
URBAN
DEVELOPMENT

X

CMU:DIY

RE:CAP

CMUdiy.com

HOW DO YOU MAKE MONEY FROM MUSIC?


INTELLECTUAL PROPERTY


LIVE PERFORMANCE


FAN RELATIONSHIP

IP PRODUCTS


Musical Compositions
Lyrics
PUBLISHING RIGHTS


Sound Recordings
Music videos
MASTER RIGHTS


Artwork
Photography
ARTISTIC RIGHTS


Band Name
Band Logo
TRADEMARKS

IP PRODUCTS

Musical Compositions
Lyrics
PUBLISHING RIGHTS

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MASTER RIGHTS

Artwork
Photography
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Band Name
Band Logo
TRADEMARKS

MUSIC:RIGHTS

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COPYRIGHT FACTS

- Copyright is a form of ‘intellectual property’.
- Copyright, Designs & Patents Act 1988.
- Copyrights are automatic.
- By default the copyright belongs to...
 - Creator (compositions, lyrics, artwork, photography).
 - Funder (sound recordings).
- Copyrights run out eventually...
 - Life of creator +70 yrs (compositions, lyrics, artwork etc).
 - 70 years after release (sound recordings).

COPYRIGHT CONTROLS

REPRODUCTION

DISTRIBUTION

RENTAL

ADAPTATION

PERFORMANCE

COMMUNICATION

COPYRIGHT CONTROLS

REPRODUCTION OR MECHANICAL RIGHTS

REPRODUCTION

DISTRIBUTION

RENTAL

ADAPTATION

PERFORMANCE

COMMUNICATION

PERFORMING OR NEIGHBOURING RIGHTS

MAKING MONEY FROM COPYRIGHT

**Someone wants a copy of
one of your songs**

CD/VINYL

DOWNLOAD

YOU'VE MADE MONEY FROM YOUR COPYRIGHT!

MAKING MONEY FROM COPYRIGHT

**Someone wants to perform
your song in public**

Sing it on stage

Play it on radio

Play it at club

Give them permission to perform your song for a fee

YOU'VE MADE MONEY FROM YOUR COPYRIGHT!

MAKING MONEY FROM COPYRIGHT

**Someone wants to make
an adaptation of your song**

Remix it

Sample it

Rework it

Give them permission to make an adaptation for a fee

YOU'VE MADE MONEY FROM YOUR COPYRIGHT!

LICENSING

GIVING PERMISSION = LICENSING

LICENSE DIRECT

Sync deals
(maybe)

LICENSE VIA THIRD PARTY

Getting content into
iTunes and Spotify
via a distributor
(maybe)

LICENSE VIA COLLECTING SOCIETY

Live Performance
Cover Versions
Broadcast
Bars, cafes, shops
(usually)

COLLECTING SOCIETIES IN THE UK

RECORDING RIGHTS



PUBLISHING RIGHTS



Performing
Rights



Mechanical
Rights

Though both currently work together

SONG:RIGHTS

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HOW SONG RIGHTS MAKE MONEY

PHYSICAL
RECORDINGS

DOWNLOADS
& STREAMS

BROADCAST
(RADIO)

SYNC
(TV, FILM,
ADS, GAMES)

LIVE
PERFORMANCE

OTHER PUBLIC
PERFORMANCE

ADAPTIONS
(inc SAMPLES,
REMIXES)

SHEET
MUSIC

CO-OWNERSHIP OF SONG RIGHTS

- Collaboration is common in songwriting.
- When songs are co-created the rights are co-owned.
- Collaborators need to agree what the splits are.
- May be based on contribution or status.
- Do you do this at the start, as you go, or at the end?
- Do it before the song is worth money!
- Splits need to be logged with relevant collecting societies - income is then split between the co-owners according to share.

PUBLISHING DEALS

- Many songwriters sign to music publishers.
- This traditionally involves the assignment of song copyrights to the publisher - so the publisher owns the copyright.
- This may be for a set time or for life of copyright.
- Why do the deal?

PUBLISHING DEALS



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PUBLISHING DEALS

- Publisher pays advance.
- Provides A&R, rights management, sync/commission pitching.
- Deal actually excludes performing rights - they stay with PRS.
- But publisher is paid 50% of PRS money once the deal is done.
- So signed songwriter gets 50% of PRS money direct, but other royalties come via the publisher subject to contract.

PUBLISHING DEALS

- A songwriter can do an ‘administration deal’, where they get the services of the publisher without assigning copyright.
- Though usually won’t get as good an advance as with a conventional publishing deal.
- But lots of established songwriters go this route, as it gives them more control and they are usually tied to a publisher for less time.



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