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September 2006 • Issue #103 • FREE!

Interlxxx.com Independent Music Magazine

SPECIAL IMC06 CONFERENCE DIRECTORY EDITION

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see pg. 3

also featuring:
• dropclutch
• cryptic minds
• aggroholic



schedule of events

A more detailed agenda featuring workshop and panel descriptions can be found inside. With the exception of Sunday's, all Overview Panels will be held in the Main Expo Room, but last minute changes can occur, so it's wise to check the Notices Board at the Registration Area for daily updates.

THURSDAY - AUGUST 31st

- 10:00-11:30 - General Overview Panel - Subtopic: Technology
- 12:00-1:30 - Indie Booking and Touring Panel - COOK
- 1:00-2:00 - Looking for Press in All the Right Places (Noel Ramos) - REYNOLDS
- 1:00-3:00 - The Ins and Outs of Making the Perfect CD (John Borkowski) - HAMILTON
- 2:00-3:00 - Hey! What's with that Camera? (D. Gabriel) - REYNOLDS
- 2:00-3:00 - Music Publishing for Songwriters (Rob Case) - FLOWER
- 2:00-3:00 - Business - An Orchestrated Composition (Dave Dickson) - FRAMPTON
- 3:00-4:00 - Promote Yourself For Free and Laugh All the Way to the Bank! (Rana Sobhany) - FRAMPTON
- 3:00-4:00 - Breaking Down the Myths about Copyrights (Michael Driscoll) - REYNOLDS
- 3:00-4:00 - Business of Entertainment (Eric Kayira) - FLOWER
- 3:00-4:00 - Arrangements are Everything! (Lawrence "Gelboni" Gelburd) - HAMILTON
- 4:00-5:30 - Media Challenge Panel - COOK

FRIDAY - SEPTEMBER 1st

- 10:00-11:30 - General Overview Panel - Subtopic: Digital Delivery
- 12:00-1:30 - Indie Label Deals Panel - COOK
- 12:00-1:30 - Take Care of Your Voice (Joseph Spiegel MD, Rosemary Ostrowski) - HAMILTON
- 12:00-1:30 - Rhymecology (Jeff "J" Walker) - REYNOLDS
- 1:00-2:00 - Say Cheesel! Creating a Picture-Perfect Press Kit (Rana Sobhany) - ROOM 3123
- 1:00-2:00 - The 8 Keys to Success in the Music Industry (Bill Pere) - FRAMPTON

- 1:00-2:30 - Social Networking - Media Convergence (Dave Usikkinen) - FLOWER

- 2:00-3:00 - It's the Music Business! (M. Wagman) - REYNOLDS
- 2:00-3:00 - Tripling Your Audience with Targeted Songwriting (Bill Pere) - FRAMPTON

- 2:00-3:00 - DIRECT to FAN (David Cooper) - ROOM 3123

- 2:00-4:00 - The Performing Songwriter's Paint Box-Vocal Workshop (Kay Pere) - HAMILTON

- 3:00-4:00 - Planning Your Future In The Music Business: Foundation To Franchise (Jerry Lembo) - FLOWER

- 3:00-4:00 - Using the Internet to Help Market Your Music (David Wimble) - ROOM 3123

- 3:00-4:00 - Business - An Orchestrated Composition (Dave Dickson) - REYNOLDS

- 4:00-5:30 - Publishing, Fact and Fiction Panel - COOK

- 4:00-5:30 - SONGSALIVE! ACOUSTIC ROUNDAABOUT

SATURDAY - SEPTEMBER 2nd

- 10:00-11:30 - General Overview Panel - Subtopic: What's My Line? Job Descriptions
- 12:00-1:30 - Street Teaming, Buzz Building, Merch, Expanding Your Revenue Streams Panel - COOK

- 12:00-2:00 - Vocal Workshop (Roxanne Kiely) - HAMILTON

- 1:00-2:00 - Getting Started in the Music Business from the Ground Up (Doda Shrock) - FRAMPTON

- 1:00-2:00 - EP - Entertainment Psychology (J. Ballard, PhD) - FLOWER

- 1:00-2:00 - Maintaining Artistic Integrity While Running Your Career as a Business (RAV) - REYNOLDS

- 1:15-2:30 - Soundbites - Food & Photo Opps - MAIN LOBBY

- 2:00-3:00 - Music Videos: When, Why & How (David A. Ruth, Kevin Hackenberg, Del Lukers, Jamie Moffett) - HAMILTON
- 2:00-3:00 - Say Cheesel! Creating a Picture-Perfect Press Kit (Rana Sobhany) - FLOWER

- 2:00-3:30 - Studio Preparation for Recording (Kyle Ober) - REYNOLDS
- 2:00-3:30 - MPWR Workshop - Artist Empowerment (Gilli Moon) - COOK

- 3:00-4:00 - Basic Legal Concerns For Indie Musicians (Vlad Kushnir) - FLOWER

- 3:00-4:00 - Submission of Music for Airtime (Lou Pica) - FRAMPTON

- 3:30-5:30 SONGSALIVE! ACOUSTIC ROUNDAABOUT

- 4:00-5:30 Studio to the Street Panel - COOK

- 6:00-7:30 DISCourse - CLOSED SESSION (panelists ONLY)

SUNDAY - SEPTEMBER 3rd

- 10:00-11:30 - DISCourse - OPEN SESSION - HAMILTON

- 12:00-1:30 - Women in the Music Business Panel - COOK

- 12:00-1:30 -Guitar Clinic - How to Succeed as a Studio Musician (Mike Tyler) - HAMILTON

- 1:00-2:00 - Maintaining Artistic Integrity While Running Your Career as a Business (RAV) - FRAMPTON

- 1:00-2:00 - Music Publishing for Songwriters (Rob Case) - FLOWER

- 1:30-3:00 - Rhymecology (Jeff "J" Walker) - REYNOLDS

- 2:00-3:00 - Got Ringing? - What EVERY Musician Needs to Know About Hearing Loss (Elaine Ramos) - FLOWER

- 2:00-3:00 - The Benefits of Doing Benefits: How to Successfully Produce and Profit from Benefit Concerts (Bill Pere) - FRAMPTON

- 2:00-3:00 -Stage Preparation (Tom Quinn) - HAMILTON

- 2:00-3:00 -Looking for Press in All the Right Places (N. Ramos) - COOK

- 3:00-4:00 - Create Your Own Pond: Be the "Big Fish" in Your Own Unique Niche (Wendy Kellin) - REYNOLDS

- 3:00-4:00 - EP - Entertainment Psychology (Jamie Ballard PhD) - FLOWER

- 3:00-4:00 - Breaking Down the Myths about Copyrights (Michael Driscoll) - COOK

- 3:00-4:00 - Promote Yourself For Free and Laugh All the Way to the Bank! (Rana Sobhany) - FRAMPTON

- 3:00-5:30 - SONGSALIVE! ACOUSTIC ROUNDAABOUT

- 4:00-5:30 General Overview Panel - Subtopic: Ethics, Integrity, Legal Issues

MONDAY - SEPTEMBER 4th

- 10:00-5:00 - SONGSALIVE! Songcamp (Gilli Moon, Bill Pere, Stephen Kiely and Songsalive! members)

special IMC06 edition of the InterMixx independent music magazine

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Robert Case: It Can Be Done

by Lauren Quinn



Rob Case is president of New Pants Publishing (ASCAP) and Old Pants Publishing (BMI). He is a publisher who has had many of his artists' songs placed or licensed, and has also been on the Grammy list 28 times. In addition to his music endeavors, Rob runs his own real estate development company. As if he wasn't already busy enough, he also travels around the country to various music conferences where he generously contributes his knowledge and experience to the attendees.

Now, you might already be thinking that's impressive, but if you also factor in that this warrior is in a constant battle with cystic fibrosis during every waking moment, it adds a whole new level to his accomplishments. His medical condition has made getting to this point in his career difficult, however for Rob, perseverance and determination won out. As a child Rob imagined himself as a radio DJ, but later, after seeing an ad in Rolling Stone for the Art Institute, he chose to devote his life to something else. Rob entered the Art Institute to pursue a career in production and graduated with an Associate Degree in Business, with an emphasis in Music and Video.

Soon after college, Rob produced and released a compilation cassette featuring a number of artists he was working with. He began attending conferences in L.A., hoping to secure major or indie label deals for these artists. After trying that for a while he realized that he did not need to continue the pursuit, and instead started his own company... a business that handles everything: management, contracting, marketing, financing, scheduling tours, travel, production, distribution, and placement.

Nowadays, in addition to running his own business, Rob also has a joint venture deal with Disc Marketing to handle the licensing of his artists' songs. He is currently writing a book and devotes his website (RobertACase.com) to answering questions he gets from people in the industry. With all these entities in one business, it is no wonder that the artists Rob represents can make a living off of their music.

Rob will be available at the Independent Music Conference in Philadelphia, presenting a workshop on Publishing for the Indie Musician as well as participating on numerous panels. He'll also be available to provide individualized mentoring sessions tailored to the needs of all interested musicians.

For more information, visit his websites at:
www.newpants.com and www.oldpants.com

9/3 • Grand Finale Show
w/ Suicide City, Dropclutch
Aggromatic, & more

August 30
"Unofficial" Kick-Off Party
• **Hamilton Room**
Sheraton Society Hill Hotel

www.IndieFans.com
August 30th - September 4th • One Dock Street; Philly

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August 31
Immie Awards
• **Hamilton Room**
Bobby Katz, Melissa Bathory, Gilli Moon, Maryland Story, Genevieve, Lauren Briant, Tim Miller, Casey Desmond

• **9/1 - Hamilton Room**
Cheryl B. Englehart, B-Locks, Yet2B, Entyce, Coole High, J Walker, Tah Phrum Duh Bush

• **9/1 - Expo Stage**
Roxanne Kiely, Stephen Kiely, Lynn King, Annie Dinerman, Ruth Greenwood

• **9/1 - Finnigan's Wake**
Theresa Morton, Sister Funk, Glory Front, Apologia

• **9/1 - The Fire**
HOST: Lou Pica, Bill Pere, Kay Pere, Melodeego, Dr. Lou

• **9/2 - Hamilton Room**
Amanda Kaletsky, Shannon Penn, Closenuf, Throg

• **9/2 - Expo Stage**
John F. Kennedy, Haze, Natalia

• **9/2 - Finnigan's Wake**
Ravi, DAY, Johnny Clutch, Tribal Knowledge

• **9/2 - The Pennant**
Aggromatic, On Faith Alone, Apologia, Seizure 17, Skyscraper

SR SUICIDE CITY LIVE!

9/3 • IMC06 Grand Finale

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cryptic minds
aggromatic
hollo

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**Welcome to
Suicide City -
Enter if you dare**

by Lauren Quinn

"In a world engulfed by corruption, hatred, injustice and an overwhelming lack of originality there are a few places where only the polar opposites lurk. One of these scarce locations is set in a city, a place built of creativity, originality and uncut energy. This place is simply known as Suicide City. Defined by the band members as dark, turbulent, romantic, and despair SC has already found itself a home in my heart." (Taken from Jennifer Arroyo's personal website www.jenniferarroyo.com)

Once you enter the world of Suicide City you will never be the same. Back in late 2004, five musicians came together to break the chains of the traditional label deal to form an independent, self-sufficient "City." The Founding Fathers (and Mother) of the City are Billy Graziadei (BioHazard/ Guitar-Vocals), Jennifer Arroyo (Kittie/ Bass- Vocals), Karl Bernholtz (Groovenics/ Vocals), A.J. Marchetta (Groovenics/ Guitars), and Danny Lamagna (introduced by Sworn Enemy/ Drums).

To find the City just listen out for the call of melodic, high-energy industrial/ hard-core metal to entice you. Once you have entered the City, their explosive show will have you begging to become a Citizen. Every night with Suicide City is different. One night you might see Karl do a back flip, jump into the crowd from the balcony or climb anything he can get a grip on. The next night you might see some blood-shed with Jen getting so empowered by the music that she busts A.J's face open with her bass or Karl giving Billy a black eye with his mic (at least Danny is safe behind the drums "for now!!!"). For this band you can honestly say that they do put their Blood, Sweat, and Tears into their music.

One great thing about the City is that as a Citizen you get something for your taxes. As I stated earlier the City is completely self-sufficient right now. Whether you want one of their many different designed t-shirts, hoodies, hats, thong or CD, if you pay your taxes you will get it. But sorry kids, universal health-care is not provided for the mosh pit. Their first C D

(Not My Year) has been available since their first show at The Saint in Asbury Park, New Jersey. Suicide City has sold over 5,000 copies and climbing (most of which were hand to hand) and recently got distribution through Hot Topic for CD sales. The CD sales will probably sky rocket since that is the CD being sold by Hot Topic to all of the loyal Citizens. Yeah, a lot of the Citizens already have the CD but Suicide City found a way around that. If you buy the CD at a Hot Topic it will have a special sticker with it, which will entitle you to a specially designed t-shirt. Also, Suicide City is planning new Not My Year CDs with their video for "Give Me Your Pity" and extra goodies.

By this point you are probably wondering "Where is Suicide City?" They are everywhere. This band has been touring for much of the past year and a half because they realize the only way to get heard is to get out there. Suicide City has been enlisting citizens with bands such as OTEP, Mindless Self Indulgence, Taking Back Sunday, and currently Gwar. Also, you will be able to see them at IMC06 in Philly, Billy and Jen will be sitting on some panels and the band is headlining the final show on Sunday, September 3rd.

The other question you may have in your mind might be why I am writing about Suicide City? Besides the fact that is one of the only bands the past couple of years that blew me away with both their stage presence and music. They all know that their job does not end on the stage. You can see any one of them hanging out with fans before and after their shows. Even though some of the members had great success with their previous bands, when they started Suicide City they started from scratch. They have worked their asses off to get where they are now and plan to keep working.

This is definitely a band you will be seeing a lot of in the not so far future. Check out their websites at: suicidecity.com or www.myspace.com/suicidecity

SUICIDE CITY



Welcome to the City of Philadelphia and the Sheraton Society Hill Hotel for the 2006 presentation of the Independent Music Conference. We are very pleased that you have joined us for our fifth event.

This year's IMC marks a special milestone for us. It is the first year that the IMC was presented more than once! Our fourth IMC took place just recently in Dallas, Texas. It was a success and we're already planning our return. In addition to the second presentation of the IMC in the lone star state, we've also got two other new events scheduled for 2007. That will make a total of *four* presentations of the Independent Music Conference in 2007!

Please keep checking these pages as the InterMixx independent music magazine updates you on all the information you'll need to catch the IMC when it swings by your neck of the woods.

As we near the first day of our fourth annual IMC/Philly, we'd like to offer our most sincere thanks to all those who have shown us so much support over the years. To the sponsors, instructors, trade show exhibitors, performance venues, volunteer staff and to the many talented artists who have been a part of the IMC, to the wonderful and supportive people at the Sheraton Society Hill Hotel, The City of Philadelphia, The Philadelphia City Paper, WYSP, Pennsylvania Musician, Pulse Weekly, Play Magazine and so many other supportive media outlets, to the local community and the many independent music and arts organizations who have been strong supporters since the very beginning, please accept our sincere gratitude.

