

2013 Survey of Service Industries: Sound Recording and Music Publishing

CONFIDENTIAL once completed.

Selon nos dossiers votre langue de préférence est l'anglais, si vous préférez recevoir ce document en français, veuillez nous appeler au numéro sans frais suivant : 1-800-972-9692.

Please verify the information for this business's contact person and correct where needed.

B00101 Legal name

B00102 Operating name

B00109 First name

B00111 Last name

B00112 Title

B00103 Address (number and street)

B00104 City

B00105 Province, territory or state

B00106 Postal code or zip code

B00107 Country

Business and contact information

Email address

B00113

Preferred language of communication

B00117_n

English

French

Telephone number (including area code)

B00114

Extension number

B00115

Fax number (including area code)

B00116

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.

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. Please access www.statcan.gc.ca/survey-enquete/index-eng.htm for more information on this survey.

Security of emails and faxes

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*. **Note:** Our online questionnaires are secure, there is no risk of data interception when responding to Statistics Canada's online surveys.

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 have agreed to 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 21 days.

Please mail the completed questionnaire in the enclosed envelope or fax it to Statistics Canada at 1-888-883-7999.

If you are unable to complete within 21 days **OR** if you need help, call us at **1-800-972-9692**.

Statistics Canada
Operations and Integration Division
150 Tunney's Pasture Driveway
Ottawa, Ontario K1A 0T6
Visit our website, www.statcan.gc.ca

Reporting instructions

1. Please print in ink.
2. Report all dollar amounts **in thousands of Canadian dollars ('000 CAN\$)**.
3. Do not include sales tax.
4. Percentages should be rounded to whole numbers.
5. Consult the reporting guide at www.statcan.gc.ca/guides-e for further information.
6. When precise figures are not available, please provide your best estimates.

Business activity

1. Statistics Canada uses the **North American Industrial Classification System** to classify the activities of each business. According to our records, this business's **main activity** is classified as:

Is this the **main activity** of this business?

B05002

- Yes**, this is the **main activity** of this business. ▶ *Go to question 1b*
- No**, this is **not the main activity** of this business. ▶ *Go to question 1a*

- a) Please provide a brief but precise **description** of this business's **main activity** (e.g., "breakfast cereal manufacturing" or "shoe store" or "software development").

B05003

B05004

- b) Approximately what **percentage of this business's revenue** is generated by this **main activity**?

 %

Are there any other activities that **contribute significantly** (at least 10%) to this **business's revenue**?

B05024

- Yes** ▶ *Go to question 1c*
- No** ▶ *Go to next page*

- c) Please provide a brief but precise **description** of this business's **secondary activity** (e.g., "breakfast cereal manufacturing" or "shoe store" or "software development").

B05005

B05006

- d) Approximately what **percentage of this business's revenue** is generated by this **secondary activity**?

 %

Reporting period information

1. For this survey, please report information for this business's most recent **12 month fiscal period**.

Note: For this survey, the **End date** should fall between **April 1, 2013** and **March 31, 2014**.

	YYYY	MM	DD		YYYY	MM	DD
Start date				End date			

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

<p>B00301_r1 <input type="checkbox"/> seasonal operations</p> <p>B00301_r2 <input type="checkbox"/> new business</p> <p>B00301_r3 <input type="checkbox"/> change of ownership</p> <p>B00301_r4 <input type="checkbox"/> change of fiscal year</p>	<p>B00301_r5 <input type="checkbox"/> ceased operations</p> <p>B00301_r6 <input type="checkbox"/> temporarily inactive</p> <p>B00301_r7 <input type="checkbox"/> other reason — please specify: B00301_r8 <input style="width: 100%; height: 20px;" type="text"/></p>
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3. Please indicate below, any changes or events that may have affected the reported values for this business compared to the last reporting period (mark all that apply):

