

2011 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 : 1-800-972-9692.

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	0007	Country	Postal code/zip code
0028	Last name of contact	0010	Language preference	
			1 <input type="radio"/> English	2 <input type="radio"/> 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. Your information may also be used by Statistics Canada for other statistical and research purposes, in conformity with its mandate. Please access www.statcan.gc.ca/survey-enquete/index-eng.htm for more information on this survey.

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*.

Confidentiality

The *Statistics Act* protects the confidentiality of information collected by Statistics Canada.

Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data sharing agreements with provincial and territorial statistical agencies and other government organizations, which must keep the data confidential and use them only for statistical purposes.

Information on confidentiality, data-sharing agreements and record linkages can be found on the last page of this questionnaire.

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 1-800-972-9692 or mail to:
Statistics Canada, Operations and Integration Division, 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6

Visit our website at www.statcan.gc.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 **1-800-972-9692** for further instructions.

C - Reporting period information

1. Please report information for your **fiscal year** (normal business year) **ending between** April 1, 2011 and March 31, 2012. Please indicate below the period covered by this questionnaire.

from ⁰⁰¹¹

Y	Y	Y	Y	M	M	D	D
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to

⁰⁰¹²

Y	Y	Y	Y	M	M	D	D
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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 reporting guide at www.statcan.gc.ca/guides-e 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)
Report net of returns and allowances.

2299

CAN\$

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2. Grants, subsidies, donations and fundraising

2068

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3. Royalties, rights, licensing and franchise fees

2022

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4. Investment income (dividends and interest)

2097

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5. Other revenue (please specify):

²⁰⁰¹

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2077

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2098

6. **Total revenue** (sum of questions 1 to 5)

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E - Expenses

		CAN\$
	3010	
1. Salaries and wages of employees who have been issued a T4 statement		
	3040	
2. Employer portion of employee benefits (include employer contributions to pension, medical/life insurance plans, employment insurance, etc.)		
	4466	
3. Commissions paid to non-employees		
	4315	
4. Professional and business services fees (e.g., legal, accounting)		
	3060	
5. Subcontract expenses (include contract labour, contract work and custom work)		
	4555	
6. Charges for services provided by your head office		
	5721	
7. Cost of goods sold, if applicable (purchases plus opening inventory minus closing inventory)		
	3301	
8. Office supplies		
	4115	
9. Rental and leasing (include rental of premises, equipment, motor vehicles, etc.)		
	4178	
10. Repair and maintenance (e.g., property, equipment, vehicles)		
	4350	
11. Insurance (include professional liability, motor vehicles, etc.)		
	4365	
12. Advertising, marketing and promotions (report charitable donations at question 22)		
	4370	
13. Travel, meals and entertainment		
	4084	
14. Utilities and telecommunications expenses (include gas, heating, hydro, water, telephone and Internet expenses)		
	4410	
15. Property and business taxes, licences and permits		
	4440	
16. Royalties, rights, licensing and franchise fees		
	4179	
17. Delivery, warehousing, postage and courier		
	4325	
18. Financial services fees		
	4630	
19. Interest expenses		
	4520	
20. Amortization and depreciation of tangible and intangible assets		
	4542	
21. Bad debts		
	4569	
22. All other expenses (please specify):	4531	
	4699	
23. Total expenses (sum of questions 1 to 22)		
	4600	
24. Corporate taxes, if applicable		
	4601	
25. Gains (losses) and other items (see reporting guide)		
	2304	
26. Net profit/loss after tax and other items (see reporting guide)		

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 <input type="text"/> |
| 2. Non-musical recordings (e.g., comedic routine or play stored onto a physical or electronic medium) | 2907 <input type="text"/> |
| 3. Music videos (on VHS or DVDs) | 2565 <input type="text"/> |

Studio and live recording services

- | | |
|---|---------------------------|
| 4. Studio recording services for music clients (e.g., recording, mixing, mastering) | 2567 <input type="text"/> |
| 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)
<small>2908</small> <input type="text"/>
(please specify): | 2568 <input type="text"/> |
| 6. Live recording services (e.g., recording of meetings, conferences, concerts) | 2569 <input type="text"/> |
| 7. Support services for sound recording (e.g., engineering services, session musicians) | 2909 <input type="text"/> |

Other services

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

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

- | | |
|---|---------------------------|
| 14. Licensing of rights to use sound recordings | 2990 <input type="text"/> |
| a) licensing of rights to reproduce sound recordings onto another recording | 2991 <input type="text"/> |
| b) licensing of rights to distribute sound recordings | 2992 <input type="text"/> |
| c) licensing of rights to broadcast or perform sound recordings in public ("neighbouring rights") | 2993 <input type="text"/> |
| d) licensing of other rights to use sound recordings
<small>2994</small> <input type="text"/>
(please specify): | 2993 <input type="text"/> |

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	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 units sold by format		Number of units		Sales (CAN\$)
25. Musical compact discs (include singles, albums)	8266		8272	
26. Musical cassettes tapes (include singles, albums)	8267		8273	
27. Digital musical recordings	8269		8275	
28. Other musical recordings (e.g., vinyl records, mini-discs, DVD audio)				
(please specify):	8288	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	<input type="text"/>	8578	<input type="text"/>
47. Number of musical works that produced revenue during the reporting period	8557	<input type="text"/>	8579	<input type="text"/>
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	<input type="text"/>	8580	<input type="text"/>
49. Number of musical works that your organization administers on behalf of other publishers	8559	<input type="text"/>	8581	<input type="text"/>
50. Number of musical works that your organization sub-publishes on behalf of other publishers	8560	<input type="text"/>	8582	<input type="text"/>

Selected expenditure information

Please report the following expense items if applicable.