Special mentions must go out to Songsalive!, The Connecticut Songwriters' Association, The Dallas Songwriters' Association, The American Federation of Musicians, Disc Makers, CD Baby, The Indie Bible, Sennheiser, The Millennium Music Conference, Sonicbids, Entrapy Music Group, Universal Rehearsal, Melissa St.Jude and Urban Beat Movement for their exceptional and unwavering support from the very beginning in 2002.

This year is our biggest IMC yet. We welcome over 60 industry instructors and over 250 registered attendees travelling from as far away as Australia! The music industry is going through a massive transformation, as the digital world becomes more and more commonplace, the repercussions are being felt far and wide. Now it's more important than ever before to arm yourself with knowledge and learn from the experience of those who have blazed the trails before you. Welcome to the IMC! Thank you again for joining us, enjoy yourselves and be safe during your visit to the 4th Annual Independent Music Conference in Philadelphia, Pennsylvania!

Noel Ramos
Executive Director - IMC06



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AGENDA

Our many Panelists, Mentors and Workshop presenters will be making the IMC a highly effective learning opportunity. The IMC is a five-day event that’s packed with great workshops, panels, mentor sessions, and networking opportunities. Use this agenda to plan your time at the IMC to make the most of it.

THURSDAY - AUGUST 31st

10:00-11:30 - MAIN EXPO ROOM

• General Overview Panel

Moderator: Noel Ramos, Phil Nicolo, Terry Jones, Helen Bruner, Simon Rosen, Dave Dickson, John Harris, Stephen Kiely, John Kerecz, Kyle Ober

A general overview discussion of the independent music industry. They said it couldn’t be done, but here we are, millions of indie musicians using the new technologies to advance a career outside of the traditional market. This will be a large panel and any question is welcome. **Subtopic: Technology** - Broad-based Q&A re: gear, instruments, recording, replication, performance, computers, web, and other tech topics.

12:00-1:30 - COOK ROOM

• Indie Booking and Touring Panel

Moderator: Benjy Eisen, John Harris, Gilli Moon, Phil Nicolo, Jeffrey Smith, Jennifer Arroyo, Billy Graziadei, Burt Orlas

Many Indies realize the importance of watching their budget and utilizing DIY methodology for their booking and touring efforts. But what’s the point of touring? This panel takes it to the next level. Maximize your effectiveness: gig-swapping, interviews, airplay, promotion, retail. Time is precious and touring is a massive undertaking; learn to tie in all the critical elements. These experienced road warriors will help you make the most of your efforts.

1:00-2:00 - REYNOLDS ROOM

• Looking for Press in All the Right Places - Noel Ramos

Noel has published a music magazine for 20 years. He’ll relate his experiences and results of surveys he’s conducted with media peers. What grabs their attention? What convinces them to print one band’s story over another? What do booking agents like to see? What else should you keep in mind? Has the advent of EPKs changed things? These answers and more from the perspective of those you want to target. Examples of press kits will be shown, and a free hand-out of Noel’s 7-page “Press Kit Primer” will also be available for all workshop attendees

1:00-3:00 - HAMILTON ROOM

• The Ins and Outs of Making the Perfect CD - John Borkowski

This seminar, which has been replicated over 20 times across the country, will give tips to artists about topics ranging from manufacturing, mastering, and artwork to promotion and distribution. Many artists fall short simply because they don’t have a complete understanding of what a good master sounds like, what kind of artwork and packaging draws attention, or what avenues are out there to help promote and sell their CDs without taking away from music making. The In’s and Out’s seminar is a one-stop shop for the novice as well as the experienced, and promises to be both informative and fun.

2:00-3:00 - REYNOLDS ROOM

• Hey! What’s with that Camera? - Dick Gabriel

With or without your consent; what you should know if someone films the performance. Who’s filming; what’s it for; what are your rights; and what you can do (and still protect the gig). What if it’s for sales and distribution of your own DVD?

2:00-3:00 - FLOWER ROOM

• Music Publishing for Songwriters - Robert Case

This workshop will consist of a basic overview of what music publishing is. What do music publishers do? What is Demo production and pitching songs? What performing rights societies do? Why is this information important for songwriters?

2:00-3:00 - FRAMPTON ROOM

• Business - An Orchestrated Composition - Dave Dickson

Today we’re all busier; working harder, for less appreciation. Every moment is spent hoping there is another gig. But what if there’s not? Do you chase the next train; are you confident that your efforts will pay off? Learn what it takes to have your efforts be rewarded and how to get the most out of your business.

3:00-4:00 - FRAMPTON ROOM

• Promote Yourself For Free & Laugh All the Way to the Bank! - Rana Sobhany

In this workshop, marketing consultant Rana Sobhany will teach you the essentials of organizing a full-blown marketing campaign - FOR FREE!

3:00-4:00 - REYNOLDS ROOM

• Breaking Down the Myths about Copyrights - Michael Driscoll

This presentation will focus on the history, provide clear definitions of copyrights, and distinguish between creation of art and registration. The necessity of copyrights and the protection it brings to the artist’s art will be discussed. For most artists the most valuable creations are not the CDs or cassettes manufactured, but your original songs and compositions. The following will be discussed: What Is a Copyright? Who Can Claim a Copyright / What Works Are Protected? What Is Not Protected by Copyright? How to Secure Copyright Notice of Copyright / How Long Copyright Protection Endures / International Copyright Protection / Copyright Registration / Registration Procedures / Effective Date of Registration / Who May File an Application Form? Provide sample Application Forms / Discuss Fees / How to Search of Copyright Office Records.

3:00-4:00 - FLOWER ROOM

• Business of Entertainment - Eric Kayira

Will discuss the value of forming a loan-out company and the use of such entities, discuss band agreements and investment agreements. Primary focus on educating audience on the big picture issues when building an entertainment franchise/brand and how important the business details are when pursuing the big dreams.

3:00-4:00 - HAMILTON ROOM

• Arrangements are Everything! - Lawrence “Gelboni” Gelburd

Arrangement of songs for artists in front of them.

4:00-5:30 - COOK ROOM

• Media Challenge Panel

Moderator: Noel Ramos, Benjy Eisen, Bobbi Booker, David Wimble, Rana Sobhany, Jeffrey Smith, John Kerecz

In the face of corporate consolidation, rapid changes and dizzying technological advances, what’s an indie to do? How important is airplay these days, and how do you get some? What are the best ways to get press and media coverage? What are the best ways to promote via the media?

FRIDAY - SEPTEMBER 1st

10:00-11:30 - MAIN EXPO ROOM

• General Overview Panel

Moderator: Noel Ramos, David Cooper, Dick Gabriel, Bill Pere, Stephen Kiely, Dave Dickson, Marcy Rauer Wagman, Gilli Moon, Jordan Tishler, Vlad Kushnir

A general overview discussion of the independent music industry. They said it couldn’t be done, but here we are, many thousands of indie musicians using the new technologies to advance a career outside of the traditional market. There will be a large number of panelists and any question is welcome. **Subtopic: Digital Delivery** - Digital delivery is a reality. Now we are seeing how it is affecting the market. Even in the short time that we have been utilizing this new distribution method, it has already morphed considerably. Podcasting, ring-tones, digi-singles, sound tracks, and other digital marketplaces have already expanded this brand new opportunity. This panel will be a cutting edge discussion of these critical developments. Topics will include protection of intellectual property rights, digital distro deals, and the state of the emerging digital delivery market.

12:00-1:30 - COOK ROOM

• Indie Label Deals Panel

Moderator: Dick Gabriel, Theresa Aldao, Eric Kayira, Jeffrey Smith, Gilli Moon, Feygens Saint-Joy Jr., Billy Graziadei, Eric Ervin, Marcy Rauer Wagman, Vlad Kushnir

Indie reps and other industry members will discuss the wide range of indie labels, and describe the different kinds of deals they get involved with. Is entering into a contract with an indie label the right move for you? Learn more about some of the less traditional companies that are redefining the music industry one small chunk at a time.

12:00-1:30 - HAMILTON ROOM

• Take Care of Your Voice - Joseph Spiegel MD, Rosemary Ostrowski

The presentation will focus on evaluating and treating the professional singer. Dr. Joseph Spiegel (voice doctor) and Rosemary Ostrowski (singing voice specialist) will discuss voice care, vocal problems, and vocal complaints as they affect the non-classical singer. Strategies on maintaining a healthy voice will be discussed. Possible demonstration and question and answer session will be included.

12:00-1:30 - REYNOLDS ROOM

• Rhymecology - Jeff “J” Walker

J. Walker has created a program called Rhymecology where he works with “at risk youth” by using the power of hip-hop to help them express and discover themselves. Similar to Art Therapy or Dance Therapy, J. decided that “Rap Therapy” would be more prevalent in today’s society. J. will offer artists an insight into the world of rap and hip hop - the media’s influence, the evolution and changes, marketing tools this genre has used to spread music, and the truths and misconceptions of hip-hop. He will also discuss the affects that his music as well as rap as a whole, has had on the youth which he works with on a daily basis in the inner cities of Los Angeles. This workshop will also include a lyric/rhyming exercise based on hip hop, to inspire even the most creative of minds. Don’t miss this interactive workshop!

1:00-2:00 - ROOM 3123 (3rd floor)

• Say Cheese! Creating a Picture-Perfect Press Kit - Rana Sobhany

In an industry where the first impression you make may be the only chance you get, artists need to be equipped a rock-solid press kit. Learn the fundamentals of building your WOW kit in this informative seminar.

1:00-2:00 - FRAMPTON ROOM

• The 8 Keys to Success in the Music Industry - Bill Pere

Music is first and foremost a people-driven industry. Understanding the 8 factors that determine how people (band-mates, booking agents, DJ’s managers, record producers, partners, and fans prefer to give and receive information can give you powerful leverage in navigating the maze of human dynamics. Bill’s work and publications in this area, based on the widely used MBTI, have been called “groundbreaking” by Ian Bessler, Editor, Songwriter’s Market.

1:00-2:30 - FLOWER ROOM

• Social Networking - Media Convergence - Dave Uosikkinen

Not since the heady days of MP3.com has the indie music industry been so bullish on internet community-building sites. With the stellar rise to prominence of Friendster with 29,000,000 users, and then even more spectacularly, MySpace with 98,000,000 users filling its database, many other “social networking sites” have sprung up. According to online sources, as of 2005, there are over three hundred known social networking web sites. The amazing usage these sites are generating has fast-tracked the convergence trend, and more and more sites are blending the various media outlets into the community experience. YouTube and vMix add video and slide shows to the melting-pot of blogging, IMing, comments, email, groups, event invites and gig listings. Dave Uosikkinen has seen it from all angles. As a founding member of one of Philadelphia’s most successful exports - The Hooters, he has learned the business from the perspective of a major label band with long-term success. As the internet came into mainstream awareness, Dave jumped in with both feet, becoming one of the original team members at MP3.com under Michael Robertson. Now at vMix, Dave continues blazing a trail to the new technology. In this workshop, the broad subject of online promotion through the usage of community based social networking sites will be discussed. Bring a notebook, there will no doubt be a lot of URLs to write down!

2:00-3:00 - REYNOLDS ROOM

• It’s the Music Business! - Marcy Rauer Wagman

You want to start a business. What type of business entity should you choose that’ll give you the best tax breaks and the most protection; how do you create it? We’ll look at the formation, the tax consequences, liability issues and contracts associated with Sole Proprietorships, LLC’s, Partnerships and Corporations.

2:00-3:00 - FRAMPTON ROOM

• Tripling Your Audience with Targeted Songwriting - Bill Pere

Are you reaching only 30% of your potential audience? The other untapped 70% is only a few key words away. You do not have to sacrifice artisitic integrity to reach a wider fan base. You just need to know some of the central factors in effective lyrical communication, and then decide how you want to apply them. The difference between songs that are liked and remembered by broad and diverse audiences as opposed to those that have a narrow following lies in a few easily applied techniques and an understanding of how people prefer to give and receive information. This workshop provides practical application of the information presented in “The 8 Keys to Success in the Music Industry.”

AGENDA

2:00-3:00 - ROOM 3123 (3rd floor)

- **DIRECT to FAN** - *David Cooper*

The shorter the bridge between artists and their fans the better. DIRECTtoFAN is the key to the new Internet music marketplace because it provides the tools to build a direct bridge between artists and their fans. Using the DIRECTtoFAN methodology means the fans are more informed and get all the latest information, products and services at the best price, and it allows the artists to tell their story in their own words and make the most profit by eliminating the middleman. DIRECTtoFAN is a set of tools to help manage the fan relationship via a web-based fan club, including website content, and web commerce.

2:00-4:00 - HAMILTON ROOM

- **The Performing Songwriter's Paint Box - Vocal Workshop** - *Kay Pere*

Unlock all the colors of your voice. Techniques to release the unique expressive palate of each song. Tools to create a vivid experience for your audience no matter what your style. Learn specific vocal and songwriting techniques which will bring you attention as a PerformingArtist. Producers and vocal coaches working to encourage vocal artistry on stage and in the studio will also find value in the distinctive approach offered by this workshop. Kay Pere is a multi-dimensional music educator, performing songwriter, visual artist and activist, whose creative work embodies a message of hope, healing and humanity.

3:00-4:00 - FLOWER ROOM

- **Planning Your Future In The Music Business: From Foundation To Franchise** - *Jerry Lembo*

An interactive workshop. With my consultation a team of audience participants will create an artist development plan from the beginning to the on sale date. This will provide attendees with a takeaway blueprint for building a successful business plan.

3:00-4:00 - ROOM 3123 (3rd floor)

- **Using the Internet to Help Market Your Music** - *David Wimble*

There are hundreds of services available that can help you to gain more exposure for your music. Most people know of only a fraction of them.

3:00-4:00 - REYNOLDS ROOM

- **Business - An Orchestrated Composition** - *Dave Dickson*

Today we're all busier; working harder, for less appreciation. Every moment is spent hoping there is another gig. But what if there's not? Do you chase the next train; are you confident that your efforts will pay off? Learn what it takes to have your efforts be rewarded and how to get the most out of your business.

4:00-5:30 - COOK ROOM

- **Publishing, Fact and Fiction Panel**

Moderator: Bill Pere, Marcy Rauer Wagman, Robert Case, Dick Gabriel, Eric Ervin, Eric Kayira, Jordan Tishler, Vlad Kushnir

The complex business of publishing will be discussed including: role of the publisher, benefit of their expertise to the songwriter, writer's share, publisher's share, statutory rates, the functions of the PROs, sync licensing, master use licensing, artist royalties (related but often confused with publishing), as well as which royalties are paid by radio. The myths that you should never assign or "give up" your publishing interests, and that artists should co-publish their songs or "retain 25% for nothing" will also be discussed.

