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# MUSIC INDUSTRY GUIDE

Updated March 2017



This is a guide to some of the resources available within the Business & IP Centre relevant to the music industry.

Inside you will find sources of information such as market research (statistics, trends, developments), key companies, trade magazines, newsletters, and Internet sources.

This guide will be useful to anyone starting a business within the music industry and also for those wanting to further their knowledge within this area.

## Start-Up Information



The Cobra database contains practical fact-sheets on all aspects of starting, running and managing a small business – including information on writing business plans, marketing, company structures etc.

Available at the BIPC and online with a library card

It also covers the practical aspects of how to start and run particular types of businesses – outlining necessary skills, regulations, licences & legislation etc and highlights other sources of information and advice available.

### Business Opportunity Profiles (BOP)

Audio-visual Equipment Hire	BOP210
DJ and Mobile Disco Service	BOP006
Entertainment Agency	BOP375
Independent Record Label	BOP204
Music Shop	BOP018
Musician	BOP205
Private Music Tutor	BOP054
Record Shop	BOP520
Rehearsal and Recording Studio	BOP390

### Business Information Fact Sheets (BIF)

A Guide To Applying For A Music Licence	BIF488
A Guide to Using the Copyright of Others	BIF157
A Guide to Using Copyright to Protect Your Work	BIF218

### UK Market Synopsis (SYN)

Performing Arts	SYN090
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### Sector Research Guide (SRG)

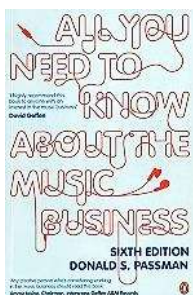
Performing Arts	SRG004
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### Sector Update (SEC)

Music and Performing Arts	SEC004
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## Small Business Help Books

Books with practical information aimed at those starting and running a business. Please note these books are located in the **Henry Watson Music Library, First Floor Central Library**.



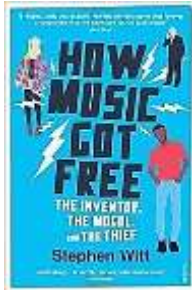
**All You Need To Know About The Music Business** by Donald S Passman (Penguin, London 2008) [(B) SBH 338.4778 BUS]

An 'easy to understand' overview of all aspects of the music business from recording contracts to touring to merchandise rights etc. Covers traditional industry matters together with recent developments such as downloads, streaming, digital royalties and podcasts.



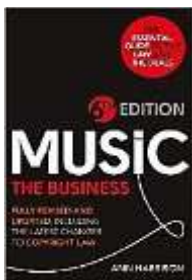
**The Complete Singer-Songwriter: A Troubadour's Guide To Writing, Performing, Recording, And Business** by Jeffrey Pepper Rodgers (Backbeat 2016) [(B) SBH 782.42164,02373 BUS]

A singer-songwriter's perspective on the music industry. With expert advice from managers, agents, lawyers, and publishers plus interviews with many famous songwriters giving hints, tips etc to take an idea to song, stage, studio, etc. Includes info on copyrighting songs, music publishing, and digital royalties.



**How Music Got Free: The Inventor, The Music Man, And The Thief** by Stephen F. Witt (Vintage Books 2016) [(B) SBH 338.4778 BUS]

Technological changes now allow immediate accessibility of all music via streaming, downloading etc which has radically transformed/revolutionised the music industry. This book is about the people behind these changes.



**Music: The Business** by Anne Harrison

A guide to all the business elements of being a pop musician, including management, recording deals, live performances, merchandising, digital distribution etc. The author is a lawyer but the book is not solely about law.

## Market Research & Statistics

If you are planning on starting a business you will need to be aware of the latest trends, developments and opportunities within your industry which can all be found from market research.

Market research also covers market size & forecasts, consumer demographics & attitudes, the key players & products and will often include SWOT and PEST analysis showing areas of strength, weakness, opportunities etc.



