



# 2005 Survey of Service Industries: Sound Recording

If necessary, please correct pre-printed information below.



0001	Legal name		0004	Address (number and street)	
0002	Business name		0005	City	
0021	Title of contact		0006	Province/ Territory or State	
0008	First name of contact		0053	Country	0007 Postal code/ Zip code
0028	Last name of contact		0010	Language preference	1 <input type="checkbox"/> English      2 <input type="checkbox"/> French

This information is collected under the authority of the *Statistics Act, Revised Statutes of Canada, 1985, Chapter S19.*

**COMPLETION OF THIS QUESTIONNAIRE IS A LEGAL REQUIREMENT UNDER THIS ACT.**

## A - Introduction

### Survey Purpose

This survey collects the financial and operating data needed to develop national and regional economic policies and programs.

### Data-sharing Agreements

In an effort to reduce reporting burden, Statistics Canada has entered into agreements with provincial and territorial statistical agencies for the sharing of data. The data are kept confidential and used for statistical purposes only. Please see the enclosed reporting guide for details of these agreements.

### Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada. Please see the enclosed reporting guide for more information.

### Fax or Other Electronic Transmission Disclosure

Statistics Canada advises you that there could be a risk of disclosure during the facsimile or other electronic transmission. However, upon receipt, Statistics Canada will provide the guaranteed level of protection afforded all information collected under the authority of the *Statistics Act*.

### Reporting Instructions

- Report for **all** operation(s) and/or location(s) pre-printed in the above address area. If it is not possible to report for the above business unit(s), please explain the reason(s) in the **Comments** section at the end of the questionnaire.
- When precise values are not available from your records, estimates are acceptable.
- For further information about this survey and definitions, please consult the enclosed reporting guide.

**Please return the questionnaire within 30 days.**

**Please mail the completed questionnaire in the enclosed envelope**

**or fax it to Statistics Canada at 1 888 883-7999.**

Lost the return envelope or need help? Call us at 1 888 881-3666 or mail to:

Statistics Canada, Operations and Integration Division, 120 Parkdale Avenue, Ottawa, Ontario K1A 0T6



## B - Main Business Activity

1. Please describe the nature of your business.

0055

---



---



---

2. Please check the **one main activity** which most accurately represents your **principal** source of revenue.

- 0475  Record production or integrated record production and distribution
- 0476  Music publishing (copyright buying and/or licensing, publishing sheet music, music books, songs)
- 0477  Sound recording studio (facilities and technical expertise for recording music, commercial audio recording services)
- 0478  Other sound recording services (e.g., audio taping of meetings and conferences)
- 0040  None of the above

If you checked, "None of the above", please call **1 888 881-3666** for further instructions.

## C - Reporting Period Information

1. Please report information for your **fiscal year** (normal business year) ending between April 1, 2005 and March 31, 2006. Please indicate below the period covered by this questionnaire.

YYYY
MM
DD
YYYY
MM
DD

From <sup>0011</sup>    To <sup>0012</sup>

2. If you **did not operate** this business unit for a **full year**, please check the reason(s) below:

- 0031 <sup>1</sup>  Seasonal operations   
 <sup>2</sup>  New business   
 <sup>3</sup>  Change of fiscal year   
 <sup>4</sup>  Change of ownership   
 <sup>5</sup>  Ceased operations   
 <sup>6</sup>  Temporarily inactive

**Please complete only the questions that are applicable to your business.**  
**When precise values are not available from your records, estimates are acceptable.**

## D - Revenue

		CAN\$
1. Sales (a detailed sales breakdown will be requested in <b>Section F</b> )	2299	
2. Grants and subsidies	2068	
3. Royalties, rights, licensing and franchise fees	2022	
4. Investment income (dividends and interest)	2097	
5. Other revenue (please specify): <sup>2001</sup>	2077	
6. <b>Total revenue</b> (sum of questions 1 to 5)	2098	