4:00 - 5:30 - HAMILTON ROOM

- **SONGSALIVE! ACOUSTIC ROUNABOUT**

Gilli Moon, Stephen Kiely, Roxanne Kiely and Songsalive! members

Songsalive! will run acoustic performances throughout the conference weekend for Songsalive! members. The Songsalive! Acoustic Roundabouts will be held in the Hamilton Room which has a lovely grand piano and sound system. Not a Songsalive! member, but want to join? No problem! We will have Songsalive! members in the Hamilton Room at all times. This is THE place to be seen!

SATURDAY - SEPTEMBER 2nd

10:00-11:30 - MAIN EXPO ROOM

- **General Overview Panel**

Moderator: Noel Ramos, Robert Case, Michael Driscoll, Rana Sobhany, Jason Rubal, Jordan Tishler, Kevon Glickman, Donovan West, Jeffrey Smith, Eric Ervin, Vlad Kushnir, Wendy Keilin, Kyle Ober

A general overview discussion of the independent music industry. They said it couldn't be done, but here we are, many thousands of indie musicians using the new technologies to advance a career outside of the traditional market. There will be a large number of panelists and any question is welcome. **Subtopic: What's My Line? Job Descriptions** Producers, managers, booking agents, engineers, and others will describe their jobs and who does what. It can be a bit confusing when you are considering bringing a new team member aboard, especially if it's a manager or a lawyer. It can also be very helpful to know more about what you should and shouldn't expect from an engineer in the studio, booking agent, or publicity person. This panel will help you determine what to look for in your business relationships.

12:00-1:30 - COOK ROOM

- **Street Teaming, Buzz Building, Merch, Expanding Revenue Streams Panel**

Moderator: Gilli Moon, Donovan West, Rana Sobhany, Jennifer Arroyo, Theresa Aldao, Burt Orilas, Jeffrey Smith, Montez Petrose, Wendy Keilin

Members of the promotional side of the market will discuss the importance of incorporating a serious street teaming effort into your overall indie business efforts. Methods for attracting street teamers, rewarding them, managing the program and brainstorming other new promotional ideas will be highlights. This brainstorming session will include ideas for increasing CD sales, creating alternate revenue streams, and expanding overall sales and income efforts. Diversifying your revenue streams gives you much more security than if all your income is based on only one or two sources. Seek opportunities that can lead to supplemental income and round out an indie career.

12:00-2:00 - HAMILTON ROOM

- **Vocal Workshop** - *Roxanne Kiely*

Australian Singing teacher to the "Stars Of Today" Roxanne Kiely teaches how to learn to sing without pain or strain. Learn how to develop a wider vocal range and projection beyond belief within matter of a weeks. Learn how to support your voice by developing correct breath support. Vocal exercises also include improving articulation and vocal blending... plus much more." Can you answer "yes" to any of the following? "I find it painful and a strain when singing." "I struggle to reach high notes." "I need a bigger range." "My vocal projection is weak." "I wish my upper register were stronger." "I don't feel comfortable singing falsetto." "I need greater vocal control." "I need greater breath control." "I lose my voice after: Singing a few songs Talking loudly Shouting" "I have a problem with articulation." "When singing I run out of air before finishing a phrase." If

you struggle with any or all of the above, Roxanne is holding a vocal workshop to talk about how you can learn to overcome these problems. Listen to her unique story of how she overcame severe vocal nodules without having to have a throat operation. Roxanne specializes in a vocal technique that includes: Pain Free Singing, Extensive range extension, and projection, Articulation, Vocal blending.

1:00-2:00 - FLOWER ROOM

- **EP - Entertainment Psychology** - *Jamie Ballard, PhD*

The 'industry' and you seem like separate entities right? At first glance perhaps, maybe even at second glance, but when both eyes close... and glancing evolves into feeling, do you still find its rhythm, its energy, and/or its brilliance different from yours? Of course not. You are the entertainment industry, you personify it, and it, in the same way, is you. Entertainment psychology is a reflection of you as well, in your healthiest, most powerful form - socially, behaviorally, psychologically, emotionally, etc. - and it presents itself as you, fully aligned with your 'gift(s)' and talents/skills in a way which allows success on stage and in life to be choices, and to be as simply designed or written as album covers or songs. Entertainers who know, don't 'make it' by chance, they make it because they create 'it' for themselves. Lets do that... lets chose to create success.

1:00-2:00 - FRAMPTON ROOM

- **Getting Started in the Music Business from the Ground Up** - *Docta Shock*

You say you've got talent, cool... now what the hell do you do next? Let's talk about all the steps you'll have to take to get your act together, get your business together, and one day maybe if you're lucky, you'll finally get your first rejection letter... whoopie! Everything you'll need to know to get started on the right path to excess!

1:00-2:00 - REYNOLDS ROOM

- **Maintain Artistic Integrity While Running Your Career as a Business** - *RAVI*

The "business" suffocates many artists in their pursuit to fulfill artistic dreams. This seminar connects that pursuit with the achievement of goals and the integration of arts into today's business and social environment. I will discuss ten essential principals combining introspective philosophy and practical business methodology. We are an industry of entrepreneurs navigating a corporate nightmare. Together, we will create a better arts industry for everyone!

1:15-2:30 - MAIN LOBBY

- **Soundbites - Food & Photo Opps**

Various industry attendees have been invited to schmooze with representatives from the local press and other media.

2:00-3:00 - HAMILTON ROOM

- **Music Videos: When, Why & How Seminar**

David Allen Ruth, Kevin Hackenberg, Del Lukens, Jamie Moffett

This seminar will include several selected panel members discussing the importance of music video as an effective tool in marketing and promoting you, the artist(s) and the release of your music. When should you consider investing in a music video? Preparing for a music video (conceptual or performance). How much should I spend on a music video?

2:00-3:00 - FLOWER ROOM

- **Say Cheese! Creating a Picture-Perfect Press Kit** - *Rana Sobhany*

In an industry where the first impression you make may be the only chance you get, artists need to be equipped a rock-solid press kit. Learn the fundamentals of building your WOW kit in this informative seminar.

2:00-3:30 - COOK ROOM

- **MPWR Workshop - Artist Empowerment** - *Gilli Moon*

Define success on your own terms... professional artist development, staying motivated, how to develop the right relationships, marketing and promotional tools, and overcoming obstacles. Gilli Moon hosts an MPWR (empower) Workshop to motivate you beyond creativity, into the business world of the Professional Artist. This workshop will help you take the next step with your artistry - guiding, motivating, encouraging and providing tools, tips and solutions to take your artistry into the world of the entertainment industry. Plus tips on indie promotional and marketing strategies to put philosophy into practice.

2:00-3:30 - REYNOLDS ROOM

- **Studio Preparation for Recording** - *Kyle Ober*

How to best prepare yourself before entering the studio. Learn why it's important to know the reasons for going into the studio. It's not just, "Well ya know... we jus' wanna record our songs Dude!" Learn how to choose the material you wish to record and if it is truly ready to be recorded. Find out if you are ready to work with a producer and learn how to determine if he understands your vision. Find out if you even need a vision to work with a producer or is it about his vision? Discuss time tables... how long does all this take? What piece of equipment is your best friend before, during, and after your studio experience and probably for the rest of your life as a musician?

3:00-4:00 - FLOWER ROOM

- **Basic Legal Concerns For Indie Musician** - *Vlad Kushnir*

The workshop will cover the basic legal aspects of the music industry. The topics include: basics of copyright law and copyright protection; trademarks and domain names; right of publicity; royalties computations; group issues; business entities; music publishing and licensing.

3:00-4:00 - FRAMPTON ROOM

- **Submission of Music for Airtime** - *Lou Pica*

Do's and don't for submitting songs to radio stations geared at getting your song in to the "mix" as something that gets the most exposure possible. Some common and not so common sense things to think about when you want your song at the top of the "cut" list.

3:30-5:30 - HAMILTON ROOM

- **SONGSALIVE! ACOUSTIC ROUNABOUT**

Gilli Moon, Stephen Kiely, Roxanne Kiely and Songsalive! members

Songsalive! will run acoustic performances throughout the conference weekend for Songsalive! members. The Songsalive! Acoustic Roundabouts will be held in the Hamilton Room which has a lovely grand piano and sound system. Not a Songsalive! member, but want to join? No problem! We will have Songsalive! members in the Hamilton Room at all times. This is THE place to be seen!

4:00-5:30 - COOK ROOM

- **Studio to the Street Panel**

Moderator: Jordan Tishler, Billy Graziadei, Jennifer Arroyo, Vic Steffens, Christine Ohlman, Rana Sobhany, Theresa Aldao, Jason Rubal, RAVI, Jeffrey Smith

AGENDA

A moderated panel presentation of the steps that typically occur from the time the artist decides to market his/her music through the recording process, to a tour, possible indie label deal, and a discussion of how independent artists can learn and benefit from the “label” model

6:00-7:30 - REYNOLDS ROOM
• **DISCourse - CLOSED SESSION (panelists ONLY)**
Moderator: Noel Ramos, Donovan West, Gilli Moon, Roxanne Kiely, RAVI, Jamell Powell, Jeffrey Smith, Jordan Tishler, Jason Rubal, Stephen Kiely, Kyle Ober
A unique listening and discussion group where artists can get real world feedback on their CDs. Panelists will review submissions on Saturday in a closed session (panelists only), in order to provide more effective and practical feedback on Sunday during the DISCourse panel presentation. **Artists are asked to submit their press kits and CDs by Saturday at 3:00 at the Registration Table.**

SUNDAY - SEPTEMBER 3rd

10:00-11:30 - HAMILTON ROOM
• **DISCourse - OPEN SESSION**
Moderator: Noel Ramos, Donovan West, Gilli Moon, Roxanne Kiely, RAVI, Bill Pere, Jamell Powell, Noel Ramos, Jeffrey Smith, Jordan Tishler, Jason Rubal, Stephen Kiely, Kyle Ober
A unique listening and discussion group where artists can get real world feedback on their CDs. Panelists will review submissions on Saturday in a closed session (panelists only), in order to provide more effective and practical feedback on Sunday during the DISCourse panel presentation. **Artists are asked to submit their press kits and CDs by Saturday at 3:00 at the Registration Table.**

12:00-1:30 - COOK ROOM
• **Women in the Music Business Panel**
Moderator: Gilli Moon, Kay Pere, Rana Sobhany, Jennifer Arroyo, Roxanne Kiely, Christine Ohlman, Wendy Keilin
Discussing the trials, tribulations, and success stories of women in the music business. Some topics are women as performers, and women in the business behind the scenes. Do women still experience discrimination in this business? How do women handle performances and costumes, stage presence, and song delivery?

12:00-1:30 - HAMILTON ROOM
• **Guitar Clinic - How to Succeed as a Studio Musician - Mike Tyler**
This workshop will involve a guitar clinic with Tyler's band showing various styles and sounds involved in working with a variety of artist live and in the studio. With Q&A and giveaways from SAM ASH Music.

1:00-2:00 - FRAMPTON ROOM
• **Maintaining Artistic Integrity While Running Your Career as a Business - RAVI**
The “business” suffocates many artists in their pursuit to fulfill artistic dreams. This seminar connects that pursuit with the achievement of goals and the integration of arts into today's business and social environment. I will discuss ten essential principals combining introspective philosophy and practical business methodology. We are an industry of entrepreneurs navigating a corporate nightmare. Together, we will create a better arts industry for everyone!

1:00-2:00 - FLOWER ROOM
• **Music Publishing for Songwriters - Robert Case**
This workshop will consist of a basic overview of what music publishing is. What do music publishers do? What is Demo production and pitching songs? What performing rights societies do? Why is this information important for songwriters?

1:30-3:00 - REYNOLDS ROOM
• **Rhymecology - Jeff “J” Walker**
J. Walker has created a program called Rhymecology where he works with “at risk youth” by using the power of hip-hop to help them express and discover themselves. Similar to Art Therapy or Dance Therapy, J. decided that “Rap Therapy” would be more prevalent in today's society. J. will offer artists an insight into the world of rap and hip hop - the media's influence, the evolution and changes, marketing tools this genre has used to spread music, and the truths and misconceptions of hip-hop. He will also discuss the affects that his music as well as rap as a whole, has had on the youth which he works with on a daily basis in the inner cities of Los Angeles. This workshop will also include a lyric/rhyming exercise based on hip hop, to inspire even the most creative of minds. Don't miss this interactive workshop!

2:00-3:00 - FLOWER ROOM
• **Got Ringing? Ear... responsibility: What EVERY Musician Needs to Know About Hearing Loss - Elaine Ramos**
Hearing loss caused by exposure to music will be described, as well as preventative techniques designed for each band member so as to avoid losing hearing sensitivity during not only performances, but practice sessions as well. Issues such a “tinnitus” (ringing in the ears) will be discussed along with most current research on music-induced hearing loss and treatment.

2:00-3:00 - FRAMPTON ROOM
• **The Benefits of Doing Benefits: How to Successfully Produce and Profit from Benefit Concerts - Bill Pere**
For most artists and bands, “doing a benefit” usually means putting out a lot of work and playing for free. The main purpose of a benefit is to help some worthy cause, but non-profit does not have to mean no-profit for artists. Bill has raised more than half a million dollars for various charities through his performances, and is the Founder of LUNCH, a nationally recognized organization which uses the power of popular music to produce positive social action. Bill's upscale benefit events draw large audiences of people who pay to come and LISTEN to original music. As a result of his benefit work, Bill had received many offers for deals which result in real paychecks. It's all in knowing how to organize and execute an event, how to present your ideas, and how to present yourself and your music. Partnering with the non-profit sector is one of the best ways for any band or artist to take a great leap forward in their career while using their music to make the world a better place. This workshop will show you how.

2:00-3:00 - HAMILTON ROOM
• **Stage Preparation - Tom Quinn**
Tom Quinn is a veteran sound engineer with years of experience in large venues with up to 6,000 person capacity. Whether your gig is in a small club or a large theater, this workshop will help you become better prepared and more skilled in the technical areas

of stage and sound set-up.

2:00-3:00 - COOK ROOM
• **Looking for Press in All the Right Places - Noel Ramos**
Noel has published a music magazine for 20 years. He'll relate his experiences and results of surveys he's conducted with media peers. What grabs their attention? What convinces them to print one band's story over another? What do booking agents like to see? What else should you keep in mind? Has the advent of EPKs changed things? These answers and more from the perspective of those you want to target. Examples of press kits will be shown, and a free hand-out of Noel's 7-page “Press Kit Primer” will also be available for all workshop attendees

3:00-4:00 - FLOWER ROOM
• **EP - Entertainment Psychology - Jamie Ballard PhD**
The ‘industry’ and you seem like separate entities right? At first glance perhaps, maybe even at second glance, but when both eyes close... and glancing evolves into feeling, do you still find its rhythm, its energy, and/or its brilliance different from yours? Of course not. You are the entertainment industry, you personify it, and it, in the same way, is you. Entertainment psychology is a reflection of you as well, in your healthiest, most powerful form - socially, behaviorally, psychologically, emotionally, etc. - and it presents itself as you, fully aligned with your ‘gift(s)’ and talents/skills in a way which allows success on stage and in life to be choices, and to be as simply designed or written as album covers or songs. Entertainers who know, don't ‘make it’ by chance, they make it because they create ‘it’ for themselves. Lets do that... lets chose to create success.

