

Fiero Flair Presents



JUNE 2, 2018



**Women
Working in the
Music Industry
Conference**

www.girlpowermusicconference.com

Established in 2013, the Girl Power! Women working in the Music Industry Conference is rapidly becoming the epicenter for empowering women with the education, resources, and networking opportunities that are keys to career success in music.

The theme of the 2018 Girl Power! Conference is Entrepreneurship. We will focus on understanding the entrepreneurial nature of the music business, and empowering both Music Artists and Music Business Professionals with the skills, tools, and support to function optimally within this context.

Complete List of Conference Speakers (Alphabetical Order)



Lindsay Alexander is the Ecommerce Director at Fame House, an award-winning global agency with a modern approach to direct-to-fan marketing and e-commerce. Lindsay oversees operations of over 300 e-commerce stores for some of the heaviest hitters in the industry, including Justin Bieber, Lady Gaga, and Eminem. Lindsay received a B.S. in Music Industry at Drexel University. She has also spent time working in entertainment law and live event promotions.

Lindsay Alexander Ecommerce Director, Fame House



Ryan Nicole Austin is an Award Winning Artist, Actress, Athlete & Activist. RyanNicole is a world renown MC & Poet whose lyrical prowess has been exploited on international stages and web platforms, garnering fans in the thousands across the globe, including a recent performance for TEDxSanFrancisco. As an actress Ryan was short-listed for the San Francisco production of the Tony Award winning Broadway play *Hamilton* and starred in Marin Theater Company's production of *Native Son*. As an activist, Ryan holds the distinction of becoming one of the youngest non-profit executive directors in the Bay Area, where she received a 2-year fellowship in a prestigious leadership master's level cohort called LeaderSpring.

Ryan Nicole Austin Artist, Actress, Athlete, Activist



Heather Beverly

**Entertainment Attorney, Law
Office of Heather Beverly**

Heather Beverly is recognized for being an industry powerbroker. For 20 years, the Law office of Heather Beverly has represented a variety of entertainment clientele including independent record and production companies, management companies, executives, entrepreneurs, radio and television personalities and Gold, Platinum and award-winning artists, producers and entertainers. Heather served on the Board of Governors of the Recording Academy for eight years, frequently speaks on entertainment industry related panels and has been featured in various publications.

Mrs. Beverly's clients include: Mathew Knowles/Music World Entertainment (*Beyonce, Destiny's Child, Solange, etc.*); "Star Clippers" (celebrity barbers for *Will Smith, Eddie Murphy, Anthony Anderson, etc.*); Peachez, Inc. (*production company for Tyler Perry*); Willie Moore, Jr. (*radio personality/artist/author*); Estate of Thomas A. Dorsey ("father of Gospel Music"); Gospel music's top talent such as the Charles Jenkins/Inspired People, Kurt Carr, Donald Lawrence, JJ Hairston and Anita Wilson; and some of the industry's top **songwriters and producers**.

Along with husband Anthony Beverly (drummer/producer), Heather formed Brantera Music Group, Inc. in 2009. Honoring Anthony's legendary father, their debut project, an "All-Star Tribute to Maze featuring Frankie Beverly" features A-List artists performing Maze's hits such as Mary J. Blige, Musiq Soulchild, Kem, Ledisi and Raheem DeVaughn.



Ariane Cap

**Electric bass player, performer,
composer, educator and blogger**

Austrian **Ariane Cap** is an electric bass player, performer, recording artist, educator, author, blogger and composer. Ariane self published her ground breaking book, *Music Theory for the Bass Player* in 2015. She is an online teaching personality and blogger. She is highly active mentoring women and girl musicians. Ariane serves as Governor on the Board of the Recording Academy; Her credits include recording or performing with GRAMMY® award winner Keith Olsen, Generation Esmeralda, Muriel Anderson, The Sippy Cups, Cirque du Soleil and others. An innovator on the instrument, she also co-leads two eclectic Bay Area projects, a duo with bassoonist Paul Hanson and a funky Jazz Quartet with Nick Phillips.