- Musical Instrument Retailers in the UK
- Radio Broadcasting in the UK
- Sound Recording & Music Publishing in the UK



- Music Concerts and Festivals
- Music and Video Purchasing
- Music and Video Streaming
- Nightclubs

### Other electronic resources:

Many articles about this industry (from business journals and newspapers) are available from our electronic source **Newsbank**

Contact details and individual reports of companies in this industry are available from:

**Creditsafe; Experian; D & B Hoovers.**

## Online Market Research Reports



**Digital Music Nation** (British Phonographic Industry, 2013)

[https://www.bpi.co.uk/assets/files/BPI\\_Digital\\_Music\\_Nation\\_2013.PDF](https://www.bpi.co.uk/assets/files/BPI_Digital_Music_Nation_2013.PDF)

Free report giving an overview of recent developments within the UK digital music industry. Covers social media, apps, streaming services, legal and illegal music consumption.



**Digital Music Report** (IFPI, 2015) [(B) MKT 780.28565 BUS]

<http://www.ifpi.org/downloads/Digital-Music-Report-2015.pdf>

Analysis of the global digital music market. Includes the latest developments and trends with the global best-selling albums, singles, downloads etc. Touches on the creative industries as a whole and covers strategies to increase sales, marketing methods and piracy. Now updated by IFPI Global Music Report.



**IFPI Global Music Report 2016** (IFPI, 2016) [(B) MKT 338.47780 BUS]

<http://www.ifpi.org/downloads/GMR2016.pdf>

Free report giving the latest news, developments and trends within the international recording industry.

Replaces both the Digital Music Report and Recording Industry in Numbers:

## Trade Magazines and Newsletters

Useful for gaining inside knowledge, recent trends, industry news, company profiles, reviews of new products and services. Some contain annual reviews and company contact lists.



**Future Music** (Future Publishing Ltd) [ZK.9.d.679]

Making music using modern technology. In-depth reviews by industry professionals plus news on all the latest hardware & software releases. Interviews musicians about equipment and technology used.



**Music Week** (Morgan-Grampian) [HUS 050] Open Access NSA collection

UK record industry magazine with weekly news and charts. News, features, detailed sales charts, genre reviews, artist signings, retailers, job adverts. Website:

[www.musicweek.com](http://www.musicweek.com)



**New Musical Express (NME)** (IPC Magazines Ltd) [HUS 050] Open Access NSA collection

Mostly news about artists, including charts, forthcoming concerts. Some news about record labels. Website: [www.nme.com](http://www.nme.com)



**Total Guitar** (Future Publishing Ltd) [ZK.g.b.7899]

Information and tutorials to improve guitar playing. Featuring product & equipment reviews, artist profiles and interviews as well as techniques, tutorials. Europe's best-selling guitar magazine.

E-format

## Directories

Contain lists of companies and industry contacts. Some have annual industry reviews, and specialist articles.



**British & International Music Yearbook [41st Edition] 2016** (Rhinegold Publishing Ltd) [(B) DIR 780 BUS] Reference source for the Worldwide music industry with listings giving contact details of music schools, music & book publishers, instrument manufacturers and marketing & fundraising organisations. **Located in Henry Watson Music Library**



**Showcase : The Music Business Guide [47<sup>th</sup> Edition] 2015** (Hollis) International music production guide. Lists concert, venue, equipment, recording, studios, artists, business & broadcast services. Artist index, record companies worldwide, festivals, booking agents, artist management, publishers.



**The White Book 2016** (Ocean Media Events Ltd) BUS]

Production directory for events industry. UK talent, film, TV & video, conference industry, exhibitions, concerts, show & theatrical agents. **Located in Henry Watson Music Library**

## Internet Sources

Websites containing free sources of industry statistics, information and contacts.

**The Academy of Contemporary Music** provides training to musicians and other music professionals.

Website: [www.acm.ac.uk](http://www.acm.ac.uk)

**The Agents' Association (Great Britain)** is a membership body for entertainers' agents. It offers guidance on operating an agency, and its members are bound by a strict Code of Conduct.