3:00-4:00 - REYNOLDS ROOM
• **Create Your Own Pond: Be the “Big Fish” in Your Own Unique Niche - Wendy Keilin**
Why does it seem so hard to make a prosperous living in the music business? It's simple supply and demand. If you're one of many artists competing for the same limited set of gigs and CD sales, you're like a small fish in a very crowded pond fighting over scarce resources. Only the hardest fish will survive in such a competitive environment, and only a very few will really thrive. But what if you could find or create your own pond - a distinctly new one, where you are the only fish, or one of just a few - a pond teeming with abundant resources just for you. This workshop will guide you through the process of designing and developing your own unique musical “pond” - a fun, lucrative creative arena where your unique talents and gifts are sought after, loved, and financially rewarded - where you can make a prosperous living doing what you love the most, without competition.

3:00-4:00 - COOK ROOM
• **Breaking Down the Myths about Copyrights - Michael Driscoll**
This presentation will focus on the history, provide clear definitions of copyrights, and distinguish between creation of art and registration. The necessity of copyrights and the protection it brings to the artist's art will be discussed. For most artists the most valuable creations are not the CDs or cassettes manufactured, but your original songs and compositions. The following will be discussed: What Is a Copyright? Who Can Claim a Copyright / What Works Are Protected? What Is Not Protected by Copyright? How to Secure Copyright Notice of Copyright / How Long Copyright Protection Endures / International Copyright Protection / Copyright Registration / Registration Procedures / Effective Date of Registration / Who May File an Application Form? Provide sample Application Forms / Discuss Fees / How to Search of Copyright Office Records.

3:00-4:00 - FRAMPTON ROOM
• **Promote Yourself For Free and Laugh All the Way to the Bank! Rana Sobhany**
In this workshop, marketing consultant Rana Sobhany will teach you the essentials of organizing a full-blown marketing campaign - FOR FREE!

4:00-5:30 - COOK ROOM
• **General Overview Panel**
Moderator: Noel Ramos, Bill Pere, RAVI, Kevon Glickman, Feygens Saint-Joy Jr., Jamie Ballard, Roxanne Kiely, Gilli Moon, David Wimble, Docta Shock, Donovan West
A general overview discussion of the independent music industry. They said it couldn't be done, but here we are, many thousands of indie musicians using the new technologies to advance a career outside of the traditional market. Where are we right now, and where do you see us going? There will be a large number of panelists and any question is welcome. **Subtopic: Ethics, Integrity, Legal Issues** - Entertainment attorneys and other industry members will discuss ethics in the new indie market, and the importance of striving for mutually beneficial, synergistic business dealings. Discussion will focus on the sometimes difficult task of saying, “Thanks, but no deal!” even if you'd be the winner in a win/lose situation.

3:00-5:30 - HAMILTON ROOM
• **SONGSALIVE! ACOUSTIC ROUNABOUT**
Gilli Moon, Stephen Kiely and Songsalive! members
Songsalive! will run acoustic performances throughout the conference weekend for Songsalive! members. The Songsalive! Acoustic Roundabouts will be held in the Hamilton Room which has a lovely grand piano and sound system. Not a Songsalive! member, but want to join? No problem! We will have Songsalive! members in the Hamilton Room at all times. This is THE place to be seen!

MONDAY - SEPTEMBER 4th

10:00-5:00 - HAMILTON ROOM
• **SONGSALIVE! Songcamp**
Gilli Moon, Bill Pere, Stephen Kiely and Songsalive! members
Join Gilli Moon, Bill Pere, and Stephen Kiely in a 6-hour, high powered, focused song-writing camp where songwriters and composers can gain valuable feedback on their music, and collaborate in co-writing with other writers under the guidance of special Songsalive! songwriter mentors. Songcamp starts with a critique session on your songs, followed by an intensive co-writing session where songwriters are split into breakout groups under the guidance of mentors to co-write and deliver a completed song. This song will then be performed to the full group and music business execs at the end of the session. To participate, sign up in advance for the Songcamp during the conference at the Songsalive! booth. You will need to bring one completed song for critique (either play live or on CD), ten (10) copies of lyric sheets if possible, plus a writing pad and pen.



PERFORMANCES

WEDNESDAY-AUGUST 30th
Sheraton - Hamilton Room
IMC Kick-Off Party

Laura Bradley
Officer Roseland
Crystal and the Wolves
Leslie Bowe
Lori Citro
Charlie Phillips

THURSDAY-AUGUST 31st
Sheraton - Hamilton Room
IMC Immie Awards

Bobby Katz
Melissa Bathory
Gilli Moon
Maryland Story
Genevieve
Lauren Briant
Tim Miller
Casey Desmond

*Hosted by
Melissa
St. Jude!*

FRIDAY-SEPTEMBER 1st
Sheraton - Hamilton Room

Cheryl B. Englehart
B-Locks
Yet2B
Entyce
Coole High
J Walker
Tah Phrum Duh Bush

SATURDAY-SEPTEMBER 2nd
Sheraton - Hamilton Room

Amanda Kaletsky
Closenuf
Tah Phrum Duh Bush
Throg
Shannon Penn

Sheraton - Expo Stage

John F Kennedy
Haze
Natalia
Unknown Emcees
Maryland Story

Finnigan's Wake

Tribal Knowledge
DAY
Johnny Clutch
Ravi
Gilli Moon
J. Walker

The Pennant

Aggromatic
On Faith Alone
Apologia
Seizure 17
Skyscraper

SUNDAY-SEPTEMBER 3rd
Finnigan's Wake

GRAND FINALE SHOW!

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Dropclutch
Cryptic Mind
Aggromatic
Hollo

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Sheraton - Expo Stage

Roxanne Kiely
Stephen Kiely
Annie Dinerman
Ruth Greenwood
Lynn King

Finnigan's Wake

Host: Angel Stevenson

Theresa Morton
Glory Front
Karen Oliver Prospect
Sister Funk
Apologia

The Fire

Host: Lou Pica

Bill Pere
Kay Pere
Melodeego
Genevieve
Dr. Lou

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VENUES

Finnigan's Wake
3rd and Spring Garden St.
Philadelphia, PA 19123
215-574-9317
DIRECTIONS: 1.19 miles (5-minute ride)
Turn RIGHT from hotel on DOCK ST.
Turn quick LEFT on WALNUT ST.
Turn RIGHT on S 3RD ST. (0.9 mi.)
Just past Spring Garden on right
END at Finnigan's Wake

The Fire @ the Philadelphia Bar & Grill
412 W. Girard Ave.
Philadelphia, PA 19123
267-671-9298
DIRECTIONS: 2.36 miles (7-minute ride)
Turn RIGHT from hotel on DOCK ST.
Turn quick LEFT on WALNUT ST.
Turn RIGHT on S 3RD ST. (1.5 mi.)
Turn LEFT onto W GIRARD AVE.
About three blocks on left
END at The Fire

The Pennant East
Rt. 130 North
Bellmawr, NJ 08031
856-931-4802
DIRECTIONS: 9.63 miles (15-minute ride)
Turn LEFT from hotel on DOCK ST
Turn immediate LEFT (still DOCK ST)
Turn LEFT on S FRONT ST. (0.2 mi.)
Merge onto I-95 S. (2.5 miles)

Take the I-76 E exit- EXIT 19- toward
PACKER AVENUE / WALT WHITMAN
BRIDGE (0.2 mi.)
Merge onto I-76 E via the exit on the
LEFT toward W WHITMAN BR
(Portions toll) - Crossing into NEW
JERSEY (3.8 mi.)
Keep RIGHT to take first exit after bridge -
EXIT 1C toward BROOKLAWN / WESTVILLE.
(1.5 mi.)
Onto ROUTE 130 SOUTH
Follow Rte 130 S through three traffic lights
Pass Pennant on left to CIRCLE
Follow around CIRCLE to take ROUTE 130
NORTH
Pennant will now be on your right
END at The Pennant



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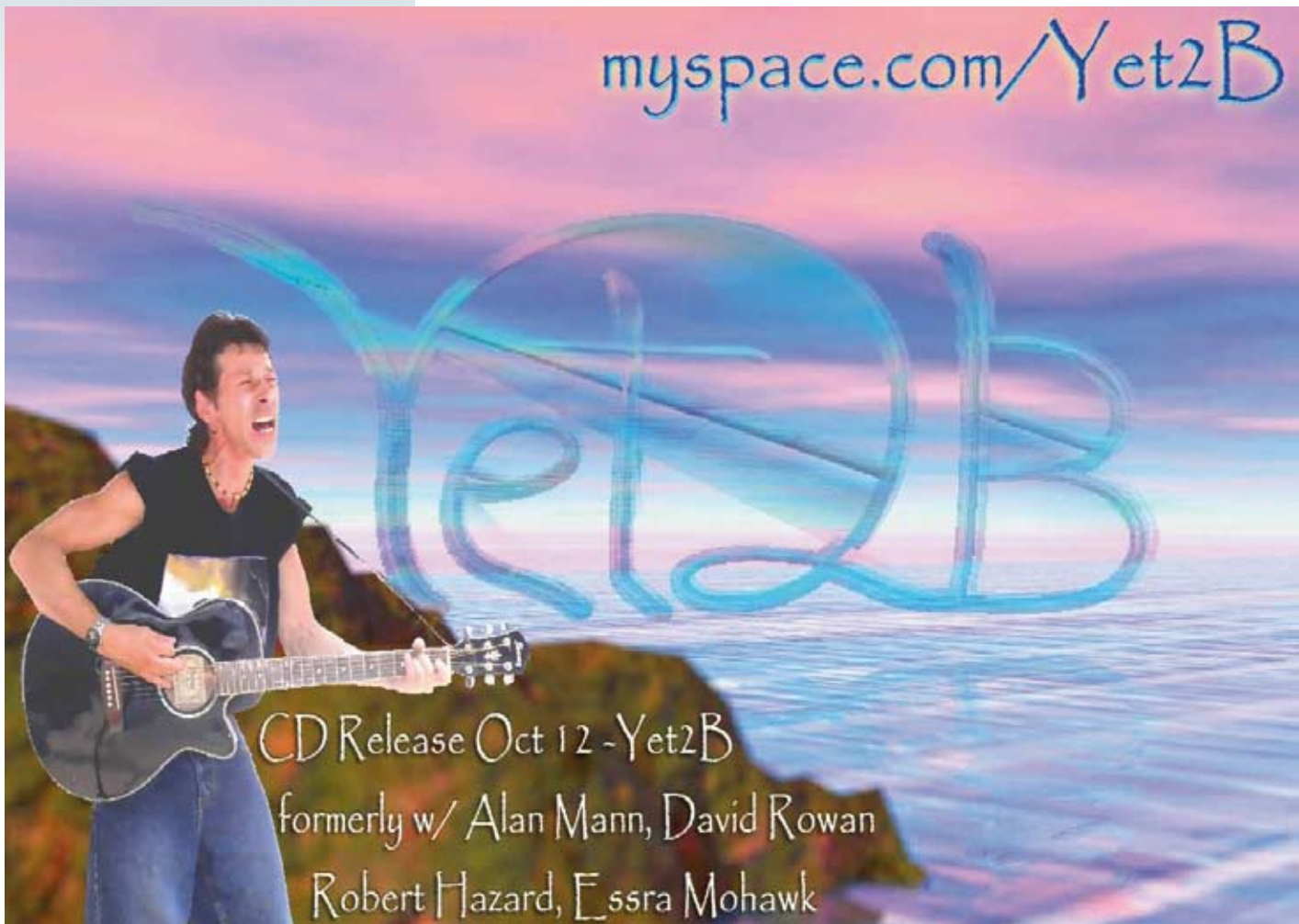
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IMMIE NOMINEES



Immie Nominee Profiles: Dave Uosikkinen, Phil Nicolo, Suicide City...

Dave Uosikkinen

wasn't happy with his continuing success as a member of a superstar group called the Hooters.

In 1983 The Hooters released their first independent album "Amore," which sold over 100,000 copies. Their 1985 major label debut release "Nervous Night" quickly achieved Gold and Platinum status around the world selling in excess of 2 million copies. Rolling Stone magazine named The Hooters the Best New Band of the Year in 1985. They recorded 6 highly acclaimed albums throughout the 1980s - 1990s and achieved superstar status, including being asked to open three of the most important musical events of the century: The Live-Aid Concert, Philadelphia in 1985, Amnesty International Concert at Giants Stadium in 1986, and Roger Waters' extravaganza at The Wall in Berlin in 1990.

But that wasn't enough. Nope... world tours, platinum albums, millions of fans stretching across three decades... not enough. So Dave became a key team member of what would become one of the most successful and groundbreaking online community sites in history - MP3.com. The company went public on July 21, 1999 and raised over \$370 million. At that time, it was the single largest technology IPO to date. The stock was offered at \$28 per share, rose to \$105 per share during the day and closed at \$63.3125. At its peak, MP3.com delivered over 4 million MP3 formatted audio files per day to over 800,000 unique users on a customer base of 25 million registered users. For 4 1/2 years Dave managed content at MP3.com, until the site was sold in one of the most lucrative deals of its kind. MP3.com was acquired by Vivendi Universal in May of 2001 for \$372 million in cash and stock.

But all that excitement and success still wasn't enough for Dave, so now he's at it again, with vMix.com, a rapidly growing community building site that focuses on the burgeoning video trend. vMix.com was launched on November 2005 and already has 1.35 Million unique users. According to Nielsen//NetRatings, vMix is No. 5 among user-generated content websites. Founded by former execs of Universal Music, 20th Century Fox, MP3.com, Apple and Netscape, vMix promises to be a great user experience. The specialties: unlike other social networking sites, content is filtered for objectionable material before it gets posted. vMix focuses on videos and photos: with the staggering rise in popularity of camera phones, digital cameras and computers with built-in cameras, more people than ever are taking pictures and creating short videos. vMix has built areas that enable users to share them with their micro-community. Code is made available to users so they can add their slide shows and videos to their websites, MySpace pages or anywhere they'd like. In the near future, vMix hopes to add copyrighted content from major movie studios; and recently announced a marketing relationship with Fox's home entertainment division to promote new DVD and TV DVD releases. Indie musicians have quickly seen the value in having their music used in the vMix PJ180 editor so users can include the song in their slide show and possibly buy the CD from the link provided.

Dave sums up his recent experience as an internet trailblazer by sharing an anecdote about Michael Robertson, the galvanic founder of MP3.com... "I admire the guy and some days I just scratched my head in amazement. One day I was in his office and saw a book about the internet - where it was headed and where its been. I said, "Hey man I'd like to borrow that," and he replied, "Why? You are living it and making it happen." I thought to myself, he's right!" "It's been a wild ride for sure."

Because of his longstanding devotion to making music as a member of the Hooters and also his many efforts which have greatly assisted independent musicians, Dave Uosikkinen has been nominated for Outstanding Achievement Award at the Immies for 2006.