		CAN\$
51. Expenditures incurred for leasing and licensing of masters	4106	<input type="text"/>
52. Payments for music publishing royalties	4107	<input type="text"/>
53. Costs associated with electronic music file development and deliver	4108	<input type="text"/>

G - Personnel

	number
1. Number of partners and proprietors, non-salaried (if salaried, report at question 2 below)	6321 <input type="text"/>
2. Paid employees	
a) average number of paid employees during the reporting period (see reporting guide)	6339 <input type="text"/>
b) percentage of paid employees (from question 2a) who worked full time	6328 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/> %
3. Number of contract workers for whom you did not issue a T4, such as freelancers and casual workers (estimates are acceptable)	6320 <input type="text"/>

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 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
b) individuals and households	8100 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
c) governments, not-for-profit organizations and public institutions (e.g., hospitals, schools)	8233 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
2. Clients outside Canada	8140 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
	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 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
2. Prince Edward Island	8415 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
3. Nova Scotia	8405 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
4. New Brunswick	8410 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
5. Quebec	8420 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
6. Ontario	8425 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
7. Manitoba	8430 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
8. Saskatchewan	8435 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
9. Alberta	8440 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
10. British Columbia	8445 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
11. Yukon	8455 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
12. Northwest Territories	8451 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
13. Nunavut	8452 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
14. Clients outside Canada (must equal question 2 in section H)	8401 <input type="text"/> <input type="text"/> <input type="text"/> <input type="text"/>
	100%

J - International transactions

Exports

0531
1 **yes, complete questions 2, 3 and 4**
3 **no, go to question 5**

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

0666

2. Please report revenue received from **exports**.

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): 0750

0724 0676

0677 0672

0678 0673

0679 0674

0675 0675

100%

FOR
INFORMATION
ONLY

Imports

0715
1 **yes, complete questions 6, 7 and 8**
3 **no, go to next section**

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

0717

6. Please report payments made for **imports**.

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): 0753

0743 0739

0744 0740

0745 0741

0746 0742

0747

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

0013 First name

0014 Title

0018 E-mail address

0017 Telephone number

0027 Extension number

0016 Fax number

0020 Website address

0015 Date completed:

9910 hour(s)

9909 minutes

How long did you spend collecting the data and completing the questionnaire?

M - Comments

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

9920

9913

9914

9915

9916

FOR INFORMATION ONLY

General information

Confidentiality

Your answers are confidential.

Statistics Canada is prohibited by law from releasing any information it collects which could identify any person, business, or organization, unless consent has been given by the respondent or as permitted by the *Statistics Act*. The confidentiality provisions of the *Statistics Act* are not affected by either the *Access to Information Act* or any other legislation. Therefore, for example, the Canada Revenue Agency cannot access identifiable survey records from Statistics Canada.

Information from this survey will be used for statistical purposes only and will be published in aggregate form only.

Data-sharing agreements

To reduce respondent burden, Statistics Canada has entered into data sharing agreements with provincial and territorial statistical agencies and other government organizations, which must keep the data confidential and use them only for statistical purposes. Statistics Canada will only share data from this survey with those organizations that have demonstrated a requirement to use the data.

Section 11 of the *Statistics Act* provides for the sharing of information with provincial and territorial statistical agencies that meet certain conditions. These agencies must have the legislative authority to collect the same information, on a mandatory basis, and the legislation must provide substantially the same provisions for confidentiality and penalties for disclosure of confidential information as the *Statistics Act*. Because these agencies have the legal authority to compel businesses to provide

the same information, consent is not requested and businesses may not object to the sharing of the data.

For this survey, there are **Section 11** agreements with the provincial and territorial statistical agencies of Newfoundland and Labrador, Nova Scotia, New Brunswick, Quebec, Ontario, Manitoba, Saskatchewan, Alberta, British Columbia, and the Yukon.

The shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

Section 12 of the *Statistics Act* provides for the sharing of information with federal, provincial or territorial government organizations. Under **Section 12**, you may refuse to share your information with any of these organizations by writing a letter of objection to the Chief Statistician and returning it with the completed questionnaire. Please specify the organizations with which you do not want to share your data.

For this survey, there are **Section 12** agreements with the statistical agencies of Prince Edward Island, the Northwest Territories and Nunavut.

For agreements with provincial and territorial government organizations, the shared data will be limited to information pertaining to business establishments located within the jurisdiction of the respective province or territory.

Record linkages

To enhance the data from this survey, Statistics Canada may combine it with information from other surveys or from administrative sources.

Thank you for completing this questionnaire.

Please retain a copy for your records.

Visit our website at www.statcan.gc.ca