



Photos + Recap: AIMP Indie Music Publishing Summit; International Forum Today

Yesterday, the Association of Independent Music Publishers (AIMP) held its sold-out third annual Indie Music Publishing Summit across four floors of simultaneous programming at the 3 West Club in New York City. Highlights included keynotes from legendary songwriter Diane Warren, U.S. Register of Copyrights Karyn Temple, and music supervisor Sue Jacobs, as well as the release of key new data on the state of independent music publishing, the first-ever Songwriter Track, and much more.

More info on the day can be found below. For hi-res versions of the photos below, [click here](#).



Barry Massarsky. Photo credit Gary Gershoff.

- The Summit kicked off in the Ballroom with a presentation, titled “Opening: “Indie Music Publishing Industry Update: The Future Is Audible,” given by AIMP NY Chapter President Alisa Coleman and Massarsky Consulting Inc. President Barry Massarsky. Breaking down independent music publishing revenue by source, genre, and more, the presentation verified that terrestrial radio remains crucial to independent publishers, highlighting potential growth areas in Latin and rock, and underscoring the importance of supporting performance rights organizations (PROs) as the U.S. Department of Justice (DOJ) prepares to review ASCAP and BMI’s consent decrees . For a more detailed dive into the data, [click here](#).



From left: AIMP Nashville President John Ozier, AIMP National Chair and Los Angeles President Teri Nelson Carpenter, Diane Warren, and AIMP New York President Alisa Coleman. Photo credit Gary Gershoff.

- Diane Warren — a Grammy, Emmy, and Golden Globe Award winner and 10-time Oscar nominee as well as a member of the Songwriters Hall of Fame — closed out the day’s programming in the Ballroom with a jam-packed keynote interview conducted by Meredith Ochs, a regular commentator on NPR’s *All Things Considered* and author of the books *Rock-and-Roll Woman* and *Aretha: The Queen of Soul*. Warren discussed her legendary songwriting career, which led to nine #1 songs and 32 Top 10 hits on the Billboard Hot 100 chart, including two of its all-time Top 15 tracks: “How Do I Live” performed by LeAnn Rimes (#4) and “Un-Break My Heart” performed by Toni Braxton (#13). She revealed that she has written well over 1,000 songs in her lifetime, that “Don’t Wanna Miss a Thing” recorded by Aerosmith is a massively popular funeral song and wedding song, and discussed her independent publishing company, Realsongs, which she launched in 1987. It is now one of the most successful female-owned and operated indie music publishers in the world.



Karyn Temple. Photo credit Gary Gershoff.

- U.S. Register of Copyright Karyn Temple’s keynote presentation proved to be a hot ticket in the Ballroom. She discussed the various ways that the U.S. Copyright Office is working to modernize copyright, including the implementation of the Music Modernization Act; provided updates on

submissions and comments on the Mechanical Licensing Collective (MLC); and walked attendees through the further work the Copyright Office must do once the MLC is designated.



From left: Robert Levine, Teri Nelson Carpenter, Richard James Burgess, Mitch Glazier, Alisa Coleman, John Ozier, and David Israelite. Photo credit Gary Gershoff.

- Four major names in the music rights community — David Israelite, President of the NMPA; Mitch Glazier, President of the RIAA; Richard Burgess, President of the A2IM; and Teri Nelson-Carpenter, President & CEO of Reel Muzik Werks LLC and the AIMP’s National Chair and LA Chapter President — came together on the same stage with moderator Robert Levine of Billboard for the “In Conversation with the US Alliance” panel. They discussed what it took to pass the MMA and the challenges that still lie ahead for music rights-holders.



From left: Michelle Lewis, Brandy Clark, Jessie Jo Dillon, and Judy Tint. Photo credit Larry Busacca.