Website: [www.agents-uk.com](http://www.agents-uk.com)

**The Associated Board of the Royal Schools of Music (ABRSM)** provides graded music examinations, and offers CPD opportunities and support to professional music teachers.

Website: <http://gb.abrsm.org/en/home>

**The Association of Independent Music (AIM)** is a trade body for UK-based independent record companies, artists, labels and distributors. It provides basic guidance on how to start an independent record label as well as news and developments in the industry. The website contains a searchable directory of distributors.

Website: [www.musicindie.com](http://www.musicindie.com)

**The Association of Professional Recording Services (APRS)** is an association that represents members of the audio recording sector. It offers news and information on events as well as a quarterly bulletin.

Website: [www.aprs.co.uk](http://www.aprs.co.uk)

**The Audio Engineering Society** is a professional society devoted exclusively to audio technology. For engineers, students, scientists etc. Involved in the creation and maintenance of international standards in the areas of digital and analog audio engineering, communications technology, acoustics, media preservation and creative practice etc.

Website: [www.aes.org/](http://www.aes.org/)

**The British Academy Of Songwriters, Composers and Authors (BASCA)** supports and protects the artistic, professional, commercial and copyright interests of songwriters, lyricists and composers of all genres of music.

Website: <http://basca.org.uk/>

**The British Copyright Council** umbrella organisation bringing together organisations representing those who create, or hold rights in, literary, dramatic, musical and artistic works and those who perform such works.

Website: [www.britishcopyright.org](http://www.britishcopyright.org)

**The British Phonographic Industry (BPI)** represents the UK recorded music industry, including record companies and labels, as well as music manufacturers and distributors. It provides industry information, lobbies the Government on issues relating to the promotion of music in the UK and to music piracy.

Website: [www.bpi.co.uk](http://www.bpi.co.uk)

**The Department for Culture, Media and Sport (DCMS)** is the Government department responsible for policy on the music industry.

Website: [www.gov.uk/government/organisations/department-for-culture-media-sport](http://www.gov.uk/government/organisations/department-for-culture-media-sport)

**The DJ Academy Organisation** provides training at venues across the UK for prospective DJs. Website: [www.djacademy.org.uk](http://www.djacademy.org.uk)

**The Entertainment Retailers Association (ERA)** is a trade organisation that represents retailers of recorded music, video, DVD and multimedia products.

Website: [www.eraltd.org](http://www.eraltd.org)

**The Incorporated Society of Musicians (ISM)** is a professional body that represents the interests of musicians and tutors in the UK. It publishes information sheets giving guidance on professional careers in music, and has established a code of conduct and ethics for tutors.

Website: [www.ism.org](http://www.ism.org)

**The Independent Music Companies Association (IMPALA)** is a trade association for Europe's independent music companies.

Website: [www.impalosite.org](http://www.impalosite.org)

**The Intellectual Property Office** is the official government organisation that provides information and advice on all intellectual property issues including copyright.

Website: [www.gov.uk/government/organisations/intellectual-property-office](http://www.gov.uk/government/organisations/intellectual-property-office)

**The International Federation of the Phonographic Industry (IFPI)** represents the worldwide recording industry and works to promote the value of recorded music.

Website: [www.ifpi.org](http://www.ifpi.org)

**The Mobile Disco Association** is a membership organisation for operators of mobile discos. It provides useful guides on public liability insurance and PAT testing, plus a directory of members.

Website: [www.mobilediscodirectory.co.uk](http://www.mobilediscodirectory.co.uk)

**The Music Industries Association (MIA)** is the sole UK trade association servicing and representing the interests of all UK businesses selling musical instruments and associated products.

Website: [www.mia.org.uk](http://www.mia.org.uk)

**Music Producers Guild UK (MPG)** is for everyone involved in the production of music and sound in all media, from student trainees through to working professionals. Has hints and tips for the recording process and a directory of producers, engineers, mixers, etc.

