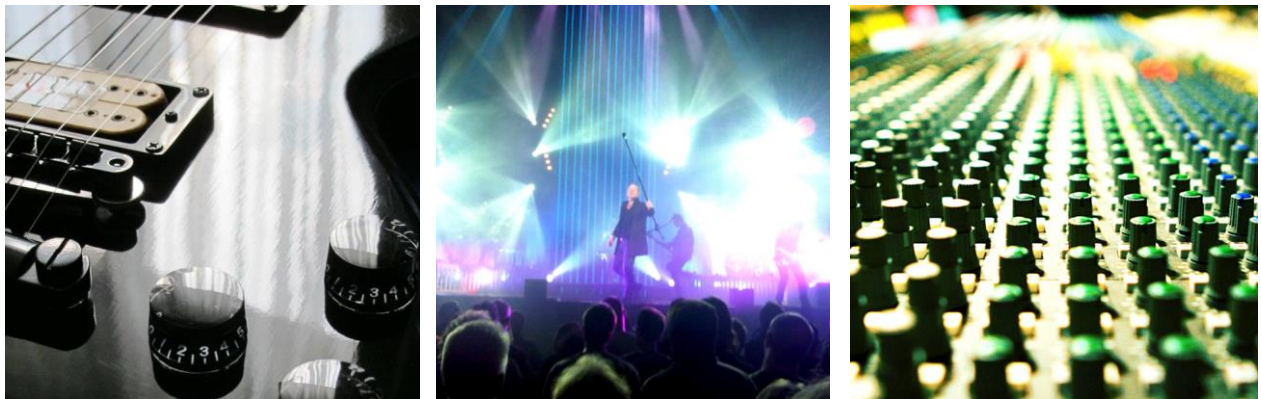


MUSIC INDUSTRY GUIDE

Updated June 2020



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.

accessible via
electronic
databases

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

Available online at www.askaboutbusiness.org with a Manchester library card (also available to library card holders from Blackpool, Bolton, Lancashire, Oldham, Salford, Stockport, Tameside, & Trafford libraries)

Business Opportunity Profiles (BOP)

| | |
|--------------------------------|--------|
| Audio-visual Equipment Hire | BOP210 |
| DJ and Mobile Disco Service | BOP006 |
| Entertainment Agent | 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)

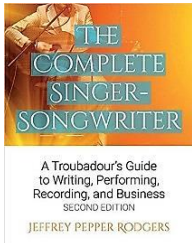
| | |
|--------------------------------------|--------|
| Licence to Play Music on Business | BIF488 |
| Premises | |
| Using the Copyright of Others | BIF157 |
| Using Copyright to Protect Your Work | BIF218 |

Sector Update (SEC)

| | |
|-------|--------|
| Music | SEC004 |
|-------|--------|

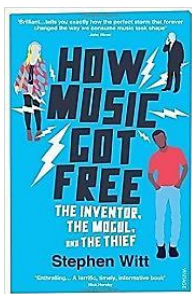
Small Business Help Books

This is a collection of books with practical information aimed at those starting and running a business. Located within the Centre.



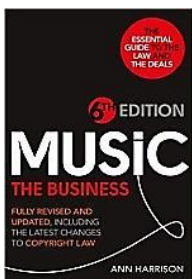
The Complete Singer-Songwriter: A Troubadour's Guide To Writing, Performing, Recording, And Business by Jeffrey Pepper Rodgers (Backbeat 2016) (Henry Watson Music Library)

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 by Stephen F. Witt (Vintage Books 2016) (Henry Watson Music Library)

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 Ann Harrison (Virgin Books 2017) (Henry Watson Music Library)

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 and forecasts, consumer demographics and attitudes, the key players and 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 Other Audio - CDs, Streaming, Downloads & Podcasts**

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.

Printed and Online Market Research Reports (Please ask for help in finding these)



2018 All About The Music: Recorded Music in the UK: Facts, Figures and Analysis (formerly The BPI Yearbook) (British Phonographic Industry, 2018) At Enquiry Desk [(B) MKT 381.457816402660941 BUS]

Statistics from the main industry association. Provides an annual review of the UK industry – downloading, advertising, album/singles sales, consumer profiles, piracy, airplay etc. A world market overview is included.



Connecting With Music: Music Consumer Insight Report 2018 (IFPI, 2018)

Free Online

Provides a snapshot of how worldwide music consumers are connecting with recorded music.

www.ifpi.org/downloads/Music-Consumer-Insight-Report-2018.pdf



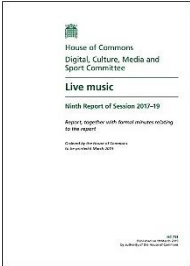
Global Music Report: 2018 (IFPI, 2018)

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

www.ifpi.org/

2019 edition freely available online (excluding the global data statistics)

www.ifpi.org/downloads/GMR2019.pdf



Live Music (UK Parliament, House of Commons, DCMS, 2019) Free Online

Government produced report on the UK live music industry. Covers the benefits of live music, problems in the ticketing market, challenges facing music venues, threats to the talent pipeline etc. Including conclusions and recommendations.