- This year, the AIMP introduced a new Songwriter Track to the Summit, which culminated with the “Women in Song” panel in the Solarium. Featuring songwriters Brandy Clark, Jessie Jo Dillon, and Michelle Lewis and moderated by attorney, musician, and NYU professor Judy Tint, the session was an in-depth discussion of what it means to be successful as a songwriter, from clearing samples, to learning to work with co-writers, to standing up for their own music.



From left: Sherrese Clark, Nari Matsuura, Larry Miller (back), David Dunn, and Denise Colletta. Photo credit Gary Gershoff.

- At the “Nothing but Net [Publishers Share]: The Future of Catalog Valuations” session, panelists Sherrese Clark of Morgan Stanley, Denise Colletta of City National Bank, Nari Matsuura of Massarsky Consulting, David Dunn of Shot Tower Capital, and Larry Miller of NYU and the *Musonomics* podcast revealed that music publishing valuations are currently ranging from 14-20 times the net publisher’s share. Indie publisher valuations are rising in turn at a level not seen since the mid-2000s, with streaming’s growth only making these catalogs more desirable.



From left: Jon Singer, Michael Closter, Kenny MacPherson, Mary Jo Mennella, and Marc Caruso. Photo credit Gary Gershoff.

- The perennial “Indie Perspective” session returned this year with panelists Jon Singer of Spirit Music Publishing, Michael Closter of Reach Music, Mary Jo Mennella of Music Asset Management, Kenny MacPherson of Big Deal Music, and moderator Marc Caruso of Angry Mob Music. They discussed the growth of indies in the music publishing business, covered the history of their careers as indies both small and large, and encouraged DSPs to advocate for songwriters’ rights and royalties.



From left: Andrew Hampp, Bruce Headlam, Robert Driscoll, Julia Buchheim, Sean McGraw, and Evan Parness. Photo credit Gary Gershoff.

- Podcast licensing was a huge area of interest at the Summit, and the “What the Pod? Music Licensing for Podcasts” session addressed the issue head on. Moderated by Andrew Hampp of 1803 LLC and featuring panelists Evan Parness of BMI, *Broken Record* podcast host Bruce Headlam, Robert Driscoll of Davis Wright Tremaine LLP, Julia Buchheim of Bank Robber Music, and Sean McGraw of Songtrust, the event delved into all types of music licensing for podcasts, from sync and mechanical to lyric reprints. They also revealed that licensing depends on the amount of time a song is played as well as the way it is used and showcased in the podcast episode.



Pratt Room presentation from Music Reports. Photo credit Larry Busacca.

- The Pratt Room played host to six remarkable demos from a variety of companies serving the independent music publishing community. Attendees took in presentations from Songtrust & AdRev, AxisPoint, Music Reports, IMPEL, SOCAN/Dataclef, and SoundExchange.

Other panels throughout the day included a keynote Q&A with music supervisor Sue Jacobs; “The Growing Market for Stems, Samples & Lyrics”; “Songwriter A&R 101”; “Getting an Advance vs. Advancing Your Career”; “Soul on Synch: Navigating Songwriting, Publishing and Synchs in Today’s Hip-Hop/R&B Landscape”; and “The Reality of Music in Unscripted Programming: aka the making of Cardi B.”

Today, the AIMP will hold its first-ever International Forum from 9am-12 noon, also at the 3 West Club. Stay tuned for photos from the day’s sessions, including a keynote from SOCAN CEO Eric Baptiste, a presentation from India’s biggest streaming service JioSaavn on the state of the Indian market, and update from CISAC, and the latest on developments in the European market.

About AIMP

The Association of Independent Music Publishers (AIMP) was formed in 1977 and has local chapters in Los Angeles, New York, and Nashville. The organization's primary focus is to educate and inform music publishers about the most current industry trends and practices by providing a forum for the discussion of the issues and problems confronting the music publishing industry. The opportunity to exchange ideas and opinions with others on issues of mutual concern is fostered by the atmosphere at the AIMP's monthly meetings, forums, and workshops, the videos of which can be seen (along with more general info on the organization) at www.aimp.org.

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