

FREE!

GIG 101

SATURDAY

30

OCT

10^{AM} TO 5^{PM}

@CITY OF
DARWIN
CIVIC CENTRE

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One-Day Music Conference For Young Musicians City of Darwin Conference Room | Saturday October 30th | 10am – 5pm

Workshops and Panels on Performance & Stage Skills
Press Kits | Promotion | Media | Content Creation | Gig Opportunities

Welcome and introduction to the workshops/panels: 10am

Session One: 10:15am – 11am

Artist Talks – Leah Flanagan, Alice Cotton, Callan Power, Ferdie Flordeliza moderated by Music Manager Coco Eke
Join four of the Territories best artists discussing their journey to success, how they got their first gigs with tips and tricks navigating the music industry to get where they are. **Coco Eke** will also share insights into her journey as co-founder of Bad Apples Music whose roster includes Briggs, A.B.Original, BIRDZ and Philly.

Snacks and networking break: 11am – 11:15am

Session Two: 11:15am - 12:30pm

Press Kits and Promotion.

The essential tool belt every musician should have from the very start is a press kit. A concise biography, grab your attention photos, links to samples of your music and contact details should be easily accessible in a press kit as a download on Google Drive, A One Page or your website.

Foldback Media photographer **Rachel Rachel** will give you the low down on what kind of images you need to have in your press kit and how to set up a basic shoot with your phone.

Speaking of websites, every artist should have one, not just a social media profile. **Dante St James** from Treeti/Clickstarter will explain why you need one and how easy it is for you to create and manage your own.

So the work is done and you're ready to get yourself noticed. Before you call up the local press for editorial, **Mikaela Simpson** (ABC Radio) and **Steve Kelk** (Foldback Media) will discuss what it is that they and other media need from you as an artist and the opportunities there are to promote your music.

Lunch 12:30pm – 1pm

Session Three: 1pm – 1:30pm

Performance and Stage Skills

What makes a great performance?

What does it take to get noticed by a venue booker?

How do you engage your audience?

Learn essential skills in presentation and delivery that will guarantee you that next gig and a loyal fanbase. From rehearsals to costumes, stage patter and gear, seasoned performer and director of Amadeus Music **Lilla Wellington** will share valuable insights into doing things professionally.

Short session changeover break

Session Four: 1:45pm – 2:15pm

Content Creation and Promotion

Channel NT Content Director **Rick Knight** will run through some of the best low-cost promotional opportunities that your band can connect with. Rick will also lead you through the basics of setting up a camera or your phone to create professional looking content, sharing videography tips on lighting and video formats for social/web/TV.

Snacks and networking break: 2:15 – 2:30pm

Session Five: 2:30pm – 3:30pm

Venues and Performance Opportunities - Justin Schmidt, Lucky Bat; Teghan Hughes, Happy Yess; Anna Stewart, Railway Club; James Gough, NOOK/ Darwin Festival

So you want to have a show? Four of Darwin's leading live music venues talk about getting a foot in the door and what they expect from you as an artist.

Networking: 3:30pm – 5pm then catch some art afterwards at Browns Mart where Fringe 2.0 will be in full swing.
Full program at darwinfringe.org.au

PRESENTERS

TRACEY BUNN Producer/Artist

Tracey Bunn is an award winning singer/songwriter/producer who has released 4 albums and spent over 30 years honing her craft, touring relentlessly in venues and festivals across Australia, Ireland, Europe and the UK, both solo and with her former band the Toe Sucking Cowgirls. Tracey has presented songwriting and performance workshops at festivals, remote communities and schools with beginner and established writers, children and adults. Her event production, focuses on showcasing local songwriters, especially women, including Wild Women in Song, Lunch on the Lawn and Arafura Pearl – A Festival of Women. Tracey is passionate about growing talent in the Territory and is currently developing a consultancy business geared towards providing services for emerging songwriters to establish themselves as professionals in the music industry,



LEAH FLANAGAN Artist

Leah Flanagan is a Director with APRA AMCOS, the Australasian music rights organisation, who oversees the management and operations of the National Aboriginal and Torres Strait Islander Music Office for APRA AMCOS, and First Nations Music Producer for Australia's music export organisation, Sounds Australia. As a songwriter and musician for over 13 years, Leah has been an active member in Australia's music industry performing with high profile bands like Midnight Oil and festival commissions (Buried Country, Exile, Songs For Those Who've Come Across the Seas) as well as being a successful songwriter in her own right, releasing and touring four albums. Leah takes pride in her contribution to the Australian independent DIY scene, and is a staunch advocate for regional artists and Indigenous advancement and inclusion across the entertainment industries.



ALICE COTTON Artist

Living on Larrakia country, Alice Cotton is a songwriter and Registered Music Therapist who trained at the Melbourne Conservatorium of Music before studying old-time guitar in the Appalachian Mountains. Alice returned to the Territory in 2019 and embedded herself in community, running a pub choir, airing her film-clip at the iconic Deckchair Cinema, and producing a sell-out LGBTQIA+ event for Darwin Fringe Festival.



CALLAN POWER Artist

Callan Power has been a part of the Darwin underground music scene for the last 10 years and has helped numerous small acts, mainly rock bands, with shows, stage presence and promotion. He is currently a member of local heavy bands Danger Den and Temperamental.