Christiane Cargill Kinney

**Entertainment Attorney & Partner at
LeClairRyan lawfirm**

Christiane Cargill Kinney is a partner at LeClairRyan and chair of the firm's Entertainment Industry Team. Kinney has represented Presidential candidates, artists, festivals and award shows, music tech start-ups and more. Kinney is an award-winning singer/songwriter and a voting member of the Recording Academy, with awards and distinctions from Billboard, ASCAP, International Songwriting Competition, Global Music Awards and more. Her personal experience as both a recording artist and an entertainment attorney provide a unique perspective to the deal-making process. Kinney also has significant litigation experience in federal and state court, and has handled a wide array of intellectual property, business, and tort litigation matters. Since 2011, Christiane has worked with LexisNexis® as an Author for Lexis® Practice Advisor on Entertainment Transactions. Kinney also frequently speaks on entertainment law panels and radio talk shows. As a strong supporter of education for independent artists, Kinney also writes a legal column for CD Baby's DIY Musician blog. CD Baby, the largest online distributor of independent music, recognized Kinney as #1 out of their list of the Top 10 Music Law Resources to follow on Twitter, noting that "her in-the-thick-of-it perspectives carry a lot of weight." Kinney has also been recognized by Super Lawyers magazine and has been featured in Glamour Magazine's Woman of the Year issue for her charity work in bringing music and art programs to at-risk youth.



Stacy Cunningham

**Director of Strategic Radio Marketing
and Events, EMPIRE Distribution**

Stacy Cunningham started her radio at 92.3 The Beat/Los Angeles, as an intern in the Promotions department where she worked her way up to Assistant Promotions Director. In 2001, she relocated to San Francisco to work as Assistant Promotions Director for then Clear Channel's 106 KMEL. From 2002-2005, she was promoted to Director of Promotions for KMEL and KIOI. In 2005, she earned her Programming stripes and became Program Director for 106 KMEL. Throughout her tenure at Clear Channel, she over saw programming duties for KMEL, KIOI and KISQ. In 2012, she crossed the street to Entercom Communications and became Program Director for legendary station 102.9 KBLX and Director of Operations for Entercom San Francisco. Currently, she has moved over to the record label industry as Director of Strategic Radio Marketing and Events for EMPIRE Distribution in San Francisco.



Kerry Fiero

Event Producer, Fiero Flair
Girl Power! Conference

Kerry Fiero is the producer of *Girl Power! Women working in the Music Industry Conference*. Kerry began her career in the music industry as a personal manager, working initially at the nationally recognized management firm, The Rosebud Agency before starting her own company, Strive Management. She represented both signed and unsigned artists in R&B, Hip Hop and Jazz, including songstress Ledisi and big band Mingus Amungus. She co-founded The Strive for More Music Showcase which helped launch young talent into the music industry, including Kehlani and Rozzi. Kerry's other roles have included working at an Entertainment Law Firm doing tour support/legal for singer Goapele; being the Artist Liaison at the California Music Awards, the Art & Soul Festival, SFJAZZ and more; managing the SF venue Biscuits & Blues, and booking live music for the Oakland venue Maxwell's Lounge; and working as an Event Planner/Producer for dozens of clients. Kerry has been an Adjunct Professor for 12 years at San Francisco State University's Music/Recording Industry (MRI) Program & Event Planning Program and she teaches in the new Entertainment Program at Expression/SAE college. Kerry is a connector and always striving to find the win-win collaboration.



Maureen Ford

President, Live Nation Media
& Sponsorship

As President of Live Nation Media & Sponsorship's National Sales team, **Maureen Ford** oversees one of the most innovative sales forces in the industry. Leading her team of more than 20 creative sales professionals they work with hundreds of brands, including Anheuser Busch, Citi, Hilton Worldwide, Cisco, Red Bull and State Farm. Collaborating with the team, Ford continues to develop new sponsorship-based revenue streams for Live Nation, which includes selling ad and sponsorship opportunities across Live Nation's network of 80+ venues as well as the company's growing festival portfolio which includes more than 90 festivals spanning from coast to coast across an array of genres including, EDM, Country, Rock and more.

