Welcome to our Summer 2007 newsletter, packed with articles which I hope you will find interesting and stimulating. I would like to draw your attention in particular to Abhij Swaminathan-Harrington’s report on the range of advice and assistance that the Association can offer you as a member, on issue from standard contracts to rights and downloads. Many members are unaware of the advice and guidance we are able to offer in these instances, but I hope that Abhij’s article will encourage more members to approach us for help with these and other similar issues in future.

The past year has been a busy one for the Association, with a major election and a recent, very successful London conference. You can read the full conference report within this newsletter and I hope that you will note the dates for next year’s event which will take place in the Konzerthaus, Berlin, from 17-19 April 2008.

I would like to take this opportunity to thank you for your continued support of the Association and to wish you a most enjoyable summer.

John Willian, Chairman

SUMMER 2007

MEMBERSHIP CALL

Join our growing Full and Affiliate membership list below on IAMAworld.com

MEMBERSHIP CALL

Membership now includes representation from 26 countries

WELCOME TO NEW MEMBERS

IAMA extends a warm welcome to those members who have just joined the Association since the publication of the Winter newsletter

Avva Artists Management
Avva Artists Management
6/22 Winkworth Street
London NW1 7TH
Tel: 020 7722 6301
Fax: 020 7722 6302
Web: www.avvaartists.com

IAMA launches US and German helplines

We are delighted to announce the launch of IAMA’s new US legal helplines run by Abigail (Gabi) Gates of G&G Law, London. Our friends at the American Society of Composers, Authors & Publishers (ASCAP) together with our colleague in Germany, the Musikautorenverband (VDM), have both generously agreed to make their legal helplines available to our members.

We believe this is a truly important service, one that ensures the rights of our members are protected in the USA as well as in Germany. We hope that you will take advantage of this offer, as it is a real step forward in our efforts to provide our members with the very best advice available.

Record attendance at the 17th IAMA International Conference

The 17th IAMA International Conference attracted a record number of delegates in April, with over 460 members, partners and other industry professionals converging on London for three days of debate, talks and networking. Read the full conference report, on pages 4 & 5.

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CHAIRMAN’S AGM REPORT FOR 2006/07

Christian May of Melos Konzerte, Vienna reports on IAMA’s financial activity during the past year

Having served as Honorary Treasurer of the Association for a few years, this seemed to me to be an appropriate point to review our achievements to date and to identify our priorities for the future, as far as finances are concerned.

The past few years have seen much change and, happily, stabilisation. When I started as Treasurer, IAMA had almost no financial reserves and we relied almost entirely upon the success of the conference and the support of members. My main task within the Board was to work closely with the management team to restructure the finances and propose policies that would support building up vital reserves important to any membership organisation wishing to achieve its goals.

Happily, we are now in a much better position to take decisions that we know are important to members, for example: expanding services, equipping our office properly, increasing our lobbying capacity and taking on new initiatives.

I am pleased to report that turnover for 2006 continued to climb and fortunately, so did our reserves. More important, however, is that we achieved this without a significant rise in membership subscriptions, only applying a policy of nominal annual inflationary rises and looking for financial support and funding from outside the Association.

IAMA TREASURER’S REPORT

Meeting the needs of our members has always been a priority for the Association. At our Board meeting in April of this year, the Board re-established the priority areas of work as being:

• Services and support for our members
• Conference
• Classical Music Artists directory
• Website
• Lobbying on issues on behalf of our members

I have often heard when talking to our members and colleagues that for many of us, IAMA is like an insurance policy - you never knew when you might require help and it’s good to know someone is there in case it is necessary. The combined knowledge and experience of our membership worldwide is a formidable and valuable resource.

The technological partner behind this project is eMusi.com GmbH shared by Matthias Brixel. Without this invaluable assistance, the CMA directory would not be such a success.

Our aim over the last 4 years has been to deliver an online version that enjoys a steady increase in user numbers year on year. We have also added a free-to-members PDF version three times a year and the printed book version was released in April 2007. Most of those who purchase and use the CMA information are promoters. You may be surprised to learn that artist listings have reached an all time high, at over 8500.

Finally, how we spend Association resources is always under review and we should never be complacent or take for granted the feedback of the Association – you, the member.

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CHAIRMAN’S AGM REPORT FOR 2006/07

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A summary of the Association’s activities, given by IAMA Chairman John Villiers at the 37th International Conference.

Membership

Membership continued to remain steady over the last year but there was a notable rise in new start-up companies. There was also a noticeable increase in older members retiring and closing their companies. As younger companies have emerged, so too has the importance of the mentoring programme which aims to provide practical advice and support to new, emerging businesses over a period of a year. Membership from the United Kingdom still represents the largest segment, which has risen to just over 50%. The fastest growing membership segment is Germany, followed by the USA.

