternative music venue Mojo's Bar in North Fremantle WA in 1998, which he ran with his partner for 4 years. Philip also ran a successful touring company called Jazz Dive Promotions, which promoted concerts in Western Australia between 1990 and 1998. Jazz Dive represented many of Australia's finest acts including Paul Kelly, Weddings Parties Anything and Kate Ceberano, as well as international touring blues and world music acts such as Screaming Jay Hawkins, Buddy Guy, Angelique Kidjo and The Bhundu Boys. Philip has won numerous awards including WAMI's 'Best Management Company' in 2005, 2006, 2012 and 2017; 'Best Label' in 2005, 2006, 2007, 2008 and 2011 and was inducted into the WAM Hall of Fame in 2014.



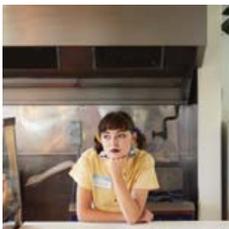
PORTIA SABIN (Kill Rock Stars/The Future of What) (USA)

Portia Sabin hosts the music business podcast The Future of What and runs indie label Kill Rock Stars on the side. She is a board member of A2IM, the RIAA, and the Recording Academy.



RACHEL KELLY (Downtown Publishing)

Rachel Kelly is Creative Director and Head of Sync at Downtown. Prior to this, Kelly served as Creative Director at BMG Australia and Head of Licensing at Alberts working with a roster of artists and writers including AC/DC, Vanda & Young, Gotye, Megan Washington, San Cisco and Montaigne. She also fronted campaigns for AFL, Cadbury, McDonalds, NRL, Peugeot, Samsung & Vodafone among others. Kelly is responsible for establishing and promoting Downtown's brand and catalogue, signing and developing local songwriters, artists and producers in Australia & New Zealand. Downtown recently signed Stella Donnelly to a worldwide publishing deal.



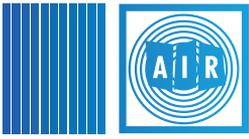
STELLA DONNELLY (Artist)

Stella Donnelly's debut EP 'Thrust Metal' was written over the space of two years; a musical undertaking resulting in a bold and unapologetic repertoire of songs which has propelled Donnelly to the forefront of the new guard of Australian songwriters. The five-track release (including the brilliant 'Mechanical Bull' and wrenching 'Boys Will Be Boys') received critical acclaim on home soil and has since been picked up internationally by Pitchfork, NPR and more. In 2017, the Fremantle resident won the inaugural Levi's Music Prize, as the 'most outstanding talent' at Brisbane's Bigsound conference, a swathe of Western Australian Music Industry Awards, and triple j's 'Unearthed Artist of the Year' award. Donnelly recently inked a global record deal with the highly esteemed US label Secretly Canadian and took Austin's SXSW conference by storm, where she was named a stand out act by The New York Times, NME, DIY Magazine, LA Times and more. Donnelly's relatable way of writing is her lens to the world in which we live, a glimpse into what it's like to be a millennial woman in the age of Trump, Tinder and third wave feminism. With a debut album in the works for 2018, Donnelly has an astronomical year ahead of her.



STEVE CROSS (Remote Control Records)

Steve Cross and Harvey Seward established Remote Control in 2001. The company provides publicity and marketing services, label management and distribution to international and local artists and labels in Australia and New Zealand. Remote Control has worked on releases by major international artist including: Adele, Queens Of The Stone Age, Radiohead, The xx, and The National. The company has also worked with many Australian artists including: Courtney Barnett., King Gizzard and the Lizard Wizard, Methyl Ethel, Chet Faker, The Smith Street Band, Jen Cloher and Client Liaison.



SUSAN COTCHIN (IRR MUSIC)

Susan Cotchin is the founder of IRR Music the original Neighbouring Rights Company and Susan has been getting musicians paid since 1999. A born and bread musician with an extensive 30 years of industry experience, Susan has a genuine desire to ensure artists are properly remunerated and from this core, IRR found its roots. From heading up the Royalties Accounts Department at UK Rights Society PAMRA (now part of PPL) to launching IRR in Melbourne in 2003, Susan has represented acts such as Beyonce, Rihanna, Radiohead, George Michael, Empire of The Sun & most recently Gang of Youths. Susan has a BA with distinction (Music Industry) and is currently undertaking part-time Postgraduate Law studies.



TOM MEE (Spotify)

As Label and Artist Marketing Lead for Spotify Australia and 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. Tom was born and raised in Auckland, New Zealand, but now calls Sydney, Australia home. He has recently completed his MBA, and (with what spare time he has) enjoys boxing, live music, reading, and travel.



VINCENT FENICE (PIAS) (UK)

Vincent Fenice is the Head of international marketing at [PIAS]. Founded in 1981 [PIAS] champions and supports the best independent music in the world across an unrivaled international network. Our 19 offices know their local markets inside out – and are fully dedicated to finding artists and labels an audience in every corner of the globe. With his 15 years of experience in the industry and his marketing expertise, especially in the digital area, Vincent has contributed to the international success of artists such as Flume, Nick Murphy, alt-J, Father John Misty, Beach House.



MARIA AMATO (AIR General Manager)

Maria Amato is the General Manager and CFO of The Australian Independent Record Labels Association. Maria has worked in the Arts and not-for-profit sector for over 25 years specialising in finance and business management. She is currently the Chair of the Creative Industry Advisory Board for the Australian Institute of Music and has held former positions as CEO/CFO of the Melbourne International Film Festival and as board member of Music Victoria.



STUART WATTERS (Indie-Con Australia Conference Curator)

Stu is the curator of Indie-Con Australia for AIR and is also Director of Licensing & Business Affairs at Nightlife Music. Previously, Stu has held a broad range of roles including CEO of AIR, EO of Q Music, serving on the board of the Worldwide Independent Network and Q Music, member of APRA's ADR Committee and holding a position on the International Honorary Committee at MIDEM for five years. He runs his own music services and consulting service whose clients (past and present) include Nightlife Music, AIR, Hydric Media, The Seed Fund, Arts Queensland, QPAC, Hunted Media, Brisbane City Council, Mix It Up, Fieldworx, The Gin Club, The Medics, Mountain Goat Brewery and Q Music. Stu is unashamedly parochial about Australian independent music and about independent music globally.



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