

Clan Analogue Recordings Incorporated
Incorporation number INC988646

Annual Report 2009-2010

Committee of Management:

- ❖ Ant Banister (President)
- ❖ Ed Leckie (Vice-President)
- ❖ James Russell (Secretary)
- ❖ Anne Scott (Melbourne Secretary)
- ❖ James Wingrove (Treasurer)
- ❖ Nick Wilson (Label Manager)
- ❖ Martin Koszolko
- ❖ Robert Boehm

Public Officer:

- ❖ Ant Banister

Clan Analogue Recordings Activities during 2009/2010

Distribution Arrangements

Clan Analogue negotiated a new distribution arrangement with MGM following the collapse of Creative Vibes and AmpHead. This has enabled Clan Analogue to resume its release schedule for physical format releases.

Clan Analogue has also continued its association with The Orchard in the US for non-physical releases. This has enabled new non-physical format releases and back catalogue releases to be made available through services such as iTunes, Juno Records and Beatport.

***We Think You're Dishy* Remixes EP**

The *We Think You're Dishy* Remixes EP (CA038B) was released in April 2010 as a precursor to the *Re Cognition* album, containing two new remixes of B(if)tek's track 'We Think You're Dishy'. The remix by Koshowko was also included on *Re Cognition* while the Bleepin' J Squawkins remix was exclusive to the EP. In addition, the original version of 'We Think You're Dishy' was included, first released by Clan Analogue on the *Twenty Disco Greats* album in 1999, and a previously-unreleased extended version of the B(if)tek track 'We Oscillate', originally heard in a shorter version on the 1996 Clan Analogue cassette release *Schizmatrix*.

The Koshowko and Bleepin' J Squawkins remixes both received airplay on community radio and Triple-J. A filmclip for the Koshowko remix was played several times on Rage on ABC TV.

Re Cognition: The Clan Analogue Legacy Collection

Re Cognition: the Clan Analogue Legacy Collection (CA038) was released in April 2010. This was a Clan Analogue historical overview "Greatest-Hits" style release with 2 CDs and a DVD.

Disc A was a collection of tracks in their original form that have been released by Clan Analogue throughout its history. Disc B was a collection of new remixes by current Clan Analogue artists remixing their favourite tracks from the label's back

catalogue. The DVD collected thirty filmclips of Clan Analogue releases, also including the new documentary 'Clan Analogue: Plug In & Switch On' and 'Clan Analogue Live at the Goethe Institut', originally released by Clan Analogue on VHS in 1995.

Re Cognition received extensive airplay and was album-of-the-week on RTR-FM in Perth. The album was reviewed favourably in a variety of publications:

- ❖ "A must have for anyone interested in the history of Australian electronic music" Scene Magazine
- ❖ "A spine-tingling treasure destined for rediscovery" Music Australia Guide
- ❖ "This expansive and sweetly packaged retrospective collection sees Clan Analogue reactivating with considerable style" Cyclic Defrost
- ❖ "A wonderful package of Australian electronica" Sydney Morning Herald
- ❖ "Some of the most progressive and enthralling intersections between electronic music, distant left-field pop and obscure noise-craft to come out of this country" The Age
- ❖ "A compellingly good value-for-money primer for those interested in Australian dance music and for those who have forgotten how good it could be" Rave Magazine
- ❖ "Quirky and timeless electronica that transcends any trends that have come and gone" 3D-World

Cognition X: The Clan Analogue Rarities Collection

Cognition X: the Clan Analogue Rarities Collection (CA038X) was a non-physical format album featuring Clan Analogue "rarities", released in conjunction with *Re Cognition*. This was also available as a free download via the Clan Analogue website to people who bought the *Re Cognition* CD.

'Plug In & Switch On' screening at Bar Open

On Friday the 4th of September, 2009, Clan Analogue presented the debut public Melbourne screening of the documentary '*Clan Analogue: Plug In & Switch On*' at Bar Open in Fitzroy. The documentary was co-produced by Clan Analogue and Manikin Productions, with Martin Koszolko as Executive Producer, and included on the *Re Cognition* DVD.

The evening included pre-screening drinks for invited media representatives followed by a panel discussion on electronic music in Australia, chaired by Jonty Burton, featuring panellists Josh Abrahams and 3RRR's Owen McKern.

After the workshop screening were live performances by Winduptoys and Apell with DJ sets by DJ Toupee and DJ Reductionist and live visuals by Object_State.