Board and staff

There was a major election in 2006 with the following results: Aino Tarttamee-Visala from Fazer Artists in Helsinki became Deputy-Chair with elected members David Sigal (Ingen & Williams), who has given uninterrupted service for almost two decades, Kenneth Witt (Kennan Witt Management) in Berlin, Catherine Le Bril (CJB Management) in London. Monica Fales, YCA in New York and Roderick Thornton (Akin Watanabe Management) in London. Co-options included Mr Yoshihiro Inoue (Japana Association of Classical Music Presenters) in Tokyo and, more recently, Liliby Altamiru (IRG Artists). Staff wise, a much needed part-time post of Membership Co-ordinator was created and Andreas Fohr appointed.

What do members want?

• Commissioning of new tax guides and local tax helplines. This involves financial investment and we are committed to updating all 15 of the Baker Tilly guides within a two-year rolling period
• A clearer IAMA website which will be published and available to order
• Increased personal links with members through regional meetings
• Increased watchlist consultation and assistance from IAMA in getting payments settled
• Assistance on day-to-day matters and advice from our office in Covent Garden

IAMA activity during the past year

• The Stockholm conference was one of the most successful conferences to date and reaction from members was very positive. I would like to thank the Stockholm Concert Hall Foundation including Stefan Forsberg, Mats Ehrnhög and Peter Schiehe and the Conference Committee led by Josie van Alan for the enormous support they all gave
• IAMA members held a meeting between orchestral artistic administrators and the artist management sector in Los Angeles as part of the American Symphony Orchestra League programme in June 2006
• An inward mission programme of US companies to London with the support of UK Trade and Investment was presented at Cadogan Hall
• IAMA collaborated with the Deutscher Orchesterstag at a meeting in Berlin in November 2006
• IAMA held three Board meetings and three membership meetings. An Executive Officers’ meeting was held in the summer
• Two opera breakfasts were held at the Savile Club in London with members of the Opera Committees and opera managers. This was a new initiative which proved popular and further meetings are planned for 2007

Issues of the day

IAMA spent time on the following important issues:

• The airline cabin baggage issue in September 2006 threatened to become a pan-European problem rather than just a UK issue. Added to this many members are finding immigration issues increasingly bureaucratic and expensive to undertake as national governments continue to tighten their immigration policy
• Rights issues are a frequent concern among members and the IAMA office is often contacted for help
• Opera and Artist management guidelines of previous practice were drafted in 2006 but more work needs to be done to improve the protocols between members of Opera Europa and IAMA members. It is hoped that Opera America might also be involved and members will be informed of progress

A great amount of day to day business at the IAMA office goes towards supporting member interests - more than I can cover in this report. It would not be possible to undertake anything without an active and interested Board of Directors whom I would like to thank, and a dedicated staff who have ensured another successful year. Lastly and most importantly, I would like to thank all the members who supported the Association this year. It’s your organisation and we look forward to another year of service!

John Villiers

Chairman

A roundtable discussion took place in Cardiff at the British Arts Festival’s Seminar in March examining the underlying issues between artist managements and festivals

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Chairman
MESSAGE FROM THE CONFERENCE CHAIR
Rachel Bowerton, Conference Chair 2007 and Vice President, IAMA Artists (now OPUS 3 ARTISTS) presents her thoughts on the recent IAMA International Conference

It was my privilege to chair this year's IAMA conference entitled, Fighting for the Future focusing on new venues that serve as the homes of music performance, new audiences that will fill our buildings, new music we offer audiences and the creative partnerships and collaborations we form to create a vibrant musical culture that will continue to develop and nurture a demand for live music. The sessions we presented were structured and designed to probe all the issues that would encourage the delegates thinking on how music has to be sustained and developed over the next 50 years.

Conference Report

This year's conference attracted record attendance with over 400 delegates. In line with Board policy, member registration rates were lowered and non-member rates increased. Interestingly however, the statistics reveal that only 40% of delegates were from artist management companies. 50% were promoters and presenters and the remaining 10% were drawn from a wide range of music interest groups.

Contrary to what one might believe, a London conference is never easy. The city is large, expensive and, surprisingly, has few venues to cater for our size of meeting. The question now being seriously debated is whether to limit numbers in future to avoid compromising delegates' experiences.

In line with our collaborative strategy, we were pleased to extend a welcome to Deutscher Orchestertag members, an alliance partners. This partnership will continue next year at the Berlin conference, scheduled to take place from 17 - 19 April 2008 at the famous Konzerthaus.