FERDINAN STAN Artist

Ferdie Flordeliza, better known as Ferdinand Stan, is an Australian rapper. Born and raised in Darwin, NT with a Filipino/Aussie background he was drawn to hip-hop as a child. Starting out in street graphing and hip-hop/contemporary dance, passionate and aspiring muso Ferdinan is now the leader of the music movement MSON (Making Something Outta Nothing) and is a key player in the burgeoning hip-hop scene in Darwin.





RACHEL RACHEL Photographer, Artist, Foldback Media

Rachel is a singer songwriter. Photography has been a hobby since studying it in high school but in 2018 she decided to merge her career in music with her love of photography and become a live music photographer. She has worked with media company Foldback since then working to document and promote the Northern Territory's music scene as well as freelancing for major festivals and bands.

DANTE ST JAMES Web design/ Digital Marketing

Dante St James is Australia's most highly accredited digital skills trainer and advisor. Dante is currently contracted to Facebook Australia, LinkedIn Asia Pacific and features partnerships with Canva, Hubspot, Shopify and Australian Government business support programs like Digital Solutions, NEIS and Entrepreneurship Facilitators.

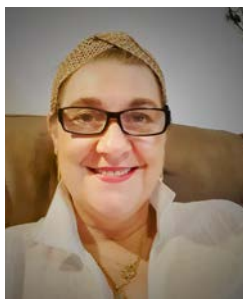


MIKAELA SIMPSON Presenter ABC Darwin

Mikaela Simpson is the youngest presenter for ABC in the Northern Territory and began her on-air career with local radio at 23. Having lived in the Territory for more than half her life Mikaela knows the community and has established herself as a familiar voice within it, particularly across Central Australia. Before joining the ABC in Darwin Mikaela began her media career working for CAAMA Radio in Alice Springs, the largest community radio station in the country. There she established a passion for telling local stories and providing a platform for marginalised groups.

STEVE KELK Public Officer, Senior Photographer, Senior Writer for Foldback Media NT

Steve is an award-winning live music photographer and senior writer for Foldback Media NT, conducting interviews with performing artists and reviewing their singles and albums for Foldback's website. One of the founding members of Foldback, Steve is also a musician, playing in several local original and cover bands around Darwin.



LILLA WELLINGTON CEO Amadeus Music School, Artist

Lilla Wellington, originally from New Zealand, has been performing for over 30 years and has entertained in numerous bands/duos in Darwin since arriving in 1998. Lilla currently manages and teaches at Amadeus Music School, which offers professional tuition on instruments taught by experienced local musicians.

Amadeus Music has through the years tutored many successful local artists including Emma Rowe, Prayer Corby, Jordan Ravi, Stevie Jean and Jessica Mauboy.

RICK KNIGHT Content Director Channel NT

Rick Knight is the Content Director of Channel NT- the arts only video platform for new and established Northern Territory artists. Rick is a prominent TV producer, Voice Artist, Musician and a strong supporter of the music/entertainment sector in the Northern Territory. His production company RickCreative create professional video content for TV, Social and Online.





TEGHAN HUGHES Manager Happy Yess

Teghan turned her obsession with festivals, music, radio and sound into a career. She qualified with a BA in Audio Production from SAE Byron Bay, then spent the next years working at some of Australia's biggest festivals (Blues, Falls, Splendour). She is currently the Venue Coordinator for the popular Darwin City live music space, Happy Yess. You will often find her mixing bands at Happy Yess too. Her other passion is radio! She is a radio presenter/producer currently working with TEABBA radio. In her spare time she pretends to be an amateur comedian, and the rhythm guitarists in The Epi(c) Phannys and The Ovulators.

JAMES GOUGH General Manager Darwin Festival, NOOK Entertainment

James is the Chief Executive Officer of Darwin Festival where he leads the team to ensure the successful delivery of the annual Festival. James is also the Founder and Director of NOOK Events & NOOK Backline – a live music company touring contemporary music artists to Darwin and providing instrument backline to musicians and major events including BASSINTHEGRASS.



JUSTIN SCHMIDT Co-owner Lucky Bat Cafe

Justin is co-owner of the Lucky Bat Café in Nightcliff; he books the entertainment and has just got approval for a new night time venture in the city "Bustard Town". In other lives he runs digital youth programs and makes web based telemetric machines.

ANNA STEWART Manager Darwin Railway Club

Anna Stewart has been working in the hospitality industry for over 20 years, booking bands for over 10 of those as manager of the Railway Club. The Rails is one of the leading live music venues in the Territory, hosting iconic local, interstate and international touring musicians, bands and artists.



COCO EKE Music Manager (Briggs, A.B.Original, BIRDZ, Philly)

Coco has co-founded and managed multiple businesses in the music industry, most notably Bad Apples Music with rapper Briggs. Before taking maternity leave last year, Coco managed the record label whose roster includes Briggs, Birdz, Nooky, Alice Skye and Philly, she was the artist manager for Birdz, A.B. Original and Philly, producer of tours and events including Barunga Festival. Prior to the arts, Coco developed social engagement strategies in both the corporate and community sectors including within the AFL. With a keen passion for the advancement of women in music, Coco recently joined the Music NT Board and is determined to contribute to a positive sector in the Territory.

Gig 101 is produced by Tracey Bunn and the team at LAUNCH Darwin and is proudly supported by City of Darwin.