<p>B00302_t1 <input type="checkbox"/> strike or lockout</p> <p>B00302_t2 <input type="checkbox"/> exchange rate impact</p> <p>B00302_t3 <input type="checkbox"/> price changes in goods or services sold</p> <p>B00302_t4 <input type="checkbox"/> contracting out</p> <p>B00302_t5 <input type="checkbox"/> organizational change</p> <p>B00302_t6 <input type="checkbox"/> price changes in labour or raw materials</p> <p>B00302_t7 <input type="checkbox"/> natural disaster</p> <p>B00302_t8 <input type="checkbox"/> recession</p>	<p>B00302_t9 <input type="checkbox"/> change in product line</p> <p>B00302_t10 <input type="checkbox"/> sold business units</p> <p>B00302_t11 <input type="checkbox"/> expansion</p> <p>B00302_t12 <input type="checkbox"/> new/lost contract</p> <p>B00302_t13 <input type="checkbox"/> plant closures</p> <p>B00302_t14 <input type="checkbox"/> acquired business units</p> <p>B00302_t15 <input type="checkbox"/> other changes or events — please specify: B00302_t16 <input style="width: 100%; height: 20px;" type="text"/></p>
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Industry characteristics

Sales

Please provide a breakdown of your sales in thousands of Canadian dollars.

Recordings and music videos

	'000 CAN\$
1. Musical recordings from masters produced, licensed or purchased (e.g., CDs, digital musical recordings) Exclude: music videos, retail sales (sales of musical recordings should equal the amount reported at question 26)	F43256 \$ <input type="text"/> ,000
2. Music videos Include: Blu-ray and DVDs	F43258 \$ <input type="text"/> ,000
3. Studio and live recording services for clients (e.g., recording, mixing, mastering)	F45197 \$ <input type="text"/> ,000

Other services

4. Administration of copyrights for others (e.g., administration fees)	F45198 \$ <input type="text"/> ,000
5. Management fees	F45199 \$ <input type="text"/> ,000
6. Concert revenues	F45201 \$ <input type="text"/> ,000
7. Distribution of recordings (e.g., finished goods that do not involve buying or leasing a master) Exclude: imported goods	F45202 \$ <input type="text"/> ,000
8. Retail sales of merchandise (e.g., CDs, vinyl records, concert merchandise)	F43261 \$ <input type="text"/> ,000
9. Other sales including print music and non-musical recordings — please specify: (e.g., comedic routine or play stored onto a physical or electronic medium)	F43175 F43005 \$ <input type="text"/> ,000
10. Total sales (sum of questions 1 to 9)	F43000 \$ <input type="text"/> ,000

Revenue from royalties and rights

Include: royalties from foreign sources

	'000 CAN\$
11. Licensing of rights to use sound recordings	F47207
a) licensing of rights to stream sound recordings online	\$ <input type="text"/> ,000
b) licensing of other rights (e.g., to reproduce, distribute, broadcast or perform sound recording)	F47208 \$ <input type="text"/> ,000

12. Licensing of rights to use musical works

'000 CAN\$

a) performing rights Include: grand rights	F47213 \$ <input type="text"/> ,000
b) mechanical rights	F47214 \$ <input type="text"/> ,000
c) synchronization rights	F47215 \$ <input type="text"/> ,000
d) print licensing rights Exclude: revenue from the sale or rental of printed music	F47218 \$ <input type="text"/> ,000
e) sub-publishing	F47219 \$ <input type="text"/> ,000
f) licensing of other rights to use musical works — please specify: F47221 <input type="text"/>	F47222 \$ <input type="text"/> ,000

13. Total royalties and rights (sum of questions 11 and 12)	F47210 \$ <input type="text"/> ,000
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Sales by Canadian and other artists by music category	Canadian artists	Other artists
	'000 CAN\$	'000 CAN\$
14. Popular music/rock	F43262 \$ <input type="text"/> ,000	F43263 \$ <input type="text"/> ,000
15. Classical	F43264 \$ <input type="text"/> ,000	F43265 \$ <input type="text"/> ,000
16. Jazz and blues	F43266 \$ <input type="text"/> ,000	F43267 \$ <input type="text"/> ,000
17. Country and folk	F43268 \$ <input type="text"/> ,000	F43269 \$ <input type="text"/> ,000
18. Children's	F43271 \$ <input type="text"/> ,000	F43272 \$ <input type="text"/> ,000
19. Urban/rap	F43273 \$ <input type="text"/> ,000	F43274 \$ <input type="text"/> ,000
20. Other Include: soundtracks, latin, alternative, etc.	F43275 \$ <input type="text"/> ,000	F43276 \$ <input type="text"/> ,000
21. Total sales of recordings (sum of questions 14 to 20)	F43100 \$ <input type="text"/> ,000	F43110 \$ <input type="text"/> ,000