Finding suitable content for discussion at the conference presents its own problems, but looking into the future and exploring what the future may offer us, was the theme explored from the perspective of the Luxembourg Centre and afforded a sneak preview of the Royal Festival Hall at the South Bank Centre before it opened its doors to the public in June. Visiting these venues brought to mind questions which we discussed including: Are these and other venues that are central to our culture? How can we continue to attract an audience when we face competition from other leisure time activities? We have come to accept that charging multiple Beethoven Symphony cycles on credit card sized machines is a reality, but it's worth considering whether the real-time experience of hearing and seeing Beethoven performed live has been enhanced or compromised by such inventions.

Thursday 12 April 2007

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Friday 13 April

The main morning session, Venues: Tomorrow’s Expectations and Today’s Challenges was introduced by Ole Baekhoej and moderated by Sarah Wilson, Managing Director, Innsbruck Festival. Speakers included Matthias Naske, Director General, Gabrieli Consort; Emma-Jane Stokely, Konzertdirektion Schmid UK and Paul Hughes, BBC Symphony Orchestra.

The panel agreed that the roles of public broadcaster and traditional record company would always feature in the music world, even though boundaries will blur in some respects. According to Mark, the driving forces shaping the future media environment are:

- More choice and control - anytime, anywhere
- Helping people access and discover new content
- Encouraging participation

Costa Pilavachi then joined the panel session chaired by James Anthony, Editor-in-Chief of Gramophone Magazine with speakers, Costa Pilavachi, President of EMI Classics and Mark Friend, Head of Broadcasting Strategy, BBC.

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There will be two retiring Directors at the end of 2007. Alan Coates (Harrison Parrott, London) and Douglas Schwalbe (Schwalbe & Partners, New York). No election will be called unless Directors announce their retirement.

Festival and the English Concert Orchestra. This led to her first job role, a joint administrative position with Van Walsum. In 1992, Libby joined the Artist Management team within Van Walsum and has developed her career in this field over seven years, during which time she gained valuable experience in the artist management field. She graduated with a BA in Music & English during which time she gained valuable work experience in artist management with the Spitalfields Festival and the English Concert Orchestra. This led to her first job role, a joint administrative position with Van Walsum Management and the British Association of Concert Artists (BACA). In 1996, Libby joined the Artist Management team within Van Walsum and has developed her career in this field.

FEATURE ON LIBBY ABAHAMS: CO-OPTED BY THE BOARD ON 2 FEBRUARY 2007.

Melanie Crompton to leave IAMA

The Association is very sorry to announce the departure of Melanie Crompton who has worked at IAMA since March 2003. Her new position will be Events & Projects Manager with the projects department of Hazard Chase Ltd in their new London office in Garrick Street, which opened earlier this year.

Delegates Feedback

Throughout the conference delegates were invited to complete a delegate feedback form. A high percentage of the delegates took advantage of this opportunity to comment on their experiences at the conference and present to the delegates their own perspectives on what a younger generation might believe is relevant to the profession as do the dozens of artists who have been managed by her. We wish her well with her future plans.

MOMING ON

Kerstin Hammarström retires

IAMA pays tribute to Kerstin Hammarström as she retires from the position of Managing Director of Svenska Konserter & AB in Stockholm

Kerstin obtained her Master of Arts in English and Russian in Lund, Sweden in 1965. The following year she attended the Royal Danish Academy of Opera and Drama in Copenhagen until 1969 when she started giving concerts and tours as an artist (soprano).

Since 1975 to 1989 she worked at the artist management agency “Svensk Koncertdirektion” in Gothenburg which represented many internationally famous artists, among them many Russians. Particularly memorable was the touring aspect of many established and prestigious orchestras to the Nordic countries. During this time, she began managing a few young Swedish artists such as Håkan Hardenberger, Christian Lindberg and Roland Piirtonen, who have since all obtained international recognition for their work.

DECISIONS 2007

New roles have been announced at the end of 2007. Alan Coates (Harrison Parrott, London) and Douglas Schwalbe (Schwalbe & Partners, New York). No decision will be called unless Directors announce their retirement.
increasingly choosing the charter option? It's not only that there is the flexibility in timing and baggage allowances that ... a group at a time that suits them with the added comfort of personal, VIP service, exemplary cuisine, privacy and security.

So why are artist managers ... Heathrow is fog-bound or imagine that...

