



2007 Survey of Service Industries: Sound Recording and Music Publishing

This document is confidential when completed.

Si vous préférez recevoir ce questionnaire en français,
veuillez nous appeler au numéro sans frais suivant :

1-888-881-3666.

If necessary, please make address label corrections in the boxes 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 S-19.

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. For more information on this survey, please access www.statcan.ca/english/survey/index.htm.

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 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*.

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, 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6

Visit our website at www.statcan.ca

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 **main** source of revenue.

0763 Record production

0762 Integrated record production and distribution

0476 Music publishing (e.g., copyright buying and/or licensing, publishing sheet music, music books, songs)

0477 Sound recording studio (e.g., 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 — 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, 2007 and March 31, 2008. Please indicate below the period covered by this questionnaire.

from ^{yyyy} 0011 ^{mm} ^{dd} to ^{yyyy} 0012 ^{mm} ^{dd}

2. If the reporting period does not cover a **full year**, please check the reason(s) below:

0031 ¹ seasonal operations

² new business

³ change of fiscal year

⁴ change of ownership

⁵ ceased operations

⁶ temporarily inactive

Reporting instructions

- Report for business unit(s) specified on the label on the front page.
- Complete only the questions that apply to your business.
- When precise figures are not available, please provide your best estimate.
- Report in Canadian dollars. Dollar amounts and percentages should be rounded to whole numbers.
- Consult the enclosed reporting guide for further information.

D - Revenue

A detailed breakdown may be requested in other sections.

1. **Sales of goods and services** (e.g., rental and leasing income, commissions, fees, admissions, services revenue)

2299

CAN\$

Report net of returns and allowances.

2. Grants, subsidies, donations and fundraising

2068

3. Royalties, rights, licensing and franchise fees

2022

4. Investment income (dividends and interest)

2097

5. Other revenue ²⁰⁰¹
(please specify):

2077

6. **Total revenue** (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 (include employer contributions to pension, medical/life insurance plans, employment insurance, etc.)		3040	
3. Commissions paid to non-employees		4466	
4. Professional and business services fees (e.g., legal, accounting)		4315	
5. Subcontract expenses (include contract labour, contract work and custom work)		3060	
6. Charges for services provided by your head office		4555	
7. Cost of goods sold, if applicable (purchases plus opening inventory minus closing inventory)		5721	
8. Office supplies		3301	
9. Rental and leasing (include rental of premises, equipment, motor vehicles, etc.)		4115	
10. Repair and maintenance (e.g., property, equipment, vehicles)		4178	
11. Insurance (include 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 and telecommunications expenses (include gas, heating, hydro, water, telephone and Internet expenses)		4066	
15. Property and business taxes, licences and permits		4410	
16. Royalties, rights, licensing and franchise fees		4440	
17. Delivery, warehousing, postage and courier		4179	
18. Financial services fees		4325	
19. Interest expenses		4630	
20. Amortization and depreciation of tangible and intangible assets		4520	
21. Bad debts		4542	
22. All other expenses (please specify):	4531		4569
23. Total expenses (sum of questions 1 to 22)		4699	
24. Corporate taxes, if applicable		4600	
25. Gains (losses) and other items (see reporting guide)		4601	
26. Net profit/loss after tax and other items (see reporting guide)		2304	

F - Industry characteristics

Please provide a breakdown of your sales.

Recordings and music videos

CAN\$

- | | | |
|---|------|--|
| 1. Musical recordings (e.g., CDs, cassettes) from masters produced, licensed or purchased; exclude music videos, retail sales (Sales of musical recordings should equal the amount reported at question 29 in this section.) | 2564 | |
| 2. Non-musical recordings (e.g., comedic routine or play stored onto a physical or electronic medium) | 2907 | |
| 3. Music videos (on VHS or DVDs) | 2565 | |