## E - Expenses

		CAN\$
1.	Salaries and wages of employees who have been issued a T4 statement	3010
2.	Employer portion of employee benefits ( <b>include</b> employer contributions to pension, medical/life insurance plans, employment insurance, etc.)	3040
3.	Commissions paid to non-employees	4466
4.	Professional and business service fees (e.g., legal, accounting)	4315
5.	Outsourcing ( <b>include</b> work contracted out, freelancers, payments to personnel suppliers, etc.)	3060
6.	Payments for services provided by your head office	4555
7.	Cost of goods sold – <b>if applicable</b> (purchases <b>plus</b> opening inventory <b>minus</b> closing inventory)	5721
8.	Office supplies	3301
9.	Rental and leasing ( <b>include</b> rental of premises, equipment, motor vehicles, etc.)	4115
10.	Repair and maintenance ( <b>include</b> janitorial services, equipment, motor vehicles, etc.)	4178
11.	Insurance ( <b>include</b> professional liability, motor vehicles, etc.)	4350
12.	Advertising, marketing and promotions (report charitable donations at question 22)	4365
13.	Travel, meals and entertainment	4370
14.	Utilities ( <b>include</b> gas, heating, hydro, water)	4066
15.	Telephone and other telecommunication expenses	4101
16.	Property and business taxes, licences and permits	4410
17.	Royalties, rights, licensing and franchise fees	4440
18.	Delivery, warehousing, postage and courier	4179
19.	Financial services fees (e.g., bank and credit card charges)	4325
20.	Interest expenses	4630
21.	Amortization of tangible and intangible assets	4520
22.	Charitable donations	4521
23.	Bad debts	4542
24.	All other expenses <sup>4531</sup> (please specify):	4569
25.	<b>Total expenses</b> (sum of questions 1 to 24)	4699
26.	Corporate taxes (if applicable)	4600
27.	Gains (losses) and other items ( <b>include</b> write-offs, foreign exchange, share of partnership income, etc.)	4601
28.	<b>Net profit/loss after tax and other items</b>	2304

## F - Industry Characteristics - Sound Recording

In this section, please report values for those questions applicable to your type of business.

### Revenue from net sales

		CAN\$
1. Sales of sound recordings (e.g., CDs, cassettes) from masters produced, leased or purchased ( <b>exclude</b> music videos)	2564	
2. Sales of music videos (DVD and VHS formats)	2565	
3. Management of performing artists (singers, musicians)	2566	
4. Studio recording services provided for the production of a musical recording (e.g., recording, mixing, mastering)	2567	
5. Studio recording services provided for other purposes ( <b>include</b> commercial audio production; <b>exclude</b> live recording services)	2568	
6. On location live recording services (e.g., recording of meetings, conferences, concerts)	2569	
7. Studio leasing and support services (e.g., engineering services, session musicians)	2570	
8. Management of copyright ( <b>include</b> administration fees, fees paid for sub-publishing)	2571	
9. Distribution services provided to others (e.g., finished goods that do not involve buying or leasing a master, <b>exclude</b> imported goods)	2572	
10. Sales of print music	2573	
11. Sales of sound recording goods purchased for resale (e.g., CDs, tapes, music videos)	2574	
12. Other sales (please specify): <span style="float: right;">2559</span>	2558	
<b>13. Total sales</b> (sum of questions 1 to 12)	2305	

### Revenue from royalties and rights (**include** royalties from foreign sources)

		CAN\$
14. Revenue from leasing and licensing of masters	2575	
15. Music publishing royalties		
a) Performing rights ( <b>include</b> grand rights)	2576	
b) Mechanical rights	2577	
c) Synchronization rights	2578	
d) Print licensing rights ( <b>exclude</b> revenue from the sale or rental of printed music)	2579	
e) Other music publishing rights (e.g., private copying royalties, broadcast mechanicals, royalties from on-line music services, and other rights such as video games and ring tones)	2580	
16. Neighbouring rights	2581	
17. Other royalties or rights (please specify): <span style="float: right;">2583</span>	2582	
<b>18 Total royalties and rights</b> (sum of questions 14 to 17)	2584	

## F - Industry Characteristics - Sound Recording (continued)

19. Percentage of total royalties and rights (reported at question 18, in this section) attributed to works by Canadian artists/composers/songwriters 2585  %

**Revenue from the sales of recordings** (exclude sales of recordings distributed for another organization, sales of finished products purchased for resale, and music videos)

To be completed by record producers and integrated production/distributor companies.

Sales by Canadian and other artists and musical category	CAN\$	
	by Canadian artists	by other artists
20. Popular music/rock	8250	8258
21. Classical	8251	8259
22. Jazz and blues	8252	8260
23. Country and folk	8253	8261
24. Children's	8254	8262
25. Urban/rap	8255	8263
26. Other (include soundtracks, latin, alternative, etc.)	8256	8264
27. <b>Total sales of recordings</b> (sum of questions 20 to 26)	8257	8265

Sales and number of units sold by format	Number		CAN\$	
	Units		Sales	
28. Compact discs (include singles, albums)	8266		8272	
29. Cassettes tapes (include singles, albums)	8267		8273	
30. Vinyl albums (include singles)	8268		8274	
31. Electronic music files (include singles, albums)	8269		8275	
32. Other (DVD audio, etc.) (please specify): <span style="float: right;">8288 <input type="text" value=""/></span>	8270		8276	
33. <b>Total</b> (sum of questions 28 to 32 - total sales equals amount reported at question 1 in this section)	8271		8277	

## F - Industry Characteristics - Sound Recording (continued)

**New releases of sound recordings by Canadian and other artists** (exclude all recordings distributed for another organization, finished products purchased for resale, and music videos and singles)

To be completed by record producers, and integrated production and distribution companies.