Air Charter Service Plc, Brentham House, 45c High Street, Hampton Wick, KT1 4DG, United Kingdom, Tel: +44 (0)20 8614 6299 Email: gc@aircharter.co.uk, Web: www.aircharter.co.uk

A VACANCY HAS ARISEN IN MY BUSINESS...
United States legal helpline
Brian Goldstein

Brian Taylor Goldstein is a principal in the law firm of Rattmans, Talchin and Majors, PC, with offices in New York City and Fairfax, Virginia, where his practice concentrates on representing and counselling clients in the fields of entertainment and the arts, including television, music, film, the fine arts, the performing arts, publishing, artist management, and non-profit arts related organisations, with regard to such matters as intellectual property, licensing, corporate matters, contracts, and obtaining visas for foreign artists and performers. His clients include award-winning artists, performers, and authors, nationally and internationally known opera and ballet companies, regional and off-Broadway theatre companies, award-winning producers and directors, documentary and feature-length film makers, and critically acclaimed fine-artists and designers. Brian Goldstein is a regular speaker on a variety of legal subjects of importance to the artistic community both in the United States and Europe and has contributed many articles to leading legal journals and newsletters. He received his Bachelor of Arts from George Mason University in 1988 and his Juris Doctorate from American University in 1990. He is a member of the Virginia State Bar, the New York State Bar, The Entertainment, Arts and Sports Law Section of the New York State Bar Association, and the American Immigration Lawyers Association. He serves as President of the Northern Virginia Board of Governors of Opera Australia as well as a member of the Virginia Opera Statewide Executive Committee. He is also a member of the Board of Directors and Arts Grants Review Panel of the Arts Council of Fairfax County as well as a member of the National Performing Arts Visa Task Force, the Arts Presenters Ethics Code Task Committee, the Washington Area Music Association (WAMA), Americans for the Arts, VAA, WAMA, and the British & Commonwealth Society of North America. He is the recipient of the WAMA 2000 Educational Programs Award and was nominated for a 2003 Outstanding Entertainment Executive of the Year Award by WAMA.

Future Events
Midem Classique Awards: Nominations will be invited shortly for the 2008 Outstanding Young Artist Award.
London Showcase 2007: Dates are being considered for a London showcase later this year.
IAMA Conference 2008: There will be showcase opportunities at the 2008 conference (17 - 19 April) in Berlin.

If you would like to know more about the YIP programme, or are a not-for-profit member of IAMA and would like to nominate one of your artists for any of the coming events, please contact the IAMA office (info@iamaworld.com +44 20 7379 7336).

MEET OUR LEGAL HELpline TEAM!

UK legal helpline, London
Christopher Benson
Christopher attended St Anne’s College in Oxford before studying at Guildford College of Law. He has been involved with IAMA’s legal helpline since 1990 and is now in the position of Head of Trade Marks Prosecution in the Intellectual Property Department of Taylor Wessing. His work includes advising on brand protection, clearance searches, trade mark prosecution (UK, Community), trade mark filing strategies, oppositions, disputes and litigation.

Christopher advises on all aspects of the creation, development, protection, exploitation and distribution of copyright works, particularly in the publishing, entertainment and media industries. He has considerable experience in the fields of publishing, music and advertising, including advising on a number of international newspaper, magazine and book publishers, collecting societies, artists and copyright owners and exploiters of copyright works.

German legal helpline, Munich
Stefan Freytag
Stefan Freytag specialises in entertainment and media law, including copyright and related work in various areas of the entertainment and media industry. He advises numerous international and German clients from the music, publishing and digital media sector and is involved in individual and collective licensing, protection of rights, joint ventures, acquisitions, disposals and fund raising relating to media and entertainment companies.

Stefan studied law at the Universities of Passau and Munich, Germany, and the University Tempes. In France. He worked for three years as a scientific assistant at the renowned Max Planck Institute for Intellectual Property, Competition and Tax Law in Munich where he earned a summa cum laude doctor’s degree with his thesis on Liability of Online Publishers and Service Providers in 1997.

Stefan is the author of numerous publications on media and IT law. He is a co-author of the Handbook on Legal Aspects of E-Commerce (2nd edition 2005), published by Mr. Otto Schmidt Verlag, and currently working as co-commentator on a new commentary on European media law. He is a member of the International Association of Entertainment Lawyers (IAEL), the Copyright Society of the USA, and the Deutsche Gesellschaft für Recht und Informatik (DGR), the German association of law and computer science.

IAMA BOARD 2007

John Willett, Head of Choral, Leader, Chairman
Karen McInnes, Konzertdirektion Schmid UK, Deputy Chair
Aino Turunen-Vuola, Fazer Artists Management, Deputy Chair
David Sagar, Ingpen & Williams Ltd
Roderick Thomson, Van Walsum Management Ltd
Alan Coates, Harrison Parrott Ltd

Scott Cooper, Athole Smith International
Catherine Le Bris, Citi Management
Kariisa White, Kariisa White Management
Monica Felkel, Young Concert Artists Inc.

CO-OPTED MEMBERS

Douglas Schwalbe, Schwalbe & Partners
Tohru Yoshimori, Japan Assoc. of Classical Music Promoters
Libby Abraham, MPG Artists