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FAQs

## What is Music Publishing?

Just by writing a song, you have created a copyright. You have created a piece of intellectual property that can be exploited to generate income. 'Exploited' doesn't carry the negative connotations you may first think. To 'exploit' in this sense is simply to extract the intrinsic value of, in this case, your music.

## How do I generate income from Music Publishing?

There are three main ways your publishing rights can earn you income – Performance Royalties, Mechanical Royalties and Synchronisation.

## What are Performance Royalties?

Performance royalties are generated when your music has been performed – This can mean either a live version or a recorded version of your music. The money is collected by PRS for Music which is who we liaise with to collect and administer all your income. The main types of performance income are from live performances (gigs), radio airplay and TV exposure. Take radio airplay as an example – Several elements (length of song, audience share of the station, time of day etc) can affect the amount of money you will receive from radio. Some BBC Radio example figures below (as of Dec '13 based on 3:30 song):

**BBC Radio 1** – up to £52

**BBC Radio 2** – up to £76

**BBC 6 Music** – up to £13

**BBC 1Xtra** – up to £11

**BBC Regional Stations** – up to £4

**BBC Asian Network** – up to £16

Similarly, when your song is on TV the amount of income you will receive will depend on the channel, track length, time of day etc. Some example figures below (all figures shown per minute as of Dec '13)

**BBC** - £91.91 primetime / £49.36 non-primetime

**BBC 2** - £23.24 primetime / £12.48 non-primetime

**Channel 4** - £22.66 primetime / £12.16 non-primetime

**Channel 5** - £9.82 primetime / £5.27 non-primetime

## What are Mechanical Royalties?

Mechanical royalties are collected by an organisation called MCPS who are part of the PRS for Music umbrella. The MCPS collect money from various sources when your music is 'put on' something – a CD, DVD, TV Programme etc. If a record label wants to release your music on CD, they have to pay a license fee to MCPS in order to get them produced. In essence, they are paying for your song to be duplicated.

## What is Synchronisation?

Synchronisation is the act of placing your music over a visual – an advert, a TV programme, a film etc.

## What fee do you charge?

20% of any royalties the we have collected on your behalf and 25% of any Synchronisation income that we have achieved on your behalf.

## How long does the agreement last?

2 years - It can take between 12-18 months for international royalties to filter through their local collection societies - this 2 year term is to ensure we collect everything that is actually due to you. A shorter term may mean income may go amiss

## Where do you collect royalties?

Internationally – we have companies in every Territory that will be acting on your behalf

## When and how do I get paid?

Twice annually (every 6 months) by electronic bank transfer. Royalties are paid at the end of August and the end of February. You will also receive a statement with a breakdown of how your royalties have been calculated. You will receive a statement for every period you have earnings. You will only receive payment if the amount due to you is more than £25 for residents of the UK, or £100 for residents outside of the UK. Any balance below this will be carried forward to the next period.

## How do I deliver new songs and information to you?

As soon as you have finished tracks please send them over to us. Please make sure all your tracks are properly tagged as some music supervisors will not consider music that is not properly tagged.

- Title of the track
- Artist Name
- Composer details
- Album (if applicable)
- Label information

Please send us instrumental versions of all tracks. We would also recommend doing versions that remove the main vocal line, but keep in any non-lyrical vocals and harmonies.

## Can you introduce me to new songwriters and producers?

We hold regular song writing camps in conjunction with major records labels. Our artists, songwriters and producers are invited to attend in order to write for focus artists.