New releases by language		Number	
		by Canadian artists	by other artists
34. English	8278		8283
35. French	8279		8284
36. Other languages (or combination of languages)	8280		8285
37. No lyrics (instrumental)	8281		8286
38. <b>Total number of new releases</b> (sum of questions 34 to 37)	8282		8287

New releases by musical category		Number	
		by Canadian artists	by other artists
39. Popular music/rock	8383		8391
40. Classical	8384		8392
41. Jazz and blues	8385		8393
42. Country and folk	8386		8394
43. Children's	8387		8395
44. Urban/rap	8388		8396
45. Other (include soundtracks, latin, alternative, etc.)	8389		8397
46. <b>Total number of new releases</b> (sum of questions 39 to 45)	8390		8398

### Music videos (VHS and DVD formats)

Please report the number of videos released, the number of units sold, and sales

		Number		CAN\$
		Units released	Units sold	Sales
47. Canadian artists	8491		8494	8497
48. Other artists	8492		8495	8498
49. <b>Total</b> - all artists (sum of questions 47 and 48)	8493		8496	8499

## F - Industry Characteristics - Sound Recording (continued)

### Musical works of music publishers (to be completed by music publishers only)

Please provide the total number of musical works in your catalogue which your organization owned or co-owned, administered or sub-published during the reporting period.

**Exclude** musical works where the rights are administered for you by another Canadian publisher or for which you only have print rights. In cases where co-writing of music and/or lyrics with non-Canadian partners occurs, count the work as Canadian if one or more of the songwriters/composers were Canadian citizens or landed immigrants.

	Number	%
	Musical works	Percentage by Canadian songwriters/composers
<b>50. Total number of musical works in your catalogue</b>	8556	8578
<b>51.</b> Number of musical works that produced revenue during the reporting period	8557	8579
<b>52.</b> Number of musical works that had their first recording and release during the reporting period (for those works for which you own copyrights)	8558	8580
<b>53.</b> Number of musical works that your organization administers on behalf of other publishers	8559	8581
<b>54.</b> Number of musical works that your organization sub-publishes on behalf of other publishers	8560	8582

### Selected expenditure information

Please report the following expense items if applicable.

	CAN\$
<b>55.</b> Expenditures incurred for leasing and licensing of masters	4106
<b>56.</b> Payments for music publishing royalties	4107
<b>57.</b> Costs associated with electronic music file development and delivery	4108

## G - Personnel

	Number
<b>1.</b> Number of <b>non-salaried</b> partners and proprietors (if salaried, report only at question 2 below)	6321
<b>2.</b> Number of paid employees (based on year-end T4 payroll summaries)	6339

	%
<b>3.</b> Percentage of paid employees who worked <b>full-time</b>	6328

	Number
<b>4.</b> Number of contract workers (for whom you did <b>not</b> issue a T4 such as freelancers and casual workers)	6320
<b>5.</b> Number of volunteers (including unpaid interns and co-op students) during the reporting period	6014

	Number of hours
<b>6.</b> Total number of hours worked by volunteers during the reporting period	6026

## H - Sales by Type of Client

Please provide a percentage breakdown of your sales by type of client.

		%
<b>1. Clients in Canada</b>		
a) Businesses	8112	
b) Individuals and households	8100	
c) Governments and public institutions (e.g., hospitals, schools)	8233	
<b>2. Clients outside Canada</b>	8140	
<b>Total</b>		<b>100%</b>

## I - Sales by Client Location

Please provide a percentage breakdown of your sales by client location (first point of sale).

		%
<b>1.</b> Newfoundland and Labrador	8400	
<b>2.</b> Prince Edward Island	8415	
<b>3.</b> Nova Scotia	8405	
<b>4.</b> New Brunswick	8410	
<b>5.</b> Quebec	8420	
<b>6.</b> Ontario	8425	
<b>7.</b> Manitoba	8430	
<b>8.</b> Saskatchewan	8435	
<b>9.</b> Alberta	8440	
<b>10.</b> British Columbia	8445	
<b>11.</b> Yukon	8455	
<b>12.</b> Northwest Territories	8451	
<b>13.</b> Nunavut	8452	
<b>14. Clients outside Canada</b>	8401	
<b>Total</b>		<b>100%</b>



## J - International Transactions in Services

Complete this section only if you have purchased royalties, rights and/or services outside Canada (imports), or sold royalties, rights and/or services outside Canada (exports).

Please report in Canadian dollars.

**Note:** Services cover a variety of industrial, professional, trade and business services, as well as transactions in royalties and licences, but **exclude** imports and exports of goods.