Phil Nicolo is a butcher... one of the "Butcher Brothers" to be exact. Phil and his brother earned the nickname, which was based on their father's occupation, early in their careers as a quickly rising pair of music producers in Philadelphia. The list of notable projects that bear the Butcher Brothers stamp is a long read and features more famous names than Heidi Fleiss' Rolodex... Urge Overkill, John Lennon, Bob Dylan, Amy Grant, Cypress Hill, Nine Inch Nails Dog Eat Dog and Luscious Jackson to name a few.

The brothers began their music careers as teenagers, fixing speakers and rewiring amplifiers at a local drive-in movie theater. After earning a B.S. in Science from Temple University, Phil returned to Philadelphia and the brothers founded the Studio 4 recording studio. Using the name "Butcher Bros.," a reference to their father's trade, they quickly established themselves in many genres of music production. Sometimes they would work together and other times, individually. Nicolo's early credits include the Hooters, Nighthawks and Willie Nile. While working with those bands, he was also working with Kriss Kross, Teddy Pendergrass and Taj Mahal. He completed mixes of Billy Joel's "River of Dreams," the Rolling Stones' "Love Is Strong," Aerosmith's "Falling In Love" and James Taylor's "A Little More Time" and co-produced and mixed Sting's "When We Danced." In 1989, the Butcher Bros. and Studio 4 business partner Chris Schwartz, founded Ruffhouse Records. Over the next decade, the label sold over 100 million units through Sony distribution. The label would release albums from Lauryn Hill, the Fugees, Cypress Hill, Kriss Kross and Wyclef Jean and accounted for 12 of Columbia Records' 39 Grammy nominations in 1990. To accommodate a busy production schedule, the brothers

renovated a warehouse in Conshohocken, PA and converted it into studios, digital editing rooms and offices. In 1993, Phil founded MasterVoice, a mastering lab and a recent thrill was the opportunity to work with Bob Dylan on a track for the "North Country" film soundtrack, produced at his Studio 4 facility in Conshohocken. Currently Phil is working on a live performance video with Aaron Lewis (lead singer of Staind). He recently finished "Rock School," a documentary soundtrack with the Students from Paul Green's School of Rock and various artists including Alice Cooper, Billy Idol, Jon Anderson (Yes), Ann Wilson (Heart), Ian Gillan, Marky Ramone, Dave Mustaine (Megadeath), and Stuart Copeland (The Police). Phil is a former President of the Philadelphia chapter of NARAS (the Grammy people) and is active in the community with various NARAS events. He has been nominated for 4 Grammy awards, and won last Feb for mixing and mastering The Spanish Harlem Orchestra. He is the proud recipient of the 2003 Lew Klein Alumni in the Media Award, placing him in the Temple University Communication Hall of Fame.

Because of his incredible track record, and unswerving devotion to his hometown and its local artists, Phil Nicolo is also nominated for an Outstanding Achievement Award at the Immies for 2006.

Billy Graziadei is from **Suicide City**, the band that is. Born in Boston, MA, this hot blooded Italian made a name for himself with the innovative hardcore/metal band Biohazard. Originally based out of Brooklyn, New York, Biohazard is acknowledged as one of the earliest bands to fuse hardcore punk and heavy metal with elements of hip hop music. Often totally independent and always staying true to the ethos, Billy's experience in Biohazard set the stage

for the birth of Suicide City. Graziadei has spent most of his life consumed by his passion for music, obvious by his many side projects along the way. An accomplished musician, producer and engineer, he brought his vision of Suicide City to life with the help of front man Karl Bernholtz, former Kittie member and bass player, Jennifer Arroyo, guitarist AJ Marchetta (former Groovenics), and drummer Danny Lamagna.

Even in their short history, the band has quickly made a strong impact on the independent music market. Touring constantly since the first show in April of 2005, with well over 100 high energy shows under their belt, Suicide City has shared the stage with Mindless Self Indulgence (full US tour in Fall of 2005), Otep and Taking Back Sunday. They just returned from a successful tour with metal icons GWAR. The band has already sold over 5000 copies of their debut EP "Not my Year," an incredible feat for an indie band. (available at www.IndieGate.com/entrapymusic)

Because of their diehard indie work ethic, and outstanding achievements as independents, Suicide City has been nominated for the Indie Band of the Year Award at the 2006 Immies.

Additional Finalist Nominees for Immie Awards in 2006 are:

Lauren Briant for Best Indie Video: "So What" featuring D-12's Bizarre.
Closenuf for Best Indie Video: "Difference" by Closenuf
Casey Desmond for Best Indie Video: "Save Me Now"
Days Awake for Best Indie Video: "Day After Day"

Jeff Sheppard for Indie Song of the Year: "Can't change the World"

MINIMAL for Best Indie Artist Web Site
Tim Miller for Best Indie Artist Web Site

Days Awake for Indie Artist of the Year
Casey Desmond for Indie Artist of the Year
Lauren Briant for Indie Artist of the Year
Melissa Bathory for Indie Artist of the Year
Reverend Zen for Indie Artist of the Year
Shanel for Indie Artist of the Year

Ten Year Vamp for Best Indie Networking/Promo

Come to the Immies on August 31st to see who wins and enjoy some great performances from the Nominees!



industry instructors



Theresa C. Aldao - Instructor

Specialized and experienced, Strictly Heavy Management provides personal musician and band management. The “Four Front” Marketing concept is the most basic approach to every band that works with us. Its founder, Theresa C. Aldao, captured the taste of entertainment from her elite performing arts high school, The Academy of Performing and Visual Arts, Dance Major, Dance Minor (Chicago, IL 1987). SHM has provided incidental booking and exclusive personal management services to rock/metal artists since 1995. Ms. Aldao is a sole proprietor and also owns Chaffinch House Bed & Breakfast in Easton Maryland.



Jennifer Arroyo - Instructor, Performer

Jennifer Arroyo, former bass player of platinum-selling all-female metal band, Kittie and current member of critically acclaimed Brooklyn-based band, Suicide City with Billy Graziadei of Biohazard, has been a working and touring musician since the tender age of 14. Since the release of “NOT MY YEAR” in April 2005, Suicide City has been featured in Metal Edge, AP, Revolver, and has toured with bands such as Mindless Self Indulgence, Otep, Taking Back Sunday, GWAR, as well as their own headlining runs. Known for her technical bass prowess and her sexy high energy stage-persona, Jennifer became the only celebrity female chosen to be on the Warwick bass roster. Currently flagshipping her own promotion company in NYC, Jenncity Productions, Jennifer expands her business, continuing to make her mark as a stong female musical force.



Jamie Ballard - Instructor

Jamie, who holds a PhD, blended his passions for knowledge and experience regarding the Entertainment Industry, Life Coaching, and Psychology, and consequently “birthed” Entertainment Psychology (EP). Through EP, Dr. Ballard is serving Entertainers (to include athletes) by considering the issues they face as student, amateur, and professionals; by increasing their awareness of protective and enhancing factors available within and around them; and by developing and implementing life strategies which speak to emotional, social, psychological, spiritual, and behavioral success for entertainers and other professionals (e.g., entertainment attorneys, managers, agents, publishers, teachers, coaches, etc.), working and living within the industry.



Bobbi Booker - Instructor

Bobbi is a Philadelphia-based journalist, radio personality and blogger. Ms. Booker recently completed a fellowship in the 2005 National Endowment for the Arts (NEA) Arts Journalism Institute in Classical Music and Opera at Columbia University’s Graduate School of Journalism. Her work has appeared in a variety of publications and websites, including Smooth magazine, Philadelphia Weekly, BlackAmericaWeb.com, UBO.net, The Philadelphia Tribune and online at The Book Report (TheBookReporter.BlogSpot.com). She is also a special projects consultant for music, media and literary events and currently co-hosts “Ovations” on NPR affiliate, WRTI FM 90.1 Philadelphia.



John Borkowski - Instructor

John Borkowski is the East Coast Replication Sales Manager for Disc Makers. He has been involved in performing, recording, and sound engineering for Grammy Award Winning and Grammy Nominated artists in the USA and Canada for over 20 years. Not only is John a ten year Disc Makers veteran, he’s also a Disc Makers Customer! Having experience as both a customer and Disc Makers employee gives John the unique ability to convey information about CD Replication in a very personal manner.



Helen Bruner - Instructor

Helen is a vocalist/songwriter/producer and co-owner of Phil’erzy Productions. Helen never sticks to any formulas creatively and she has worked with artists and producers in the fields of pop, R&B and dance. Helen has written and produced songs that have reached No. 1 on Billboard charts as well as the international charts. Her songs have been licensed to numerous compilations worldwide and featured in blockbuster films. Her first venture into film was scoring the short film “Luv Lines” starring Gary Dourdan of “CSI: Crime Scene Investigation.” Since then, her songs have appeared on E!, The Style Channel’s “Fashion Television,” the Paramount Pictures release “The Score” starring Robert DeNiro, and Showtime Network’s original hit series “Queer As Folk,” as well as the soundtrack to the series. As a recording artist, Helen wrote and produced the top 20 Billboard single “Gimme Real Love” and the critically acclaimed album, “Have You Heard About It,” on Cardiac/Virgin Records.



Robert A. Case - Instructor

Robert A. Case, President of New Pants Publishing, Inc., ASCAP (NewPants.com) and Old Pants Publishing, Inc., BMI (OldPants.com) is a graduate of the Colorado Institute of Art with an Associates Degree in Business with an emphasis in Music and Video Business. He completed studies at Community College of Denver in Business Administration and Marketing. In the last 17 years he has worked in the day to day operations of his companies including artist management, contracting, marketing, financing, scheduling tours, event administration, travel, production, distribution and film and TV music placement. Mr. Case’s artists have also appeared and performed at several music conferences. Mr. Case has appeared on several music panels as a speaker, including SongNet.org Music Publishing Workshop (L.A.), The Taxi Road Rally (L.A.) and The Global Entertainment Summit (L.A. & N.Y.C.). Mr. Case has produced and released several CDs through the years that have been on the Grammy Entry List in 26 seperate categories including Album of the Year, Rock Album of the Year, and Pop Album of the Year. His clients’ songs have been placed in 26 TV shows including One Life To Live on ABC and South Park on Comedy Central. Mr. Case’s companies are members of ASCAP, BMI, ACM (Academy of Country Music), The Recording Academy (Grammy), and NATPE (National Association of TV Programs Executives). In addition to his responsibilities as company president, Mr. Case is a licensed Real Estate Broker and an active participant in the Case family’s Commercial Real Estate development business.



David Cooper - Instructor

David Cooper has had a long and diverse career providing computer software for the live entertainment industry. Throughout the 1980’s and early 1990’s David traveled the world working as a tour accountant and business consultant for some of the greatest musical acts including The Who, U2, Pearl Jam and dozens more. During this time David and the team copyrighted 17 applications including systems for Artist Managers, Artist Touring, Promoters, Agents, Venues, Record Companies, Publishers, Radio Airplay, Merchandising, Fan Clubs, Advertising & Promotions, Direct Marketing, Ticketing and Recording Studios. All tied directly into accounting and reporting systems. For their 1995 U.S. tour, Pearl Jam turned to David to devise a low-cost, high-capacity ticketing and customer service system that would allow maximum flexiblity. Pearl Jam also wanted to provide special services to the members of their official fan club, while also enabling every fan to use multiple methods of payment. The system worked so well that the group’s 1995 San Francisco show sold 48,000 tickets in 21 minutes, at 2 tickets per call, a Guinness Book of Records fastest sellout, while reducing counterfeits and scalping considerably. In 1998, David and his colleagues built two virtual private networks of the SFX organization, a national sports and entertainment event management company later acquired by Clear Channel. Based on his own experiences in the industry - and seeing firsthand the technical challenges that the market leaders faced internally, David released a book this year called Breaking A Band in the Internet Age and created a set of tools called DIRECTtoFAN.com to support the “how to” book. David received a B.A. in Management Information Systems and Accounting at Indiana University of Pennsylvania in 1982 and is frequent keynote speaker and panelist at ticketing and entertainment conferences around the country.



Dave Dickson - Instructor

Dave Dickson, President of DEC Group, utilizes his extensive back-ground in finance and business planning to create operating efficiencies. Dave is an Accredited Associate of the Institute for Independent Business International; a world wide organization of senior executives specializing in the overall development of the small business community.



Michael Driscoll - Instructor

Michael has over 20 years of experience in the music and entertainment industry. At an early age, Michael became well versed on the guitar, bass, piano and electric violin. After graduating from college, he began studies in contract law and worked for more than 15 years as a contract negotiator for several Philadelphia area firms. He became an expert advisor in copyright law and intellectual property rights. All throughout this time he continued his work as a composer, arranger, and session player. In 1998, following a disabling spinal injury, Michael focused his efforts on the healing power of music and was the recipient of the first PA State Grant in the Arts promoting needs based support for disabled recording artists. In 2000, he helped form the Independent Recording Label Indian Rock Records. Over the last several years IRR has enjoyed many successes. In addition to a busy recording and mixing schedule for various artists and organizations, IRR has had several original recordings used in Independent Films and screened for TV; they are members ASCAP and The Philadelphia Chapter of the Recording Academy. The mostly all volunteer staff at IRR continues to help promote several hundred artists per year through their free Web Site, Newsletter, and Referral Services. In addition, Michael is very involved in community based arts programs, such as The IRR program “Digital Recording in the Classroom” which helps bring new recording technology into local schools. Finally, Michael is the co-founder of “Opening Doors of Perception”; this program focuses on the disabled artists.



Benjy Eisen - Instructor

Benjy has written for Rolling Stone, AOL Music, MTV Online, Paste, Filter, Relix, High Times, American Songwriter, and others. He has interviewed everyone from the Grateful Dead to Green Day, and currently hosts Relix Magazine’s official podcast, Cold Turkey. He also manages the band Quagmire Swim Team. His favorite day at work began with a private performance by Michael Franti followed by getting dressed up in a bunny suit and dancing onstage with the Flaming Lips.





Eric Ervin - Instructor

Eric is an expert in the field of music licensing and has a tremendous amount of experience representing numerous up and coming rock bands from all over the country. Following his first year at Cardozo School of Law in New York City, Mr. Ervin was hired as a summer associate at the entertainment law firm Rudolph & Beer LLP, where he worked on a variety of projects for such major recording artists as Britney Spears, Aaron Carter and Keith Murray. Now working at the prestigious entertainment law firm Kaplan & Gamble, LLP, Mr. Ervin continues to represent a plethora of rock bands as well as a variety of young artist's of all types, giving them advice and protection when they are faced with adversity.



Richard Gabriel - Instructor

Dick Gabriel, after a successful career both as an artist (a member of the 60s/70s group Gary Puckett and the Union Gap) and a touring/ studio musician, later served as a negotiator and the national director of the AFM's Electronic Media Services Division. More recently he has been working with special recording agreements and conducting outreach programs - regularly speaking at seminars, conferences and schools on the business of music.