Ford began her career in 1986 as a marketing assistant with the Boston-based Don Law Company, a Live Nation music promoter acquisition, and has risen through the ranks of Live Nation over the last 30 years to her current role. In addition to her work with Live Nation, Ford serves as on the Board of the International Music Festival Conference (IMFCON).



Jodi Goodman

President, Live Nation,
Northern California

Jodi Goodman has thirty years of talent buying experience in the live music industry, and has shaped programming for unique and specialized venues throughout her career. From humble beginnings in the Boston club scene, she climbed the ranks from booker, to agency owner, to corporate Vice President and, ultimately, to President of Northern California for the global industry-leader LiveNation. She and her team deliver shows to over one million concert fans each year. The venues they book are throughout the Bay Area, and include Shoreline Amphitheater - one of the top-producing and most popular outdoor venues in the country. Jodi's leadership, sharp business sense, passion for music, and integrity of character have made her one of the most respected and loved women in her field. Always intent on lifting up those around her, she has a special interest in supporting the ambitions of other women in the industry. Her conscious philosophy to "pay it forward" is exactly what has enabled her to land at the top.



Ana Guillén

Director of Marketing, TuneIn

Ana Guillén began her career at Warner Bros. Records as a Promotion & Marketing Manager. She was a key member of the team responsible for developing the careers of Jason Derulo, The Black Keys, Muse, and many more artists in the U.S. After nine years with Warner Bros. Records, Ana ventured into the artist side of the business by joining The Collective, a music management company and digital studio now called Studio 71. Here she pioneered a new model for both new and established artists that centralized content production, distribution, and management. These efforts yielded the first social influencers to appear on the Billboard and Nielsen Soundscan charts and a first-of-its-kind branded national social influencer tour.

She emerged as an artist manager and signed her first client, Kalin & Myles. She bought Kalin & Myles to international prominence. In three years time, she developed this unknown act into a globally recognized brand selling hundreds of thousands of tickets, built a multi-million-dollar merchandise line, and produced content that yielded over one million tracks sold, 75 million views, and 100 million streams.

Currently, Ana leads the Music Marketing team at audio platform, TuneIn, an audio streaming service delivering music, live news, radio, sports, and podcasts to an audience of over 60 million monthly active users worldwide.



Ebony Haley

**Producer, Revolt TV & Media
Owner, Boss Like Me**

Ebony Haley is a born and raised Los Angeles native. A rare millennial- obsessed with being organized with an enthusiasm for the impossible. Gradually, as her network and experience expanded, Ebony scored an amazing opportunity working alongside entertainment mogul, Sean “Diddy” Combs and the legendary music man, Andre Harrell at REVOLT TV & MEDIA. Ebony works as a Producer on REVOLT’s breakout hit show, “Music Talks” and “RMC Presents,” she also heads up the hottest music conference in the industry, RMC (REVOLT MUSIC CONFERENCE) in Miami since its inception in 2014. Ebony is a highly sought after consultant and strategist with celebrities and small businesses. She leads operational development teams, television production, branding, content creation, talent relations, and creative partnerships. Her company, BOSS LIKE ME, is a platform highlighting millennial executives, celebrities, and influencers across all industries. She has collaborated with major brands like Apple, Atlantic Records, Def Jam Records, NAN, to name a few. Haley holds a Master’s degree in Business Administration, specializing in organizational development.