		CAN\$			CAN\$			
		Import of royalties, rights and/or services <b>purchased</b> outside Canada			Export of royalties, rights and/or services <b>sold</b> outside Canada			
		Royalties and rights		Other services	Royalties and rights		Other services	
1.	United States	0509		0538		0548		0558
2.	Mexico	0510		0539		0549		0559
3.	United Kingdom	0511		0540		0550		0560
4.	France	0512		0541		0551		0561
5.	Other European Union countries <sup>1</sup>	0513		0542		0552		0562
6.	Africa	0597		0601		0605		0609
7.	Middle East countries <sup>2</sup>	0598		0602		0606		0610
8.	India	0599		0603		0607		0611
9.	China	0514		0543		0553		0563
10.	Japan	0515		0544		0554		0564
11.	Other Asian Pacific countries <sup>3</sup>	0516		0545		0555		0565
12.	Australia/New Zealand	0600		0604		0608		0612
13.	All other countries (please specify):	0517		0546		0556		0566
	0613							
14.	<b>Total</b>	0524		0547		0557		0567

<sup>1</sup> **Other European Union countries** (defined as Austria, Belgium, Cyprus, Czech Republic, Denmark, Estonia, Finland, Germany, Greece, Hungary, Ireland, Italy, Latvia, Lithuania, Luxembourg, Malta, Poland, Portugal, Slovakia, Slovenia, Spain, Sweden, and Netherlands).

<sup>2</sup> **Middle East countries** (defined as Armenia, Azerbaijan, Bahrain, Georgia, Iran, Iraq, Israel, Jordan, Kuwait, Lebanon, Oman, Palestinian Territory, Qatar, Saudi Arabia, Syrian Arab Republic, United Arab Emirates, and Yemen).

<sup>3</sup> **Other Asian Pacific countries** (defined as Brunei Darussalam, Indonesia, Malaysia, Papua New Guinea, Philippines, Singapore, South Korea, Taiwan, Thailand, and Vietnam).

## K - Provincial/Territorial Distribution

Number

5001

1. Please report the number of permanent business units/locations operating in Canada during the reporting period. Business unit is defined as the lowest level of the firm for which separate records are kept for such details as revenue, expenses and employment.

2. Do you have permanent business units/locations in more than one province or territory?

9966

1  Yes – Please complete question 3

3  No – Please go to Section L

3. Please report the following data for the provinces or territories in which you have business units.

Please indicate if you are reporting in **either** Canadian dollars **or** percentages.

9967 1  \$ OR 2  %

Province/ Territory	Number of business units (locations)	Total revenue <b>minus</b> investment income	Salaries, wages and employee benefits	Amortization of tangible and intangible assets	Total expenses
1. Newfoundland and Labrador	5002	4824	4826	4827	4927
2. Prince Edward Island	5003	4829	4831	4832	4932
3. Nova Scotia	5004	4834	4836	4837	4937
4. New Brunswick	5005	4839	4841	4842	4942
5. Quebec	5006	4844	4846	4847	4947
6. Ontario	5007	4849	4851	4852	4952
7. Manitoba	5008	4854	4856	4857	4957
8. Saskatchewan	5009	4859	4861	4862	4962
9. Alberta	5010	4864	4866	4867	4967
10. British Columbia	5011	4869	4871	4872	4972
11. Yukon	5014	4874	4876	4877	4977
12. Northwest Territories	5013	4879	4881	4882	4982
13. Nunavut	5012	4884	4886	4887	4987
14. Total	5015	4889	4891	4892	4992

## L - Certification

I certify that the information contained herein is complete and correct to the best of my knowledge.

Signature of authorized person 0018	Title 0014	0015	Date
		YYYY	MM DD
		<input type="text"/>	<input type="text"/> <input type="text"/>

Name of person to contact for further information: 0026	0013	First name <input type="text"/>
1 <input type="checkbox"/> Mr. 2 <input type="checkbox"/> Mrs. 3 <input type="checkbox"/> Miss 4 <input type="checkbox"/> Ms	0054	Last name <input type="text"/>

E-mail address 0018	Web site address 0020
------------------------	--------------------------

Telephone number 0017	Extension number 0027	Fax number 0016
--------------------------	--------------------------	--------------------

How long did you spend collecting the data and completing this questionnaire?	9910	Hour(s) <input type="text"/>	9909	Minutes <input type="text"/>
---	------	---------------------------------	------	---------------------------------

## M - Comments

We invite your comments below. Please be assured that we review all comments with the intent to improve the survey.

9920 \_\_\_\_\_

9913 \_\_\_\_\_

9914 \_\_\_\_\_

9915 \_\_\_\_\_

9916 \_\_\_\_\_

FOR  
INFORMATION  
ONLY

**Thank you for completing this questionnaire. Please retain a copy for your records.**

Statistics Canada's publications are available for use in all major libraries.  
As well, please visit our Web site at [www.statcan.ca](http://www.statcan.ca).

If you need help, please contact us at **1 888 881-3666**.