Sales and number of units sold by format

	Number of units	Sales '000 CAN\$
22. Musical compact discs Include: singles, albums	B45028 <input type="text"/>	F43277 \$ <input type="text"/> ,000
23. Digital musical recordings — albums	B45031 <input type="text"/>	F43279 \$ <input type="text"/> ,000
24. Digital musical recordings — singles	B45039 <input type="text"/>	F43259 \$ <input type="text"/> ,000
25. Other musical recordings — please specify: (e.g., vinyl records, DVD audio, Blu-ray) <small>F43281</small>	B45032 <input type="text"/>	F43282 \$ <input type="text"/> ,000
26. Total (sum of questions 22 to 25; total sales should equal the amount reported at question 1)	B45070 <input type="text"/>	F43120 \$ <input type="text"/> ,000

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.

	Canadian artists (number)	Other artists (number)
27. English	B45033 <input type="text"/>	B45034 <input type="text"/>
28. French	B45035 <input type="text"/>	B45036 <input type="text"/>
29. Other languages or instrumental (no lyrics)	B45037 <input type="text"/>	B45038 <input type="text"/>
30. Total number of new releases (sum of questions 27 to 29)	B45080 <input type="text"/>	B45090 <input type="text"/>
New releases by musical category		
31. Popular music/rock	B45042 <input type="text"/>	B45043 <input type="text"/>
32. Classical	B45044 <input type="text"/>	B45045 <input type="text"/>
33. Jazz and blues	B45046 <input type="text"/>	B45047 <input type="text"/>
34. Country and folk	B45048 <input type="text"/>	B45049 <input type="text"/>
35. Children's	B45051 <input type="text"/>	B45052 <input type="text"/>
36. Urban/rap	B45053 <input type="text"/>	B45054 <input type="text"/>
37. Other Include: soundtracks, latin, alternative, etc.	B45055 <input type="text"/>	B45056 <input type="text"/>
38. Total number of new releases (sum of questions 31 to 37)	B45100 <input type="text"/>	B45110 <input type="text"/>

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/composer (percentage)
39. Total number of musical works in your catalogue	B45062 <input type="text"/>	B45063 <input type="text"/> %
40. Number of musical works that produced revenue during the reporting period	B45064 <input type="text"/>	B45065 <input type="text"/> %
41. Number of musical works that had their first recording and release during the reporting period (for those works for which you own copyrights)	B45066 <input type="text"/>	B45067 <input type="text"/> %
42. Number of musical works that your organization administers on behalf of other publishers	B45068 <input type="text"/>	B45069 <input type="text"/> %
43. Number of musical works that your organization sub-publishes on behalf of other publishers	B45071 <input type="text"/>	B45072 <input type="text"/> %

Personnel

1. Number of partners and proprietors, non-salaried (if salaried, report at question 2a below)		number B20001 <input type="text"/>
2. Paid employees		number B20024 <input type="text"/>
a) average number of paid employees during the reporting period (see reporting guide)		
b) Percentage of paid employees Paid employees from question 2a who have been working full time (round the percentage to the nearest whole number).	percentage B20025 <input type="text"/> %	number
3. Number of contract workers for whom you did not issue a T4 Include: freelancers and casual workers (estimates are acceptable)		number B20026 <input type="text"/>

Sales by type of customer

What was this business's breakdown of sales by the following types of client?

1. Clients in Canada

percentage

a) individuals and households

F43008_c1

%

b) businesses

F43008_c2

%

c) governments, not-for-profit organizations and public institutions
(e.g., hospitals and schools)

F43008_c3

%

2. Clients outside of Canada

F43008_c4

%

100%

For Information Only

Sales by consumer location

Please provide the percentage breakdown of this business's sales by **consumer location** (the consumer location is where the goods or services will ultimately be used).

Acceptable substitutes:

- shipping destination
- client's billing address
- location of this business's retail customers
- location of this business's warehouses/distribution centres