Mal Harper

Founder/Owner, MalLabel Music

Mal Harper grew up listening to jazz, R+B, and the blues with her musician father in Omaha, Nebraska. She now runs one of San Francisco’s most influential and forward-thinking underground bass music labels. MalLabel Music was founded in Bay Area bars and warehouses when the biggest wave of bass music was beginning to break in the mainstream. The label has had noteworthy impacts on the landscape of current bass music culture. Through her leadership and strong vision, Mal developed a powerful platform for established and emerging artists who bring fresh, innovative music to today’s scene. The label’s merchandise line dovetails with current movements in sustainable fashion and body positivity. Mal’s knack for recognizing talent—combined with her entrepreneurial prowess and a supporting team of dedicated creatives—has brought MalLabel critical acclaim and made it a leader in the west coast underground bass movement. MalLabel, born in 2008, began as a grassroots, independent label and have grown to represent international artists and some of the biggest names in west coast underground bass music. Malleability is the name of the game at MalLabel: versatility and innovation has kept them at the forefront of the movement for the past 10 years. Despite the pressure of competition, they’ve never gotten caught up with what was trendy. Instead, we specialize in supporting established and emerging artists who bring something fresh and exciting to the table, delivering the best of the best in underground bass.



Lilan Kane

**Vocalist, Music Biz Consultant,
Educator, and founder of Own
the Mic**

Lilan Kane is a professional vocalist who holds a degree in Music Business and Management from Berklee College of Music. She worked and interned at Atlantic Records, Jazz at Lincoln Center, Revive Music Group, Upper 11 Records & Management, Wide Hive Records, and ran her own management company LK Management out of NYC. She is currently based in Oakland where she books and manages jazz/soul band, Hella Fitzgerald, as well as offering private music business consulting, publicity and concert promotion, and curating and booking musicians and bands for events around the SF Bay Area. She teaches at San Domenico School and California Jazz Conservatory as well as co-founded and directed award-winning singing camp Own The Mic. Lilan Kane has performed at the New Orleans French Quarter Festival, Yerba Buena Center for the Arts, Great American Music Hall, SFJAZZ, Yoshi's, Fillmore Jazz Festival, Sweetwater Music Hall, and recently opened for Morgan James, Hall & Oates, The Doobie Brothers, Trombone Shorty, Chicago, and Sharon Jones. As a sidewoman, she has appeared with the Fil Lorenz Orchestra, OTIS, Dick Bright Orchestra, Hip Bone Big Band, Cosa Nostra Strings and others.



Suzanne Koga
**Artist Manager, Deal Matters
Entertainment + Talent Buyer,
Blue Note**

Suzanne Koga is an esteemed professional with deep roots in the music & entertainment industry. She has years of experience in artist management, concert production, contract negotiation, marketing and public relations. Suzanne is currently talent buyer at Blue Note Hawaii and partner at Deal Matters Entertainment, managing talent such as Roberta Flack, Davell Crawford, Hiroshima, Tina Malia, Lia Rose, and Wendy Colonna. Additionally, in the past Koga has had experience in music production, she held the title of president at a major entertainment holdings company, director of marketing and sales at Sony Electronics eMarker division, and cofounder of FanAxcess, a music platform that connects bands, brands and fans. She is a co-creator of Youth Movement Record's Artist Development Award with NARAS/GRAMMY Foundation-SF since 2007. She co-produced/ managed "In the Spirit of Giving – A Benefit for Angie Bofill" at Grace Cathedral in 2007 (San Francisco). She is also tea co-Founder and Director of The Roberta Flack School of Music (Bronx, NY). Suzanne holds an MBA from Columbia Business School with a focus in Entrepreneurial Marketing. She also studied at Smith College and Harvard University.



Lyz Luke

**Co-founder, UnderCover
Presents, Second Line Vinyl and
Bump Town**

Lyz Luke is an arts & equity activist, producer, event producer, and mentor. Pivoting her 12 years of non-profit and PR experience toward the arts, she has earned a reputation as an "Executive Music Enabler" among the Bay's music community. Over her career, Lyz Luke has presented over 1,000 musicians by more than 150 Bay Area acts with genres ranging from Latin Hip Hop to full Orchestral. She has produced 14 albums and has received numerous awards for her work: YBCA 100, East Bay Express, SF Weekly, Oakland Rotary, and the SF Bay Guardian. She has also worked with Oakland Mayor Libby Schaff in presenting Mayoral Proclamations to both Green Day and Sly & The Family Stone.

Lyz is currently co-founding Second Line Vinyl and Bump Town in West Oakland and is Producer/Co-founder of UnderCover Presents.

