

**2009 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		0005	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.gc.ca/survey-e-quiete/index-eng.htm.

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 **1-888-881-3666** or mail to:
Statistics Canada, Operations and Integration Division, 150 Tunney's Pasture Driveway, Ottawa, Ontario K1A 0T6

Visit our website at www.statcan.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 1-888-881-3666 for further instructions.

C - Reporting period information

1. Please report information for your **fiscal year** (normal business year) **ending between** April 1, 2009 and March 31, 2010. Please indicate below the period covered by this questionnaire.

from	0011	yyyy	mm	dd	to	0012	yyyy	mm	dd
		<input type="text"/>	<input type="text"/>	<input type="text"/>			<input type="text"/>	<input type="text"/>	<input type="text"/>

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

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\$

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
(please specify):

2001

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)	4084	
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): <input type="text" value="2908"/>	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 (please specify): <input type="text" value="2559"/>	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): <input type="text" value="2994"/>	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	2577	
h) licensing of other rights to use musical works	2580	
(please specify): ²⁹⁹⁸ <input type="text"/>		
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 recording (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)	8270	8276
(please specify): ⁸²⁸⁸ <input type="text"/>		
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	number
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

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

2. Clients outside Canada

8140

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**

CAN\$

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

0666

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**

CAN\$

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

0717

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: 0015 yyyy mm dd

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

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 from this survey which would identify a person, business, or organization, without their prior consent. 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 data from Statistics Canada.

These survey data will only be used for statistical purposes and will be published in an 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