Lawrence Gelburd - Instructor

Record Producer Gelboni is a voting member of NARAS, the Grammy organization. He worked at EMI Music Publishing in the Business Affairs and A&R departments, then at SBK records in the A&R department, leaving to form Integrated Entertainment, an independent production and publishing company, in the 90's. Over the last ten years, Gelboni has produced albums across the US, varying stylistically from complex modern rock to singer-songwriter (AAA). He has honed his skills as an arranger, focusing on the pre-production phase as critically important to a project's success. His productions range from demos to full-blown international releases. He mixed Dash Rip Rock's greatest hits album entitled "Gold Record" for the Ichiban label. He has also produced Gatlin, Ash Wednesday, Three Miles Out, Playing for Audrey, Margin of Error, Squash, Amy Carr, Real, Sundowner Syndrome, and many other bands. His work with Gatlin has been played on Infinity Broadcasting station WXTM (Cleveland); Ash Wednesday on Clear Channel stations WKQQ (Lexington Kentucky) and WEBN (Cincinnati) -- quite an achievement for unsigned bands. Gelboni has been a panelist and moderator at dozens of music conferences including South by Southwest (SXSW), Access to Amsterdam (A2A) in the Netherlands, NEMO in Boston, North by Northeast (NXNE) in Toronto, 2NMC in Nashville, MEIS in Lexington, KY, the Florida Musician's Workshop in Ft. Lauderdale and MPMF in Cincinnati. He was the moderator for a Demo Critique panel at SXSW March 2006, marking his tenth consecutive year as a panelist for this prestigious conference. He is also a final-round judge for the USA Songwriting Competition.



Kevon Glickman - Instructor

Before starting Respect, Kevon worked as an attorney in the fields of music, music publishing, music production, management, back-office functions for label start-ups, label acquisitions and dispositions, label joint ventures, label financing, licensing, distribution, artist contracts, producer agreements, publishing agreements, intellectual property, copyright and trademark matters, band and name disputes, royalty income securitization, executive compensation, employment issues, athletes, promoters, agents, concert tours, managers, technology matters, digital distribution, vinyl distribution, strategic international alliances in Europe and Asia, radio station ownership and operations issues, theater, visual arts, motion pictures, merchandising, franchises, royalty issues and litigation. Kevon's current clients include Rick Ross on Slip N Slide/Def Jam, Trina on Atlantic, and Kulcha Don on Ruffnation. He is also the publisher of soulstress Leela James. From 1999 to 2002 Kevon was President and Chief Operating Officer of Ruffnation Records, a joint venture with Warner Bros. Records; RuffLife Records, an independent label distributed by ADA and Ruffsongs Music Publishing. Ruffsongs presently has songs on the 8 Mile and State Property soundtracks. Eminem recently won an Academy Award in the category of Best Song for a track featured on the 8 Mile soundtrack. Kevon also served as the music supervisor for the Bait soundtrack From 1994 to 1999 Kevon was Sr. Vice President/General Counsel for Ruffhouse Records, a joint venture with Sony Entertainment, which sold over 50 million albums in the urban and dance genres. Notably, Ruffhouse was responsible for the highest selling rap album of all time, The Fugees', The Score, which also garnered two Grammy Awards, and Lauryn Hill's, The Miseducation of Lauryn Hill, which won five Grammy Awards. Prior to joining Ruffhouse in 1994, Kevon's private practice in New York City included, among others, representation of cutting edge artists D'Angelo, a two time Grammy Award winner, and Funkmaster Flex, celebrity DJ extraordinaire. Kevon's first job in the industry, in 1988, was that of staff attorney for Metropolitan Broadcasting Corporation. At the same time Kevon promoted New York's Limelight Nightclub. Kevon is also a partner in the Radio Woodstock Network. Mr. Glickman is a graduate of Emory University, where he earned his B.A. (1982), and John Marshall Law School, where he earned his J.D. (1987). In addition he studied international business law at King's College in London (1986). He is admitted to practice in New York, New Jersey and Pennsylvania. He is also a frequent lecturer at Temple University, Drexel, Widener Law School and teaches the "Music Business Management" course at Cabrini College.

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Billy Graziadei - Instructor, Performer

Billy Graziadei - Guitars, Vocalist for Suicide City. Born in Boston, Ma, this hot blooded Italian made a name for himself with the Brooklyn hardcore/metal band Biohazard. Billy has spent most of his life consumed by his passion for music, obvious by his many side projects along the way. An accomplished musician, producer and engineer, Graziadei brought his vision of Suicide City to life with the help of front man Karl Bernholtz. The workaholic spends time off with his family and producing up and coming local bands in his studio, UNDERGROUND SOUND STUDIOS.



Kevin Hackenberg - Instructor

Kevin is a well-respected Director and Director of Photography and the "fearless leader" of the production company, Get-Kinetic. The son of a renowned migratory beekeeper, Kevin was destined to exceed the standards and creativity of any opportunity. Kevin's career in Storytelling through Film and Video production began at Messiah College and Temple University. His education continued as he racked up a long list of great credits in television (MTV, Regis and Kathy), commercials (Nike, Subaru) and feature films (Copland, The Long Kiss Goodnight, The Sixth Sense, Unbreakable, and Signs). In the music scene, Kevin's experience in videos and live performances includes local artists like Cross Movement and Tye Tribbett to major recording artists like Will Smith and Cohed and Cambria. With over 12 years of experience on world-renowned projects, Kevin has been expanding his experience for over a decade with a style of his own to produce beautiful and thought-provoking images and stories.



John Harris - Instructor

John managed Elektra Recording Artists, The Sharks and Atlantic Recording Artists, KIX in the mid-80's and co-produced the City Island Concert Series in Harrisburg, PA as well as managed nightclubs, restaurants and hotels. He started the Millennium Music Conference in 1997 and that event has been educating and showcasing emerging talent for 10 years. He still manages several acts and is a promoter and talent buyer for clients in South Central PA.



Terry Jones - Instructor

Singer, songwriter, producer and co-owner of Phil'erzy Productions and the Philadelphia Chapter President of the Recording Academy (The Grammys.) As a vocalist Terry has worked on recording projects for GRAMMY winners Celine Dion and Gloria Estefan and is the featured vocalist on Redman/Method Man's Platinum seller How High; Terry's voice can be heard on many commercials Models, West Coast Video, Herrs, Comcast, Fashion Bug and many others. As a songwriter Terry has written and produced songs that have reached #1 on the Billboard charts as well as many international charts. Her songs have been licensed to numerous compilations worldwide as well as licensed to TV, soundtracks and film, most notable the Paramount Pictures blockbuster release "The Score" starring Robert DeNiro. In Spring of 2006 Terry's Company Phil'erzy Productions released it's artist All Rize new CD Got Soul? "Then Dance."



Eric Kayira - Instructor

Eric Kayira has experience representing multi-platinum recording artists, record producers, personal managers, publishing companies, songwriters and independent record companies regarding transactions and various legal and business issues within the entertainment industries. He advises and counsels developing artists, producers and other creative personnel within the music industry concerning basic "core" transactions, such as basic recording, publishing, production and personal management agreements. Eric advises and counsels new and start-up media companies regarding economic, business and legal issues related to the establishment of new corporate ventures within the music industry. He has experience negotiating and documenting the sale and purchase of assets and stocks. Drafts numerous corporate formation documents, agreements, articles of organization and incorporation, operating agreements, corporate by-laws and related documents. Eric counsels and/or represents individuals, businesses and artists in numerous and diverse litigation matters including business and contract disputes, intellectual property/media matters, and complex commercial litigation matters.



Wendy Keilin - Instructor

Wendy, founder of Artist's Edge Success Coaching, has been coaching musicians and other creative professionals to success for over five years. Her clients have multiplied their income, opened up lucrative new areas of opportunities, streamlined their business operations, freed up their time, and discovered new levels of satisfaction, fulfillment, and joy in their careers and their lives. Wendy's workshop at IMC2004 and 2005 drew rave reviews. She will be developing a new workshop for 2006!

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John Kerecz - Instructor

Back in the early 80's, Crazy John had a cable radio show. Due to moving in order to finish college, he did not continue. Over the years he has done a bit of acting in bad movies and authored a number of books, some of which can be found if you search on his last name Kerecz on Amazon.com. Over the last couple of years Crazy John has returned to radio doing some talk internet radio and is now the owner of OshRadio.com.



Roxanne Kiely - Instructor, Performer

Aside from working on her own career as songwriter and performer, Roxanne has developed a strong reputation as a vocal tutor for the past 14 years, counting many of Australia's current singing stars as pupils. Check her website for more details (Roxanne.Kiely.com). In 2001, Roxanne and her husband, Stephen Kiely, consolidated their individual creative efforts under the business name ScoopFX. The original intention was for the name to represent and manage them as solo performers, as well as the vehicle of their original music, Prodigal Twins, and covers band, Cover ME. Since 2003 the business has expanded into vocal and musical instrument tuition. Their annual Student Concerts have developed such a successful reputation around Sydney, Australia that Roxanne and Stephen were recently commissioned to produce the inaugural Search For A Star competition (scoopfx.com/star). With a weekly base of 80 students, ScoopFX Music Tuition demands a lot of their time and attention, but they both value their songwriting skills and keep them honed by bringing on and co-writing with promising students, thus passing on a greater wealth of music knowledge via ScoopFX Music Tuition. In 1997, after becoming disillusioned with the lack of support for songwriters at ground level in Australia, Roxanne, with assistance from co-founder gilli moon, formed Songsalive! (songsalive.org). Within a couple of years the organization had grown from a handful of members in one city, to an international member-driven group which has become a force in every country in which it is represented. Since 1999, Roxanne has been directing virtually all aspects of the organization's Australian arm. In 1997, Roxanne wrote a song called 'Binomea' and had her 25-piece children's choir sing for Channel Seven's "World Around Us" program. The documentary concerned the famous Australian landmark, the Jenolan Caves. Recently, Roxanne was presented with the TSA (Tamworth Songwriters' Association) Award for two of her songs, "Little Bit Of You" and "Many Dreams Later," from her self-produced and self-funded album entitled "See The Difference."



Stephen Kiely - Instructor, Performer

Early Pianoforte education. Self taught multi-instrumentalist (guitar/bass/drums). Songwriter for EMI signed band, RadioActive. Film soundtrack credits and placements. Advertising jingles (including Toyota Prion Australia campaign). Independent solo CD "Hello Young Russia". Songsalive! workshop co-ordinator and showcase presenter.

Tutoring jazz/pop piano/guitar in recent years. Design and maintenance of various websites. CD design (Songsalive! Sampler CD covers 2-8 among others) and video production. In 2001, Stephen consolidated with his wife, Roxanne under the business name ScoopFX. The original intention was for the name to represent and manage them as solo performers, as well as the vehicle of their original music, Prodigal Twins. Since 2003 the business has expanded into vocal and musical instrument tuition. Their annual Student Concerts have developed such a successful reputation around Sydney that Roxanne and Stephen were recently commissioned to produce the inaugural Search For A Star competiton (scoopfx.com/star). With a weekly base of 80 students, ScoopFX Music Tuition demands a lot of their time and attention, but they both value their songwriting skills and keep them honed by bringing on and co-writing with promising students, thus passing on a greater wealth of music knowledge via ScoopFX Music Tuition.



Vlad Kushnir - Instructor

Vlad is an attorney with the Stutman Law Firm. Vlad represents various clients in the areas of entertainment law, intellectual property, business law and insurance-related litigation. He is admitted to practice law in the state courts of Pennsylvania, New York, New Jersey, the United States District Courts for the Eastern District of Pennsylvania and the

District of New Jersey. Mr. Kushnir is an author of several law review publications, including "Royalty Payments Under a Typical Record Contract" (NYSBA Entertainment, Arts and Sports Law Journal), and "Legal and Practical Aspects of Music Licensing For Motion Pictures" (Vanderbilt Journal Of Entertainment and Technology Law). In addition, Mr. Kushnir serves as a manager for a hip-hop recording artist, C-Handz.



Jerry Lembo - Instructor

Jerry is CEO (Creative Entertainment Officer) of the Jerry Lembo Entertainment Group, a music business consulting firm specializing in promotion and marketing to all media. His radio clients cross all genres of music. A former promotion executive for Columbia and Chrysalis Records, radio and nightclub DJ, and emcee at the legendary

Studio 54, Lembo is a champion for independent artists, labels and entrepreneurship. His numerous industry awards and achievements can be reviewed on the company website at LemboEntertainment.com.

Del Lukens - Instructor

No Photo Available

Del is the president and CEO of *stillmotionstudios*, an independent film production company in Philadelphia. Del has directed and produced several short films and music videos that have gone on to screen at festivals and websites throughout the World. In 2003, Del became an award-winning, co-producer with his short film, A Fistful of Confidence. Other projects include his 2005 feature-length "rockumentary" on the band TOWNHALL, and principle photography is underway on Philly Rising, Del's second feature-length film. In 2007 Del will direct his first feature-length narrative Ted's Joe.



Jamie Moffett - Instructor

Jamie Moffett's video qualifications encompass a range of documentary films & music videos, as well as shooting, editing, compiling, and post-production. He is widely sought after for his titling and text-work. He is post production supervisor for Get-Kinetic and teaches music & video production at the Village of the Arts and Humanities.

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Gilli Moon - Instructor, Performer

gilli moon is a singer, songwriter, recording artist, pianist, actor, producer, author, painter, motivator, and entrepreneur. Her restless creativity and rebellious nature constantly drive her to push the envelope -- in the recording studio; when performing on stage; or indeed wherever she chooses to place her immeasurable energy. Well-known for her

dynamic live shows that have touched music lovers worldwide and garnered high praise from the most jaded of critics, gilli is an energetic poly-media artist with now 4 multi-faceted albums to her credit, the latest being extraOrdinary life. She has received numerous press for her courage, power and dynamic energy as an artist and inspiration for other artists, has won many awards and has worked with other highly respected prominent artists, including Simple Minds, Placido Domingo and Eric Idle (Monty Python). As President of Songsalive!, the largest international non-profit organization supporting and promoting songwriters (songsalive.org), gilli moon encourages other artists in staying motivated, defining success on one's own terms, how to develop the right relationships, overcoming obstacles and "doing it the indie way". Production, promotion, marketing, touring, image development, developing one's own artistry and surviving the industry are her favorite workshop topics. She is also the author of the motivational book "I AM A Professional Artist - the Key to Survival and Success in the World of the Arts."