Sydney Re Cognition launch

'Re Cognition' was launched in Sydney with an event titled 'Bandwidth' at the Red Rattler Hotel in Marrickville on Saturday June the 12th, 2010.

The night ran from 5pm until late, with sets from Andy Rantzen, DJ Tigerlilly, DJ Foxbat, Bleepin' J Squawkins, MOR, Lunar Module, Loopsnake, Telafonica, Actual

Russian Brides, Kate Carr, Valley Forge, Swinging Tasty Bag, Bloodloss Vegas, Aeriae and Data Transmit. About 130 audience members attended.

Website redesign

The Clan Analogue website was re-launched in March 2010 with a redesign carried out by Matt Adair and James Wingrove with assistance from Bo Daley, Duncan Robertson and Nick Wilson. The website now features more up-to-date content, a more user-friendly content management system and other improvements. The site also incorporates the ability to sell physical Clan releases and merchandise via Paypal, links for specific releases to significant digital format music retailing services and potential for Clan Analogue members to generate their own content.

Clan Analogue has also increased its use of online networking sites, principally Facebook and Twitter.

Back catalogue

Clan Analogue has been progressively uploading its back catalogue for sale in non-physical format through its distribution arrangements with The Orchard. During 2009/2010 Clan Analogue completed uploading its releases from 'the Festival years' (1998-2001) and has commenced uploading earlier releases. It is expected that all of Clan Analogue's back catalogue will be on sale in non-physical format by the end of the 2010/2011 financial year. These releases are now on sale worldwide through retailers such as iTunes, Amazon, Juno Records and Beatport.

Finances

Clan Analogue Recordings has recorded a significant cash deficit for 2009/2010. This is primarily due to Clan Analogue no longer receiving promotional support from its distributors. Furthermore MGM only advanced 50% of the *Re Cognition* manufacturing costs, whereas earlier distributors advanced the full costs for Clan Analogue releases. Other contributing factors to the deficit include accounting costs for an unsuccessful Australia Council grant application and outstanding commitments for the Institute of Sound education workshops.

It is unlikely that Clan Analogue will again produce a release as expensive as *Re Cognition*. Due to its triple-disc format and customised digipak format, this release incurred significant costs which are unlikely to be recouped completely by Clan Analogue.

The ongoing release of Clan Analogue's back catalogue in non-physical format should result in significantly increased revenue from online sales over the next few years.

CLAN ANALOGUE RECORDINGS INC.(INC988364)**INCOME AND EXPENDITURE STATEMENT FOR THE YEAR ENDED 30.06.2010**

	<u>2009-2010</u>	<u>2008-2009</u>
	\$	\$
INCOME FROM CONTINUING OPERATIONS		
SALE OF CDS	405	30
ROYALTIES - CD SALES	-	-
ROYALTIES - ONLINE SALES	196	76
ROYALTIES - LICENSING	377	301
LIVE EVENTS	130	-
MEMBERSHIP SUBSCRIPTIONS	31	33
INTEREST	5	2
PROJECT FUNDING	-	10,350
TOTAL	<u>1,144</u>	<u>10,792</u>
EXPENDITURE		
COST OF CD SALES	-	279
ROYALTIES	250	150
NSW FAIR TRADING ANNUAL SUBS	77	45
WEB HOSTING CHARGES	142	142
EDUCATION WORKSHOP EXPENSES	1,757	8,377
PRODUCTION EXPENSES	1,558	30
PROMOTION EXPENSES	1,007	-
ACCOUNTING FEES	250	-
BANK CHARGES	23	80
TOTAL	<u>5,064</u>	<u>9,103</u>
OPERATING SURPLUS	<u>(3,920)</u>	<u>1,689</u>

CLAN ANALOGUE RECORDINGS INC.**BALANCE SHEET**

	<u>30.6.2010</u>	<u>30.06.2009</u>
		\$
CURRENT ASSETS		
STOCK OF CDS	8,083	7,984
CASH AT BANK	2,964	6,806
DEBTORS-ROYALTIES	538	734
DEBTORS-CDS	-	-
LIVE EVENTS	330	-
MEMBERSHIP DUES	-	-
TOTAL	<u>11,915</u>	<u>15,524</u>
CURRENT LIABILITIES		
ROYALTIES OWED TO ARTISTS	400	769
EDUCATION WORKSHOP EXPENSES	-	1,973
TOTAL	<u>400</u>	<u>2,742</u>
NET ASSETS	<u>11,515</u>	<u>12,782</u>