Website: [www.mpg.org.uk/](http://www.mpg.org.uk/)

**The Music Publishers Association (MPA)** is a non-profit organisation representing music publishers in the UK. It exists to safeguard their interests, and those of the writers signed to them.

Website: [www.mpaonline.org.uk](http://www.mpaonline.org.uk)

**Music Tank** is a business development network for the music industry, set up by the University of Westminster.

Website: [www.musictank.co.uk](http://www.musictank.co.uk)

**Music Teachers UK** Searchable directory of music tutors in the UK, as well as publishing a number of resources and guides to assist music tutors and teachers.

Website: [www.musicteachers.co.uk](http://www.musicteachers.co.uk)

**Music Week Directory** is a subscription only directory of companies operating in the UK music and media industry, including record companies, music publishers, managers and recording studios.

Website: [www.musicweek.com/](http://www.musicweek.com/)

**The Musicians' Union** works to promote the interests of all types of musicians.

Website: [www.musiciansunion.org.uk](http://www.musiciansunion.org.uk)

**The National Association of DJs (NADJ)** provides support for its members, including discounts, advertising on the association's website and the chance to interact with other DJs

Website: <http://nadj.org.uk>

**The Official Charts Company** compiles and lists the UK's top 40 chart.

Website: [www.theofficialcharts.com](http://www.theofficialcharts.com)

**Phonographic Performance Limited (PPL)** and **Video Performance Limited (VPL)** oversee the distribution of royalties to artists whose work is played in public.

Website: [www.ppluk.com](http://www.ppluk.com)

**The Production Services Association (PSA)** is the trade body for businesses involved in live events. The Association aims to lobby on behalf of the industry and raise technical and safety standards.

Website: [www.psa.org.uk](http://www.psa.org.uk)

**PRS for Music** (an amalgamation of the **Mechanical-Copyright Protection Society (MCPS)** and **Performing Right Society (PRS) (MCPS-PRS Alliance)**) is the collection society for royalties earned from the copying and performing of copyrighted materials. PRS licences are required by concert halls, dance halls, public houses, hotels and restaurants, ships, aeroplanes and anywhere else where copyright music is played in public. Any broadcaster using music, and anyone putting copyright music on the Internet, must also be licensed.

Website: [www.prsformusic.com](http://www.prsformusic.com)

**Recess** DJ hints and tips website, targeted more towards club DJs. Including sections on how to choose equipment and hints on playing live.

Website: [www.recess.co.uk](http://www.recess.co.uk)

**Record of the Day** is a news service that provides music industry news to subscribers.

Website: [www.recordoftheday.com](http://www.recordoftheday.com)

**The School of Sound Recording** provides courses in audio engineering, live sound, post production, electronic music production, remixing and DJ skills.

Website: [www.s-s-r.com](http://www.s-s-r.com)

**Sound And Music** Promotes new music from digital platforms to live events. Covers new technology and experimental approaches to recording. With opportunities for artists, composers and practitioners to upload their work via an on-line community, as well as comprehensive listings of events, video, multi-media, and details of all Sound and Music activities.

Website: <http://soundandmusic.org/>

**The Unsigned Guide** is a subscription based industry reference tool for signed/unsigned artists containing information and contact details of record companies, publishing companies, artwork, creative and design companies, recording studios, promoters, venues and industry associations.

Website: [www.theunsignedguide.com/](http://www.theunsignedguide.com/)

**UK Music** is the umbrella organisation which represents the collective interests of the UK's commercial music industry - from artists, musicians, songwriters and composers, to record labels, music managers, music publishers, studio producers and music licensing organisations.

Website: [www.ukmusic.org](http://www.ukmusic.org)

**The Vocalist** provides sample contracts and information on setting up as an entertainers' agent.

Website: [www.vocalist.org.uk/entertainment\\_agents.html](http://www.vocalist.org.uk/entertainment_agents.html)

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Please note that every effort has been taken to ensure the accuracy of the information contained in this document.



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