Phil Nicolo - Instructor

Phil received a Bachelor of Science from Temple University in 1977. He and his brother Joe began their music careers as teenagers, fixing speakers at a nearby drive-in theater. In 1980, they founded Studio 4, a recording studio in Philadelphia. Individually and together as the Butcher Bros. (a reference to their fathers trade), they quickly established

themselves as a force in all genres of music production, from rock to R&B, mainstream to cutting edge. Mr. Nicolo has attained the most coveted form of success in the music business: he has succeeded in every music genre he has tackled. His early rock credits include the Hooters, Nighthawks and Willie Nile. At the same time, he was creating music with Kriss Kross, Teddy Pendergrass and Taj Mahal. Mixes of Billy Joel's River of Dreams, the Rolling Stone's Love Is Strong, Aerosmith's Falling In Love and James Taylor's A Little More Time are all Mr. Nicolo's work. He co-produced and mixed Sting's When We Danced and re-mixed Message In A Bottle for the Police. Other credits include John Lennon, Bob Dylan, Amy Grant, Trent Reznor (Nine Inch Nails), Luscious Jackson, Urge Overkill, the Pretenders, Jon Bon Jovi, and Stone Gossard of Pearl Jam. In 1989, Ruffhouse Records was launched out of Studio 4 operations, and over the next ten years it moved more than 100 million units through Sony distribution. Responsible for the careers of Lauryn Hill, the Fugees, Cypress Hill, Kriss Kross and Wyclef Jean, Ruffhouse alone accounted for 12 of Columbia Records 39 Grammy nominations in 1997. In 1993 , Mr. Nicolo founded Master Voice, a mastering lab based in Conshohocken, PA. In 1994 He joined producer Rick Chertoff and Polygram Records. Rick's label Blue Gorilla had great success with Joan Osborn. While maintaining a busy stable of multi-platinum artists, Mr. Nicolo has continued to work with cutting edge talent. He produced the critically acclaimed Train EP for Aware/Columbia. Phil has produced the Mighty, Mighty Bosstones, Dishwalla, Fig Dish and Cibo Matto, a veritable who's who of cutting edge rock. His hard rock credits include Life of Agony, Dog Eat Dog, Urge Overkill and Anthrax. He mixed the Butthole Surfers Pepper, the Cults Gone/Coming Down and produced the Fugees Live Bootleg EP. Projects include mixes for John Lennon & Yoko Ono, remixes and live recordings with Depeche Mode, mixes for the band New Order, an EP for Columbia artist Pete Yorn, and a live recording of The Moby Area One tour featuring: Moby, Incubis, Nelly Furtado, Outkast and The Roots. A recent thrill was working with Bob Dylan on a track for the "North Country" film soundtrack, produced at his Studio 4 facility in Conshohocken. Currently Phil is working on a live performance video with Aaron Lewis (lead singer of Staind). He recently finished Rock School , a documentary soundtrack with the Students from Paul Greens School of Rock and various artists including Alice Cooper, Billy Idol, Jon Anderson (Yes), Ann Wilson (Heart), Ian Gillan, Marky Ramone, Dave Mustaine (Megadeath), and Stuart Copeland (The Police). Phil is a former President of the Philadelphia chapter of NARAS (the Grammy people) and is active in the community with various NARAS events. He has been nominated for 4 Grammy awards, and won last Feb for mixing and mastering The Spanish Harlem Orchestra. He is the proud recipient of the 2003 Lew Klein Alumni in the Media Award, placing him in the Temple University Communication Hall of Fame.



Kyle Ober - Instructor

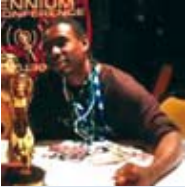
Through the experience of early artist management, A&R consulting for indy startup labels, booking responsibilities and the organization of unsigned band competitions on a National scale (7 cities-sponsors included ASCAP, BMI, SESAC, Tama, Ibanez, Sennheiser, AT&T, Ticketron, DiAdario & HMV), Kyle has acquired extensive knowledge

of what goes into the growth of any developing artist starting from square one. Having always been involved with music production in one way or another, Kyle built his own private studio approximatly 5 years ago in the Philadelphia area, working only with acts he completely believes in, within the capacity of Artist Development/ Production. He states, "Given the amount of hours I spend in front of those monitors, I can't do it any other way. I have to like the act. That wouldn't be possible as a commercial studio." Proclaiming, "I never thought it would be so diverse." Projects range from acoustic to harder edge in a variety of genres including Pop, Blues, Rock, R&B, Gospel, Folk Rock and even Country. "I just like a lot of different stuff... some of it unanticipated," Ober says.



Christine Ohlman - Instructor

This queen of blue-eyed rock n’ soul grew up loving equally the sweetness of a Memphis horn line and the raunch of an electric guitar riff, whether played by Muddy Waters, Keith Richards, or Pop Staples. Teased her blonde hair into a beehive in honor of Ronnie Spector and never looked back, picking up a guitar and forging a career as a songwriter in the process. She’s the current, long-time vocalist with the Saturday Night Live Band, who sang at SNL’s 25th Anniversary telecast, Bob Dylan’s 30th Anniversary bash at The Garden, and the Central Park Summerstage Tribute To Janis Joplin; appears on Grammy nominees A Tribute To Howlin’ Wolf (with Taj Mahal and Lucinda Williams) and Charlie Musselwhite’s One Night In America; worked on a musical with Cy Coleman (who maintained her sense of timing is not unlike Peggy Lee’s); duets live whenever possible with blues legends Eddie Kirkland and Hubert Sumlin; collaborated with Marshall Crenshaw on a critically-acclaimed track for Labour Of Love: The Music of Nick Lowe and backed Ian Hunter on his latest 2006 release; edited Andrew Loog Oldham’s autobiography 2Stoned; worked with Bonnie Raitt, Ry Cooder & others on the Rhythm & Blues Foundation Awards,all the while continuing to torch clubs up and down the Eastern Seaboard in support of her recordings (Strip, The Hard Way, Radio Queen, and Wicked Time) with her band Rebel Montez. “I’ve come here tonight to set your souls on fire,” she’ll tell an audience. And she will.



Burt Orilas - Instructor

Burt “Mr. Burnz” Orilas is V.P. of Marketing & Promotions for Among Friends Records. He is in charge of creating artist images, music placement and all that involve sending the product to be seen by the customers. He also acquired an education at Briarcliffe College in Long Island and studied Business & Marketing. He is an expert in Guerrilla Marketing tactics. For more information & details check out his MySpace.com/HipHop-Friends or MySpace.com/AmongFriendsRecords.



Rosemary Ostrowski - Instructor

Rosemary has been a professional singer for over 20 years. She presently holds degrees in Music Therapy (BMT), Vocal Performance (MM) and has pursued Doctoral studies in Vocal Pedagogy and Performance. Soon after, she was accepted into the highly acclaimed Academy of Vocal Arts the same year she was a finalist in the National Metropolitan Opera Auditions. For the next 15 years she performed Opera in the US and abroad. After performing for over a decade, she began her graduate studies in speech pathology (specializing in the singing voice and voice disorders). She now dedicates most of her time tending to singers and speakers (professional and non-professional). Rosemary has worked at two of the most prestigious voice centers in the country, The Grabschied Voice Center in NYC, and The Institute of Voice and Ear Research in Philadelphia, collaborating closely with the doctors (otolaryngologists) who specialize in voice disorders. She is most recently helping to design and implement a new voice center in Philadelphia at Thomas Jefferson University Hospital. However, she maintains a private practice working with local singers and artists. Rosemary continues to sing locally (in the US). She is also active in voice research, frequenting and participating in National and International Voice Conferences.



Bill Pere - Instructor, Performer

Bill Pere is the IMC 2003 Indie Artist of the Year. His 30 years of music business experience include being taught by many of the biggest names in the music industry. Recognized coast to coast as one of today’s best songwriting coaches and presenters, Bill is Executive Director of the Connecticut Songwriters Association, Founder of Local United Network to Combat Hunger, President of the Connecticut Songwriting Academy, and Producer of the Harry Chapin Legacy Show series. He has released 14 original recordings which are distributed worldwide, and his articles on the business and craft of music are published in several major industry publications. Bill is also a publisher, producer, qualified MBTI practitioner, and is an Official Connecticut State Troubadour. For more info visit BillPere.com.



Kay Pere - Instructor, Performer

Kay Pere is a multi-dimensional music educator, performing songwriter and social activist, whose creative work embodies a message of hope, healing and humanity. She enjoys a wide reputation as one of the premier vocal instructors in the Northeast. In this capacity she has presented vocal workshops for the Garde Institute for Creativity, the Connecticut Songwriting and Performance Conference, the New England Music Expo, and IMCs in Philadelphia and Dallas. In performances across the US and Canada, Kay delivers fresh piano propelled Folk/Pop with soaring melodies, innovative chordal harmonies, and well-crafted lyrics. Kay is Associate Director of Local United Network to Combat Hunger (LUNCH) and a Director of the Connecticut Songwriters Association. Her recently released CD, “Even Better Than Chocolate”, described by the Mystic River Press as having the “comforting power of a steamy cup of cocoa and cream -- minus the calories,” was record in Nashville with Grammy award winning engineer and producer Michael Hopkins.

“ear-responsibility”
It’s a good thing!

Elaine M. Law, CCC-SLP/A
Speech-Language Pathologist • Educational Audiologist



Montez Petrose - Instructor

Montez grew up in Camden N.J, one of the poorest and violent cities in America. As a youngster she always loved music, especially hip-hop, because a lot of the lyrics and stories heard on these songs was an expression and an understanding of what was really happening in all poor, urban areas, especially hers. After high school, Montez pursued her passion for the Music Industry by enrolling at the Art Institute of Philadelphia and majored in Music Business. AIPH was one out of very few schools who offered a degree in Music Business, which explored the Music Industry as a whole, including entertainment law. After graduating from AIPH, Montez started promoting concerts in the city of Camden as well as Philadelphia. Because she wanted to pursue a career in the music industry as well as give back to her roots, Montez created opportunities for the Youth of Camden through promoting and producing the events. In 1998, Montez promoted and produced the First annual Peace Fest, due to the unusually high percentage of deaths by violence in the City of Camden. KRS ONE was special guest performer and speaker. In 2003, Montez promoted and produced First Annual P.Y.F (Partnership For Youth) Talent Competition, and helped raise over \$10,000 for the Youth Organization. In late 2003, Montez was offered the opportunity to work with music industry veteran and entertainment attorney Kevon Glickman. Kevon is known for managing heavyweights like D’Angelo and Funk Master Flex, but is best recognized for his success as Senior VP of RuffHouse Records when the Fugees made an explosion on hip-hop culture. Montez held the position of Director of Promotions and worked with artists like Rick Ross, Trina, and Fat Joe just to name a few. After being with Respect for two years, Montez decided to start her own artist consulting firm - Dynasty Entertainment LLC - located in Philadelphia. Dynasty connects artists with the right producers, management, D.J’s, legal representation, promoters, and also assists with copyrights, barcodes and general knowledge about the music industry.



Lou Pica - Instructor, Performer

Best known as Dr Lou-Founder of Dr Lou Music - Film Productions Host of the Dr Lou InXperience - Dr Lou Independent Blues Radio Show. Syndicator of Philadelphia’s House of Blues Radio Hour with Elwood Blues (Dan Aykroyd) Producer of Independent Films and Music Videos, screenwriter, performer, and music critic. A song writer and musician with a keen eye towards the patterns in music and film that make for “classic” content. As a radio personality and philanthropist, Dr Lou’s Radio shows give the opportunity for many genres of music to get real air time and exposure to a wealth of artists with common goals. As a performing artist, Dr Lou has performed at locations including the Wachovia Center, Chickie’s and Petes, and many other locations including Austin TX, Atlanta, GA , and San Francisco, CA. He is currently working on Music Video and Film Projects.



Jamell “Slowjam” Powell - Instructor

Jamell “Slowjam” Powell, C.E.O of TEAM Industry and founder of The Motivational Youth Foundation, is a committed self-starter who has the vision that every artist should be a quality entertainer that knows the business of the music industry. When he started his full-service artist development and seminar company in 1993, he had seen the “ins and outs” of the music industry as a voyeur with a gift for public speaking. As a insider who also models for Black Romance magazine, he consistently studied the business side of the music industry for over 12 years. From there he launched a successful career as a consultant for the “Unsigned Artist” whose services include artist development and image control. As a music consultant, he taught the business to over 5,000 unsigned artists. He pursued public speaking by motivating high school students and inner-city youth to achieve their dreams through his new business, The Motivational Youth Foundation, which was established in 1997. After speaking at every major music seminar, he redefined his company and created a seminar called “The ART OF WAR for the Unsigned Artist.” Now, through an audio series, a music business guide, a seminar course, and radio show, Powell has redefined the way the music business is done with unsigned artists. He has won the respect of many A&R representatives and record label executives by developing their acts to not only sell more records, but the label’s image as well.



Tom Quinn - Instructor, Mentor

Tom Quinn is a veteran sound engineer with years of experience installing, running and maximizing venue sound in facilities of all shapes and sizes, from 100 person rooms to 6000 person capacity entertainment complexes. Tom has been in the music industry for the past 18 years. In addition to his work as a live sound engineer he has also managed, booked, and produced several bands. In his capacity as a sound engineer he has traveled all over the northeast and has also done two European tours. Recently, Tom decided to combine all the connections he has made through the years and form Entrapy Music Group (EMG). EMG was born from the concept of putting the pieces of a successful music career together. With EMG, Tom has put together a group of people that can handle every aspect of a successful career from booking, production, management, and more. Tom is also the Philadelphia editor for InterMixx independent music magazine. At IMC/Dallas Tom will lead a hands-on stage preparation workshop which will be held in Universal’s showcase room with onstage equipment and sound. Learn from a pro how to make stage set-up and break down as painless and error free as possible, and learn how to get the most out of whatever stage and sound situation you find yourself in.



Elaine Ramos - Instructor

Elaine holds two graduate degrees and national certifications in the areas of speech-language pathology and clinical/educational audiology. With thirty years of combined professional experience, she has presented numerous workshops in her home state of Connecticut and at national conventions, and has taught at both the undergraduate and graduate college levels. She will be presenting a workshop at the IMC which will focus on the effect that music can have on one’s hearing and the preventative measures that performers can take to reduce their risk of permanent loss. Besides her full-time job as a clinical practitioner, this is Elaine’s fourth year as Associate Director of the Independent Music Conference.

14.independent music conference 2006



Noel Ramos - Instructor

Noel has decades of experience as a DJ, Choral Singer, Graphic Designer, Illustrator, Publisher, Web Developer, Consultant, and Teacher. This is his fourth year as the Executive Director for the Independent Music Conference in Philadelphia and most recently Dallas. In addition to making himself available for one-to-one Mentor Sessions, Noel will also be presenting a workshop on press kits and participating on numerous panels as a Moderator or industry member.



RAVI - Instructor, Performer

Ravi is an artist whose credits span from the dives of Manhattan to the Oval Office, tours the country performing and, as a consultant, lecturing on crucial issues facing the music industry. The singer-songwriter has appeared on Letterman, Leno, Saturday Night Live, Today Show, among others, and performed at the most prestigious venues including Madison Square Garden, Louisiana Superdome, and a White House Christmas Party. The “cr(R)(R)me de la cr(R)(R)me” of the industry frequently calls on Ravi. Mercury Records hired him in 1997 to play guitar on tour with three-time Grammy nominee Hanson (the top selling band in the world that year). Simon & Schuster published his tour journal. Electronic Musician magazine features Ravi’s articles and his column “Pure Profit” appears each month in Music & Sound Retailer. Berklee, Pepperdine University, and others including NAMM and most music business conferences host his lectures. Most recently, the world’s largest guitar and piano manufacturer, SMC (Samick Music Corp.), sought him out to represent Greg Bennett Guitars as the brand*Os national electric guitar clinician.