	percentage
1. Newfoundland and Labrador	F43008_g1 <input type="text"/> <input type="text"/> <input type="text"/> %
2. Prince Edward Island	F43008_g2 <input type="text"/> <input type="text"/> <input type="text"/> %
3. Nova Scotia	F43008_g3 <input type="text"/> <input type="text"/> <input type="text"/> %
4. New Brunswick	F43008_g4 <input type="text"/> <input type="text"/> <input type="text"/> %
5. Quebec	F43008_g5 <input type="text"/> <input type="text"/> <input type="text"/> %
6. Ontario	F43008_g6 <input type="text"/> <input type="text"/> <input type="text"/> %
7. Manitoba	F43008_g7 <input type="text"/> <input type="text"/> <input type="text"/> %
8. Saskatchewan	F43008_g8 <input type="text"/> <input type="text"/> <input type="text"/> %
9. Alberta	F43008_g9 <input type="text"/> <input type="text"/> <input type="text"/> %
10. British Columbia	F43008_g10 <input type="text"/> <input type="text"/> <input type="text"/> %
11. Yukon	F43008_g11 <input type="text"/> <input type="text"/> <input type="text"/> %
12. Northwest Territories	F43008_g12 <input type="text"/> <input type="text"/> <input type="text"/> %
13. Nunavut	F43008_g13 <input type="text"/> <input type="text"/> <input type="text"/> %
14. United States	F43008_g14 <input type="text"/> <input type="text"/> <input type="text"/> %
15. All other countries	F43008_g15 <input type="text"/> <input type="text"/> <input type="text"/> %
100%	

International transactions

Revenue received from exports

1. Did this business receive revenue from **clients outside Canada** for the sale of products, services, royalties, rights, licensing or franchise fees?

B05011_b

- Yes**, complete **questions 2, 3 and 4**.
- No**, go to **question 5**.

2. What was the revenue received from **clients outside Canada**? \$ ^{F43217} ,000 ^{'000 CAN\$}

3. What was the percentage breakdown of revenue received from **clients outside Canada** by goods, services and royalties?

	percentage
a) <u>goods</u>	<input type="text" value=""/> ^{F43218} %
b) <u>services</u>	<input type="text" value=""/> ^{F43219} %
c) <u>royalties, rights, licensing and franchise fees</u>	<input type="text" value=""/> ^{F47202} %
Total	<input type="text" value=""/> ^{F43590} %

4. What was the percentage breakdown of revenue received from **clients outside Canada** by country?

	percentage
a) <u>United States</u>	<input type="text" value=""/> ^{F43221_g1} %
b) <u>Mexico</u>	<input type="text" value=""/> ^{F43221_g2} %
c) <u>other countries — please specify by listing top 4 contributors:</u>	
<input type="text" value=""/> ^{B50002_1}	<input type="text" value=""/> ^{F43222_1} %
<input type="text" value=""/> ^{B50002_2}	<input type="text" value=""/> ^{F43222_2} %
<input type="text" value=""/> ^{B50002_3}	<input type="text" value=""/> ^{F43222_3} %
<input type="text" value=""/> ^{B50002_4}	<input type="text" value=""/> ^{F43222_4} %

Purchases from outside Canada (imports)

5. Did this business make payments to **suppliers outside Canada** for the purchase of products, services, royalties, rights, licensing or franchise fees?

B05012_b

- Yes**, complete **questions 6, 7 and 8**.
- No**, go to **next section**.

6. What were the payments made to **suppliers outside Canada**? \$ ^{F61314} ,000 ^{'000 CAN\$}

7. What was the percentage breakdown of payments made to **suppliers outside Canada** by goods, services and royalties?

	percentage
a) <u>goods</u>	<input type="text" value=""/> ^{F61315} %
b) <u>services</u>	<input type="text" value=""/> ^{F61316} %
c) <u>royalties, rights, licensing and franchise fees</u>	<input type="text" value=""/> ^{F61317} %
Total	<input type="text" value=""/> ^{F61330} %

8. What was the percentage breakdown of payments made to **suppliers outside Canada** by country?

	percentage
a) <u>United States</u>	<input type="text" value=""/> ^{F61318_g1} %
b) <u>Mexico</u>	<input type="text" value=""/> ^{F61318_g2} %
c) <u>other countries — please specify by listing top 4 contributors:</u>	
<input type="text" value=""/> ^{B50003_1}	<input type="text" value=""/> ^{F61319_1} %
<input type="text" value=""/> ^{B50003_2}	<input type="text" value=""/> ^{F61319_2} %
<input type="text" value=""/> ^{B50003_3}	<input type="text" value=""/> ^{F61319_3} %
<input type="text" value=""/> ^{B50003_4}	<input type="text" value=""/> ^{F61319_4} %

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*.

Statistics Canada will use information from this survey for statistical purposes.

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 have agreed to 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 and to minimize the reporting burden, 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, www.statcan.gc.ca