Studio and live recording services

- | | | |
|--|------|--|
| 4. Studio recording services for music clients (e.g., recording, mixing, mastering) | 2567 | |
| 5. Studio recording services provided for other purposes (e.g., spoken words, radio, sound editing and design services of audiovisual works; exclude live recording services)
(please specify): ²⁹⁰⁸ <input type="text"/> | 2568 | |
| 6. Live recording services (e.g., recording of meetings, conferences, concerts) | 2569 | |
| 7. Support services for sound recording (e.g., engineering services, session musicians) | 2909 | |

Other services

- | | | |
|--|------|--|
| 8. Administration of copyrights for others (e.g., administration fees) | 2571 | |
| 9. Distribution of recordings (e.g., finished goods that do not involve buying or leasing a master; exclude imported goods) | 2572 | |
| 10. Print music sales (e.g., sheet music, folios or books in print or electronic text; exclude retail sales) | 2573 | |
| 11. Retail sales of merchandise (e.g., CDs, tapes, concert merchandise) | 2574 | |
| 12. Other sales ²⁵⁵⁹
(please specify): <input type="text"/> | 2558 | |
| 13. Total sales (sum of questions 1 to 12; total sales should equal the amount reported at question 1 in section D) | 2305 | |

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

14. Licensing of rights to use sound recordings

- | | | |
|--|------|--|
| a) licensing of rights to reproduce sound recordings onto another recording | 2990 | |
| b) licensing of rights to distribute sound recordings | 2991 | |
| c) licensing of rights to broadcast or perform sound recordings in public ("neighbouring rights") | 2992 | |
| d) licensing of other rights to use sound recordings
(please specify): ²⁹⁹⁴ <input type="text"/> | 2993 | |

F - Industry characteristics (continued)

15. Licensing of rights to use musical works

CAN\$

a) performing rights (include grand rights)	2576	
b) mechanical rights	2577	
c) synchronization rights	2578	
d) videogram rights	2995	
e) commercial advertisement rights	2996	
f) print licensing rights (exclude revenue from the sale or rental of printed music)	2579	
g) sub-publishing	2997	
h) licensing of other rights to use musical works (please specify): ²⁹⁹⁸ <input type="text"/>	2580	
16. Total royalties and rights (sum of questions 14 and 15; total royalties and rights should equal the amount reported at question 3 in Section D)	2584	

Sales by Canadian and other artists and musical category

		Canadian artists (CAN\$)	Other artists (CAN\$)
17. Popular music/rock	8250	8258	
18. Classical	8251	8259	
19. Jazz and blues	8252	8260	
20. Country and folk	8253	8261	
21. Children's	8254	8262	
22. Urban/rap	8255	8263	
23. Other (include soundtracks, latin, alternative, etc.)	8256	8264	
24. Total sales of recordings (sum of questions 17 to 23)	8257	8265	

Sales and number of musical recordings by format

		Number of recordings	Sales (CAN\$)
25. Musical compact discs (include singles, albums)	8266	8272	
26. Musical cassettes tapes (include singles, albums)	8267	8273	
27. Electronic musical recordings	8269	8275	
28. Other musical recordings (e.g., vinyl records, mini-discs, DVD audio) (please specify): ⁸²⁸⁸ <input type="text"/>	8270	8276	
29. Total (sum of questions 25 to 28; total sales should equal the amount reported at question 1 in this section)	8271	8277	

F - Industry characteristics (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

		Canadian artists (number)		Other artists (number)
30. English	8278		8283	
31. French	8279		8284	
32. Other languages (or combination of languages)	8280		8285	
33. No lyrics (instrumental)	8281		8286	
34. Total number of new releases (sum of questions 30 to 33)	8282		8287	

New releases by musical category

		Canadian artists (number)		Other artists (number)
35. Popular music/rock	8383		8391	
36. Classical	8384		8392	
37. Jazz and blues	8385		8393	
38. Country and folk	8386		8394	
39. Children's	8387		8395	
40. Urban/rap	8388		8396	
41. Other (include soundtracks, latin, alternative, etc.)	8389		8397	
42. Total number of new releases (sum of questions 35 to 41)	8390		8398	

Music videos (VHS and DVD formats)

Please report the number of units released and sold as well as sales.