<https://publications.parliament.uk/pa/cm201719/cmselect/cmcmds/733/733.pdf>



Measuring Music (UK Music, 2018) Free Online

UK Music is an industry-funded body that represents and promotes the interests of every part of the British music industry. www.ukmusic.org/

This report provides an insight into the huge contribution the UK music industry makes to the UK economy.

www.ukmusic.org/assets/general/UK_Music_Measuring_Music_2018.pdf



Music By Numbers 2019 report (UK Music, 2019) Free Online

UK Music is an industry-funded body that represents and promotes the interests of every part of the British music industry. www.ukmusic.org/

Report giving an insight into the British music industry and its huge contribution to the UK economy.

www.ukmusic.org/assets/general/Music_By_Numbers_2019_Report.pdf



Music Listening 2019 (UK Music, 2019) Free Online

UK Music is an industry-funded body that represents and promotes the interests of every part of the British music industry. www.ukmusic.org/

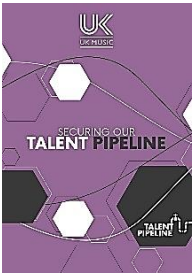
Provides a snapshot of how worldwide music consumers are connecting with recorded music. (formerly IFPI Music Consumer Insight Report).

www.ifpi.org/downloads/Music-Listening-2019.pdf



Music Tourism: Wish You Were Here 2017 (UK Music, 2017) Free Online
UK Music is an industry-funded body that represents and promotes the interests of every part of the British music industry. www.ukmusic.org/
The report features both national and regional figures and reveals the huge impact of music tourism on the UK economy.

www.ukmusic.org/research/music-tourism-wish-you-were-here-2017/



Securing Our Talent Pipeline 2018 (UK Music, 2018) Free Online
UK Music is an industry-funded body that represents and promotes the interests of every part of the British music industry. www.ukmusic.org/
This report tries to outline the solutions to the problem of nurturing, promoting and maintaining new acts for the future.

www.ukmusic.org/assets/general/Talent_Pipeline_2018.pdf

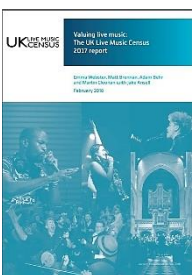


The UK Festival Market Report 2018 (Festival Insights + UK Festival Awards, 2018) Free Online

Examination of consumer demographics, preferences and behaviour based on research undertaken from a sample of festival goers. Includes attendees' opinions on music, ticket prices, improvements required etc.

www.festivalawards.com/insights/

www.festivalawards.com/wp-content/uploads/2019/07/marketreport_2018.pdf



Valuing Live Music: UK Live Music Census 2017 (Emma Webster, Matt Brennan, Adam Behr and Martin Cloonan with Jake Ansell, 2018) Free Online
Report analysing the results taken from the UK's first national live music census. Gives information on the economic, social and cultural value of live music. Covers challenges within the sector with conclusions and recommendations.

<http://uklivemusiccensus.org/>

<http://uklivemusiccensus.org/wp-content/uploads/2018/03/UK-Live-Music-Census-2017-full-report.pdf>

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. Ordered via Explore the British Library (please ask for help).



Future Music: making music with modern technology (Future Publishing Ltd) (Henry Watson Music Library)

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

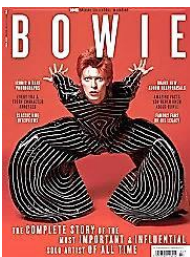
Website: www.musicradar.com/futuremusic
www.musicradar.com/



Music Week (Morgan-Grampian) (Henry Watson Music Library)

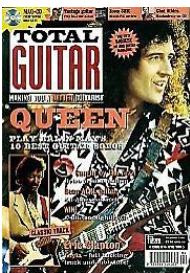
UK record industry magazine with weekly news and charts. News, features, detailed sales charts, genre reviews, artist signings, retailers, job adverts.

www.musicweek.com



New Musical Express (NME) (IPC Magazines Ltd)

Mostly news about artists, including charts, forthcoming concerts. Some news about record labels. www.nme.com

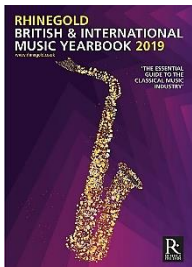


Total Guitar (Future Publishing Ltd) Online e-magazine

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.

Directories

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

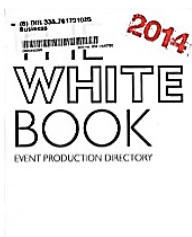


British & International Music Yearbook 2020 (Rhinegold Publishing Ltd)

(Henry Watson Music Library)

Reference source for the worldwide classical music industry with listings giving contact details of agents and performers, music schools and courses, concert venues and festivals, music and book publishers, instrument manufacturers, recording companies and studios, and marketing and fundraising organisations etc.

Online directory at: <https://musicpages.co.uk/>



The White Book 2019 (Ocean Media Events Ltd)

Production directory for events industry. UK talent, film, TV and video, conference industry, exhibitions, concerts, show and theatrical agents.