During what spare time she has, Lyz Luke serves as a Governor for the SF Chapter of the Recording Academy, volunteers as a mentor with GRAMMY U, graduated as part of Leadership Oakland Class of 2017, speaks at City of Oakland council meetings in an effort to increase arts funding, serves as a grants panelist for the Cultural Funding Program, and volunteers as a Creative Consultant with Oakland Symphony.



Susan Nesbitt

**Business Development and
Partnerships, Make School**

Susan Nesbitt currently heads up Business Development and Partnerships at Make School, a college of makers empowered to build software to shape the world. Previously she helped Guerilla Management and Michael Franti produce the 80,000 person Power To The Peaceful Festival in Golden Gate Park; she was Director of Product Management and Business Development at Shawn Fanning's Napster follow-up SNOOP; she was a freelance music producer and audio engineer at Fantasy Studios and she was Director of Partnerships and Development at Girls Who Code. Susan is a Board Member at Frameline. Frameline's mission is to change the world through the power of queer cinema. As a media arts nonprofit, Frameline's programs connect filmmakers and audiences in the Bay Area and around the world.



Tabetha Plummer

**Entertainment Attorney, Law Office
of Tabetha Plummer + NBA Agent**

Tabetha D. Plummer is one of the most sought-after entertainment transactional attorneys in the country and an NBA Agent. Founder of Plummer Law Group, PC, Mrs. Plummer represents a variety of notable entertainers, actors, songwriters, music producers and recording artists. She has negotiated record deals for clients including Far East Movement (Cherrytree/InterscopeRecords), Mindless Behavior (Conjunction/Streamline/Interscope Records), and Avant. Mrs. Plummer is also credited as Co-Executive Producer on several client projects. Some of her clients include heavyweight music director Adam Blackstone (Janet Jackson, Kanye West, Jill Scott, Beyonce, Jay-Z, Justin Timberlake, Nicki Minaj, Rihanna), platinum recording artist Snoop Dogg, multi-platinum recording artist Apl.de.ap (member of the Black Eyed Peas), deejay/music producer Damien LeRoy (Black Eyed Peas and Sean Paul), Grammy and Dove winner, Aaron Lindsey, Grammy nominated producers Rob Knox, Rex Rideout (VP/A&R Motown Records) and Mike City, record company executives Juliette Jones, Azim Rashid and William "Fuzzy" West. She represents a host of entertainment production companies, including RVMK which is owned by Ray Chew (famed musical director) and Vivian Scott Chew and NFL Hall of Famer and on-air TV personality, Willie McGinest's music production company. She also handles highly selective brand deals for football legends/television personalities such as Deion Sanders and Michael Strahan.

Tabetha has grown from humble beginnings to become a top multi-million dollar deal-maker, ASCAP honoree and one of the sharpest legal minds in the business.



Tess Taylor

**President of the National Assoc
of Record Industry Professionals
(NARIP) & LA Music Network
(LAMN)**

Tess Taylor is president of the National Association of Record Industry Professionals (NARIP.com, est. 1998) which promotes career advancement, education and good will in the record industry and related music fields.

She is creator of NARIP's Music Supervisor Pitch Sessions which have yielded over 1,000 music placements for participants and sold out in Los Angeles, New York, San Francisco, Berlin, Paris and London.

One of the nation's leading authorities on careers in recorded music, Tess has been called The Job Whisperer and has connected countless people to jobs and opportunities through her work in the U.S. and abroad, cultivated business and creative collaborations for three decades, helped launch hundreds of projects and several companies.

She has consulted for leading businesses such as InsideSessions (a joint venture between the Universal Music Group and Penguin Putnam, Inc.), The Walt Disney Company, BMG Entertainment (formerly Sony BMG) and Concord Records. Dubbed "International Music Ambassador" by music supervisor P.J. Bloom (the Glee franchise, CSI: Miami, and now SVP of Film & TV Music at Warner Bros. Records), Tess works with international music associations to connect their members to opportunities in major US music markets. Tess is a vigorous defender of intellectual property rights and has lectured throughout the U.S. and around the world in 13 countries to date, including at the Harvard Business School, in Berlin, Bangalore and elsewhere. Her popular lecture How To Market & Place Music in Hollywood Films, TV & Trailers has been called a "tour de force" by music supervisor Thomas Golubić (Breaking Bad, The Walking Dead, Six Feet Under).