Simon Rosen - Instructor

Hailing from the Bronx, NY, from early childhood through adult life, Philadelphia-based entertainment lawyer and litigator, Simon Rosen, has possessed a love, devotion, passion, respect and understanding of music and the business of music. His respect and awe of musicians, vocalists, producers, engineers, arrangers, writers, and those affiliated with music and its “business” motivate his life work- counseling and guiding those in the music business. Rosen’s late father and grandfather were musical performers. In 1983, he became an attorney at age 24, and quickly became involved in music law by joining the Philadelphia Volunteer Lawyers for the Arts. At age 25, he was hired to represent legendary rock ‘n roll manager David Krebs of Contemporary Communications (Aerosmith et al.). Rosen has always strived to protect and advance the rights of those in the music community. His artist client roster has been as diverse as the music world itself- Rap/Hip Hop, Pop, R&B, Rock n Roll, Jazz, Blues, Gospel, Country, New Age, Goth, and more. He has worked with not only the greatest musical talents, but also with those merely striving to eke out a living through music. In addition, Rosen represents recording studios, indie labels, publishers, songwriters, producers, arrangers, and other music business folk. His professional associations include being an active member of the National Academy of Recording Arts & Sciences, an original member of the Philadelphia Music Foundation, Songwriters Guild of America, BMI, Philadelphia Volunteer Lawyers for the Arts, and SPARS (Society for Producers and Audio Recording Services). In the 90’s, Rosen authored a highly acclaimed column in urban music tip sheet, “IMPACT”, entitled: “LEGAL CORNER: SIMON SEZ”. Simon has served as an Adjunct Professor at Drexel University, where he taught Copyright in the Music Business. He has lectured nationally on a wide range of music business topics, including entertainment law, copyrights, setting up your own record company, publishing, urban music, production deals, joint venture label deals, putting out your own CD, and management contracts. He has also lectured to his fellow members of the bar on behalf of the Pennsylvania Bar Institute as part of a continuing legal education program. Attorney Rosen continues to focus his efforts in and around music, the universal language of the world.



Jason Rubal - Instructor

Jason is a record producer on the East Coast whose specialty is non-mainstream bands who choose integrity over marketability. Jason has his name on over 120,000 records in six countries around the world, and his clients have had enormous success from Lollapalooza Tour, NIN tour, movie soundtracks from Mirimax and Lions Gate films, and worldwide distribution. He works from several major-label studios on the East Coast, and works for several companies as producer and artist development.



David Allen Ruth - Instructor

An industry professional for the better part of a decade, David Allen Ruth takes his experience from working with some of the greatest minds in film; talent like Jonathan Demme, Tom Hanks, M. Night Shyamalan, Bruce Willis, Kevin Smith, and Denzel Washington. Working as a Producer and Director, David has produced/directed many film and video projects, including music videos, short films, commercials and documentaries.



Feygens Saint-Joy Jr. - Instructor

Feygens Saint-Joy Jr. (Instructor) Feygens ChuckieBigBux Saint-Joy is COO of Among Friends Records & President/Owner of HipHopFriends music Distribution. He is and Alumni graduate of Institute of Audio Research and has an education in Audio Engineering. He is also in a recording group called E&J Blood Brothaz. His insight & experience in the music community is valuable asset to those looking to succeed. For more information & details check out his myspace.com/hiphopfriends or myspace.com/amongfriendsrecords.



Docta Shock - Instructor

Docta Shock is one of the most influential, respected, knowledgeable, and hardest working people in Philadelphia’s Urban Music scene. As a sought after producer, photographer, writer and studio owner, he is constantly in demand. Docta Shock served as the Urban Music Director for the Philadelphia Music Conference 1999-2001 and was responsible for bringing urban music to the forefront of the PMC. He will be the director for the new Philly Urban Music Seminar next year. He also established and produces the Philly Urban Legend Awards, awarding Philly’s hip-hop pioneers and urban street legends. Also Docta Shock was instrumental in establishing a hip-hop advisory committee for Philly’s N.A.R.A.S chapter (Grammy Awards) and also serves as an instructor for the Dell East’s Music Business Institute (DEMBI) and the Painted Bribe’s A.R.T. Lab program. Shock owns and operates Philly*Os #1 urban music biz website (R)C UrbanBeatMovement.com. He is also the former urban music scene columnist for the Philadelphia Weekly, and is the hip-hop editor for AudioGlyphix Magazine. Shock is a consultant for Philly’s top music video show “Urban X-Pressions” & Serves as a panelist for the Indie Music Forum in NY & Philadelphia Is the creator of the Bi-monthly Urban Music Biz Workshops. He has been featured in the Philadelphia Inquirer, New Observer, Daily News, Tribune, Audio-Glyphix magazine and on BET.com & CN8.



Jeffrey Smith - Instructor

Jeffrey’s initiation into the music industry began at Music Row Magazine in 1996, but soon after became a member of Mercury/DAS recording artist The EvinRudes in 1997. Upon leaving The EvinRudes (yep, they got dropped!) and the music industry, he began his foray into the more traditional marketing and publicity realm of non-profit arts organizations; In 1998 Jeffrey began working in marketing and publicity with the Louisville Ballet and ultimately landed as Director of Marketing in 2001. Soon Jeffrey left the non-profit world to create the indie label, Label X. Leading the marketing and publicity efforts for Label X artists like Digby, Code Red and The Muckrakers, he soon created a significant buzz for the small independent that led to a partnership deal with Seattle’s Toucan Cove and national distribution through Madacy Entertainment and within 2005 onto Universal Records. Jeffrey created Crash Avenue in September of 2004 fulfilling a desire to be more effective for the independent artist and independent label. Since then, he has spoken at numerous music conferences across the country regarding the DIY movement and of course publicity for the independent artist and label. Experience on both sides of the industry have proven to be key in understanding and negotiating through the ever changing landscape of the music industry.



Rana Sobhany - Instructor

Rana is the President and CEO of Inchoate, Inc., a Washington, DC based public relations and marketing firm specializing in commercial development and promotion. Her expertise lies in creative brand and image development for start-up entertainment-based enterprises.



Joseph R. Spiegel MD - Instructor

Joseph Spiegel is a board certified Otolaryngologist (ear, nose and throat doctor) with special interests in voice, voice disorders, and surgery designed specifically to improve the voice. With over 20 years of experience and clinical interests in the professional voice population (singers, actors, teachers, etc...), he leads a multidisciplinary team of professionals dedicated to the comprehensive treatment of the voice at Thomas Jefferson University Hospital. Dr. Spiegel has been a primary researcher in the field of voice and continues to speak at many of the highly acclaimed voice conferences in the United States and Europe.



Vic Steffens - Instructor

From the start Vic was heavily involved in recording, working with producers such as Bob Shad, who discovered Janice Joplin and Ted Nugent, Andrew Loog Oldham, who produced all of the early Rolling Stones records, and Paul Leka, who produced Harry Chapin and REO Speedwagon. Steffens produced several records with the great Boston band “The Neighborhoods” and an excellent Connecticut band, “Newjohnny5,” and started building a small studio at his home in CT, where he was introduced to a couple who owned the former home of Kiss member Ace Frehley in Wilton, CT. Vic formed a company with them and Horizon was born. Since then Vic has had the opportunity to work with many great artists and contribute to some excellent projects - Matt “Guitar” Murphy, Eddie King, The Blues Brothers Horns and the late, great Jessie Austin. It was also a honor to record jazz piano legend Ahmad Jamal at Horizon, live in concert, and also at his home. Producers like Joel Bryant and Sanchez Harley have created CD length projects at Horizon, as well as great performers like Jon DuBose, Willie Small, and Joe Wilson. On the rock and pop side artists like the great Sly Stone, Ani DiFranco, SWV, Patra, Blues Saraceno, RuPaul, and Donna Summer have used Horizon’s services. Heavily involved in artist development, Vic has produced for The Mighty Purple, Jonathan DuBose (guitarist: Harry Connick), Fat Bag, Groove Fiction Sex Ceremony, MoKijam, and others. Horizon also provides a support environment for many R&B and rap artists, most notably Shomari, who produces for Teddy Riley’s Little Man label with Interscope. As a Producer/Engineer Vic is equally comfortable in the live and midi world, and loves to mix both when possible.



Jordan Tishler - Instructor

Jordan Tishler of Digital Bear Entertainment specializes in music production, artist development and publishing... and we want to hear your stuff. For a highly select group of artists, we offer the use of our unique, vibey private studio along with the guidance of veteran producer Jordan Tishler (James O’Brien, Labb, Marie*Os Children). We offer consultation to boost your image, profile and touring. Our sister company, DBE.Music Publishing can place your music in TV and Film for exposure and extra cash! In short, DBE develops artists to have real careers in music.



Mike Tyler - Instructor

Tyler's touring and recording experience soars 15 years! As a sideman, session musician, or in his own projects, Mike has earned and maintained a reputation as a player who will always give you 100 %. Mike's recording career reads like a 'who's who' of artist and styles! From original gangster rapper Schooly D, to gospel singer turned pop queen Amy Grant. Mike's ability to feel what the track needs and deliver is almost always guaranteed. Billy Joel's River of Dreams project received Mike's sonic approaches on the title track and All About Soul, where his octave guitar figure fades the song out! (As the guitarist, bassist, and co-writer of the critically respected SPEARHEAD albums, the moods went from Sly Stone to Hendrix and back.) Check out G.Love and Special Sauce's "yeah it's that easy" to hear some eclectic riffing on Slipped Away and on Willow Tree it goes back to that classic "Philly Sound". Mike has been the in house guitarist, bassist and man about town for Joe "the butcher" Nicolo since 1982 working on remixes for AEROSMITH, James Taylor, Taj Mahal, Mary Wilson, the Rolling Stones, Cypress.



Dave Uosikkinen - Instructor

Dave was a founding member of pop rock outfit, The Hooters, which was formed in 1980. Their debut record, "Nervous Night," was released on the Columbia label and sold in excess of 2 million copies and included Billboard Top 40 hits such as "Day By Day," "And We Danced" and "Where Do The Children Go." The Hooters recorded 6 highly acclaimed albums throughout the 1980s and 1990s and achieved superstar status, including being asked to open three of the most important musical events of the century: The Live-Aid Concert, Philadelphia in 1985, Amnesty International Concert at Giants Stadium in 1986, and Roger Waters' extravaganza at The Wall in Berlin in 1990. In 1990 Dave and his wife Tami had a son, Sam, and Dave concentrated his professional efforts on staying close to home. He did, however, continue to tour with The Hooters until 1994 when they decided to take a hiatus from the road. In 1994 Dave and entrepreneur, Dave Macrae, launched independent record label, Moskeeto Records. In 1999 Dave was asked to join an innovative group of technology experts and music aficionados who created a revolutionary online music portal MP3.com. The company was a highly scrutinizing and revered business that changed the music industry, distribution and consumer listening habits for years to come. These days Dave manages content for VMIX.com a site that features music videos and other compositions by film makers in various genres. Dave has performed Music Videos, Recordings and Live shows with following incredible artists: * The Hooters * Patty Smyth * Cyndi Lauper * Rod Stewart * Alice Cooper * Largo (Taj Mahal, Joan Osborn, David Forman, Garth Hudson, Bill Wittman) * The Soul Kitchen * Tahir Wilson * Pretty Posion * Damian Hagger * Happy Hatters * 7A3 * Black Male.



Marcy Rauer Wagman - Instructor

Marcy is an entertainment attorney, representing entertainment industry clients both domestically and internationally. She is also Director of the B.S./M.B.A. in Music Industry Program at Drexel University, where she is the Head of MAD Dragon UNLTD., encompassing the student-run entities MAD Dragon Records (distributed by Ryko Distribution, MadDragonRecords.com), DraKo Booking Agency, MAD Dragon Publishing, MADKo Concerts, MADRtist Management, and the all-digital label, DreXagon. She serves on the Advisory Board of the Villanova University Law School's Sports and Entertainment Law Journal. Ms. Rauer Wagman was a major label recording artist; she is an international publisher, placing her catalogue in numerous movies and TV shows; she was a multi-award-winning composer/producer as Executive Producer/Creative Director for FC&D, Inc., a broadcast music production company based in New York and Philadelphia, composing and producing music for over 500 clients such as ABC News/Good Morning America, Herr's Potato Chips, AT&T, McDonald's Restaurants, Campbell's Soup and American Express. She wrote hit songs with major label artists, including the No. 1 song "I'm Not Your Man" for Tommy Conwell and the Young Rumlbers (Columbia/SONY) and charted singles for Atlantic Records' metal band, Crimson Glory and others. She has won the Philadelphia Music Conference Best Songwriter Award, three Television and Radio Advertising Club Awards for music composition and production, and two Philadelphia Advertising Club Awards for her music work. She served for three years on the Board of Governors of NARAS, the Grammy Awards organization, of which she is a voting member.



J. Walker - Instructor, Performer

The creativity and passion J.Walker uses has helped him win numerous poetry slams and talent shows in the Los Angeles area. A self proclaimed Rhymecologist, J. uses his talent to help clients express themselves through lyrics. J.Walker has performed live on Power 106FM, KDAY 93.5XFM, 106.1FM KMEL and Xtra Sports 570AM.



Donovan West - Instructor

Donovan Sterling West is a renaissance man. With over ten years of experience in marketing, sales, promotions and public relations, he has been involved in diverse endeavors, from television host to program manager. As the former Public Relations and Marketing Director for local cable television station, VTV, Donovan seized the opportunity to host several music video programs. Hailed by the Philadelphia Inquirer as a "Public Relations Guru," and a "Rising Star" by the Juneteenth Coalition, Donovan has established himself as one to watch. As the sole proprietor of MultiMedia MD, a marketing, public relations and promotions firm, he provides consultation services to a myriad of businesses. Among his past clients are Hidden Beach records, Blue Mountain Records, Keystone Mercy, The Laff House, House of Umoja The Philadelphia Metro, The New York Metro and Pernod Ricard, the second largest alcohol distributor in the world. The combination of his unique skills, perspective and resourcefulness have brought many projects to fruition. MultiMedia MD also facilitates a weekly networking function that has played host to various CD launch parties, book signings and fundraisers. As a Program and Project manager, Donovan coordinates a series of workshops and symposiums for small business owners in Philadelphia and Chester, Pennsylvania. In addition to his professional achievements, Donovan is also highly committed to public service. During his final year at Pennsylvania State University, he was fortunate enough to work on Capitol Hill for former United States Senator and Presidential Candidate, Carol Moseley-Braun. Donovan has received several awards for his service. Among these are the Men Making A Difference Award (2006) presented by the American Cities Foundation and the Rising Star Award (2006) presented by the Philadelphia Juneteenth Coalition.



David Wimble - Instructor

David Wimble is the Editor of the Indie Bible. David first created the Indie Bible when he became frustrated with the enormous amount of time it took to locate independent music resources on the Internet. Since launching the Indie Bible in 1999, it has grown to become a must-have resource for Independent Artists worldwide. You can learn more about the Indie Bible at IndieBible.com

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