[2019 Edn available P.421/848 (catalogue request)]

Directory of services and equipment, venues, entertainment available online:

www.whitebook.co.uk/

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. www.acm.ac.uk

The Agents' Association (Great Britain)

A membership body for entertainers' agents. It offers guidance on operating an agency, and its members are bound by a strict Code of Conduct. www.agentsassociation.co.uk/

The Associated Board of the Royal Schools of Music (ABRSM)

Provides graded music examinations, and offers CPD opportunities and support to professional music teachers. <https://gb.abrsm.org/en/home>

The Association of Independent Music (AIM)

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.

www.aim.org.uk/#/

The Association of Professional Recording Services (APRS)

An association that represents members of the audio recording sector. Due to ongoing industry and governmental changes the organisation is currently rethinking its direction. Includes a directory of studios and members. www2.aprs.co.uk/search

The Audio Engineering Society

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.

www.aes.org/

The Ivors Academy of Music Creators (Formerly 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. <https://ivorsacademy.com/>

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.

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. www.bpi.co.uk

Careers In Music

Explains various music business roles and careers and gives advice, facts, addresses and contacts etc.

www.careersinmusic.co.uk/

The Department for Culture, Media and Sport (DCMS)

The Government department responsible for policy on the music industry.

www.gov.uk/government/organisations/department-for-digital-culture-media-sport

The DJ Academy Organisation

Provides training at venues across the UK for prospective DJs. www.djacademy.org.uk

The Entertainment Retailers Association (ERA)

A trade organisation that represents retailers of recorded music, video, DVD and multimedia products.

<https://eraltd.org/>

Festival Insights

An online B2B publication focussed on the international festival industry. www.festivalinsights.com/

The Incorporated Society of Musicians (ISM)

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. www.ism.org

The Independent Music Companies Association (IMPALA)

A trade association for Europe's independent music companies. www.impalamusic.org/

The Intellectual Property Office

The official government organisation that provides information and advice on all intellectual property issues including copyright. www.gov.uk/government/organisations/intellectual-property-office

The International Artist Managers' Association (IAMA)

The only worldwide association for classical music artist managers and concert agents.

www.iamaworld.com

www.classicalmusicartists.com

The International Federation of the Phonographic Industry (IFPI)

Represents the worldwide recording industry and works to promote the value of recorded music.

www.ifpi.org

The Music Industries Association (MIA)

The sole UK trade association servicing and representing the interests of all UK businesses selling musical instruments and associated products. www.mia.org.uk

Music Producers Guild UK (MPG)

Mostly a membership site but with some free content including its directory of members and contacts. 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 free directory of producers, engineers, mixers, etc. www.mpg.org.uk/
www.mpg.org.uk/members-directory/

The Music Publishers Association (MPA)

A non-profit organisation representing music publishers in the UK. It exists to safeguard their interests, and those of the writers signed to them. <https://mpaonline.org.uk/>

Music Tank

A business development network for the music industry, set up by the University of Westminster. 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. www.musicteachers.co.uk

Music Week Directory

A subscription only directory of companies operating in the UK music and media industry, including record companies, music publishers, managers and recording studios. www.musicweek.com/

The Musicians' Union

Works to promote the interests of all types of musicians. 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. <http://nadj.org.uk>

The Official Charts Company

Compiles and lists the UK's top 40 chart. With chart news, artist interviews, new releases etc. www.officialcharts.com/

Phonographic Performance Limited (PPL) and Video Performance Limited (VPL)

Oversee the distribution of royalties to artists whose work is played in public. www.ppluk.com

The Production Services Association (PSA)

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. www.psa.org.uk

PRS for Music

The collection society for royalties earned from the copying and performing of copyrighted materials. It is an amalgamation of the **Mechanical-Copyright Protection Society (MCPS)** and **Performing Right Society (PRS) (MCPS-PRS Alliance)**. They administer the performing rights in the musical works of its members who comprise composers, songwriters and music publishers. 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.

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. www.recess.co.uk

Record of the Day

A news service that provides music industry news to subscribers. www.recordoftheday.com

Record Production.com

A website for producers, recording studios, studio and recording equipment worldwide. Has interviews, blogs, forums, equipment reviews, recording tips etc. and includes a directory of recording studios.

www.recordproduction.com/

The School of Sound Recording

Provides courses in audio engineering, live sound, post production, electronic music production, remixing and DJ skills. www.s-s-r.com

Sound And Music

The national charity for new music in the UK. Promotes new music from digital platforms to live events and gives information on funding, awards and commissions. Has several free Toolkits which

provide guides and resources for composers and producers giving advice on numerous topics such as funding, promotion, publishing etc. <http://soundandmusic.org/>

The Unsigned Guide

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.

www.theunsignedguide.com/

UK Music

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. www.ukmusic.org

www.ukmusic.org/research/

The Vocalist

Provides sample contracts and information on setting up as an entertainers' agent.

www.vocalist.org.uk/entertainment_agents.html

Please note that every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the collection.



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www.manchester.gov.uk/bipc