Tess is also President of the LA Music Network (LAMN.com, est. 1988) and creator of the LAMN Jam Music Contests which launched the Mowglis. LAMN Jams helped launch 2006 winner Tim Fagan who then won a Grammy with Colbie Caillat, and 2007 winner Aloe Blacc.

Tess is also a classically trained pianist.



Renée Wilson

**Singer, Writer, Actress and
Filmmaker**

Renée Wilson is an award-winning and genre-defying artist who tells stories. The multi-talented singer, writer, actress, and filmmaker was born and raised in New Orleans, and has since shared her work and art with audiences all over the world. A classically trained cellist, soulful songwriter, and natural storyteller, Wilson has brought her juicy blend of folk, soul, jazz, rock, and pop to venues and events from the Fillmore Jazz Festival in San Francisco to the Sawa Sawa Festival in Nairobi, Kenya. Wilson's sultry, intimate music combines her jazz and soul heritage with contemporary influences including Sade, Tori Amos, Dido, and Roberta Flack. She has shared the stage with artists like the Sound of Blackness and has recorded with folk star Bonnie Prince Billy. Wilson released her debut album *Voodoo Queen* in 2010.

Wilson made her feature film debut in 2004 portraying Raelette Pat Lyle in the Academy Award-winning film *Ray*. In 2008, Wilson directed and co-produced the documentary *Crepe Covered Sidewalks*, which chronicles the complexities of her return home to New Orleans after Hurricane Katrina. In 2010, the documentary was selected as the centerpiece film for the 7th Annual Patois New Orleans International Human Rights Film Festival, and as a finalist in the Roxbury International Film Festival, Martha's Vineyard African-American Film Festival, and the Peachtree International Film Festival, where Wilson won the Maverick Best New Director Award.

As a passionate advocate for social change and justice, Wilson has worked with organizations like the Pride Foundation, YES!, and HOPE, and appears as a guest host, panelist, and facilitator at events and arts and activism workshops across the country. She is deeply encouraged by the “lit fire of awareness that’s raging right now,” as she calls it, and by people speaking up and stepping out of their comfort zones to challenge the status quo. From intimate clubs to concert halls and the big screen, Renée Wilson brings brilliance, power, beauty, and a deeply-rooted authenticity to everything she does. This year, she’s looking forward to diving even further into writing, performing, recording, and collaboration. Currently, Wilson is working on a one-woman show, and will be releasing music from her second record, an EP called *All About Love*, in 2018.

2018 GIRL POWER! CONFERENCE SCHEDULE

9:30am-10am
Registration

10am
Welcome Remarks: **Kerry Fiero**

10:15am-11:00am
Keynote Interview
Jodi Goodman and Maureen Ford

11:15am-12noon
Skillset For Success: Core Competencies For Business Owners & Entrepreneurs
Suzanne Koga, Ebony Haley, Mal Harper

12:00pm
Networking Lunch

12:30pm-1:15pm
Collaborations, Partnerships & Sisterhood
Heather Beverly & Tabetha Plummer

1:15pm-2:00pm
Rich in Resources: Identifying Business Needs
Christiane Cargill Kinney, Stacy Cunningham, Lindsay Alexander

2:00-2:30pm
Journey Into the Mindset of The Entrepreneur
Ryan Nicole Austin

For Business Professionals
A Seat at the Table
Susan Nesbitt, Ana Guillén, Lyz Luke

For Artists
Artist Lounge
Renée Wilson, Lilan Kane, Ariane Cap

4:00pm-4:45pm
The Sacredness of Service: How to Thrive in Business by Being a Superior Service Provider
Tess Taylor

4:45pm
Closing Remarks: Kerry Fiero