		Units released (number)		Units sold (number)		Sales (CAN\$)
43. Canadian artists	8491		8494		8497	
44. Other artists	8492		8495		8498	
45. Total of all artists (sum of questions 43 and 44)	8493		8496		8499	

F - Industry characteristics (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.

		Musical works (number)		Canadian songwriters/composers (%)
46. Total number of musical works in your catalogue	8556		8578	
47. Number of musical works that produced revenue during the reporting period	8557		8579	
48. 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	
49. Number of musical works that your organization administers on behalf of other publishers	8559		8581	
50. 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\$
51. Expenditures incurred for leasing and licensing of masters	4106	
52. Payments for music publishing royalties	4107	
53. Costs associated with electronic music file development and delivery	4108	

G - Personnel

1. Number of partners and proprietors, non-salaried (if salaried, report at question 2 below)	6321	number
2. Paid employees		
a) average number of paid employees during the reporting period (see reporting guide)	6339	
b) percentage of paid employees (from question 2a) who worked full time	6328	%
3. Number of contract workers for whom you did not issue a T4, such as freelancers and casual workers (estimates are acceptable)	6320	number
4. Number of volunteers during the reporting period (estimates are acceptable)	6014	
5. Number of hours worked by all volunteers during the reporting period (estimates are acceptable)	6026	number of hours

H - Sales by type of client

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

1. Clients in Canada

%

a) businesses	8112	
b) individuals and households	8100	
c) governments, not-for-profit organizations and public institutions (e.g., hospitals, schools)	8233	
	8140	

2. Clients outside Canada

100%

I - Sales by client location

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

%

1. Newfoundland and Labrador	8400	
2. Prince Edward Island	8415	
3. Nova Scotia	8405	
4. New Brunswick	8410	
5. Quebec	8420	
6. Ontario	8425	
7. Manitoba	8430	
8. Saskatchewan	8435	
9. Alberta	8440	
10. British Columbia	8445	
11. Yukon	8455	
12. Northwest Territories	8451	
13. Nunavut	8452	
14. Clients outside Canada (must equal question 2 in section H)	8401	

100%

J - International transactions

Exports

1. Did you receive revenue from clients outside Canada for the **export** of goods, services, royalties, rights, licensing or franchise fees?

0531 1 **yes**, complete **questions 2, 3 and 4**

3 **no**, go to **question 5**

2. Please report revenue received from exports .		0666	CAN\$
3. Please provide a percentage breakdown of exports by:			%
a) goods		0667	
b) services		0668	
c) royalties, rights, licensing and franchise fees		0669	
			100%
4. Please provide a percentage breakdown of exports by country.			%
a) United States		0748	
b) Mexico		0749	
c) other countries (please specify):	0724	0750	
	0676	0672	
	0677	0673	
	0678	0674	
	0679	0675	
			100%

Imports

5. Did you make payments to suppliers outside Canada for the **import** of goods, services, royalties, rights, licensing or franchise fees?

0715 1 **yes**, complete **questions 6, 7 and 8**

3 **no**, go to **next section**

6. Please report payments made for imports .		0717	CAN\$
7. Please provide a percentage breakdown of imports by:			%
a) goods		0736	
b) services		0737	
c) royalties, rights, licensing and franchise fees		0738	
			100%
8. Please provide a percentage breakdown of imports by country.			%
a) United States		0751	
b) Mexico		0752	
c) other countries (please specify):	0743	0753	
	0744	0739	
	0745	0740	
	0746	0741	
	0747	0742	
			100%

K - Not applicable

L - Contact information

Name of person to contact about this questionnaire:

0026 1 Mr. 2 Mrs. 3 Miss 4 Ms

0054	Last name		0017	Telephone number	
0013	First name		0027	Extension number	
0014	Title		0016	Fax number	
0018	E-mail address		0020	Website address	

Date completed: yyyy mm dd
0015

How long did you spend collecting the data and completing the questionnaire? hour(s) minutes
9910 9909

M - Comments

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

FOR
INFORMATION
ONLY

9920 _____

9913 _____

9914 _____

9915 _____

9916 _____

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

Visit our website at www.statcan.ca