
Global Certificate in Music Publishing: Next-Gen

Music Publishing Contracts

****Advance**** - A sum of money paid to a songwriter or composer by a music publisher in exchange for the rights to publish their music. The advance is recoupable, meaning that the publisher will deduct the amount from future royalties earned by the songwriter or composer.

****Catalog**** - A collection of musical works owned or controlled by a music publisher. The catalog can include both new and existing works, and is a valuable asset for the publisher.

****Co-publishing Agreement**** - An agreement between a music publisher and a songwriter or composer where both parties share in the ownership and control of the copyright in a musical work. The publisher will typically handle administration, promotion, and licensing of the work, while the songwriter or composer will receive a percentage of the royalties.

****Controlled Composition Clause**** - A provision in a recording contract that limits the amount of royalties that a record label must pay to a songwriter or composer for the use of their music on a recording. The clause is designed to protect the record label from paying excessive royalties for music that may not be successful.

****Copyright**** - The legal right to reproduce, distribute, and display a musical work. In the music industry, copyrights are owned by songwriters, composers, and music publishers, and are a valuable asset for generating revenue through licensing and royalties.

****Creative Control**** - The ability of a songwriter or composer to maintain control over the creative aspects of their musical works, such as the lyrics, melody, and arrangement. In a music publishing contract, creative control is often negotiated and defined in order to protect the songwriter or composer's artistic vision.

****Digital Performance Royalties**** - Royalties earned from the digital performance of a musical work, such as streaming or downloads. These royalties are collected by Performing Rights Organizations (PROs) and paid to the music publisher or songwriter.

****Distribution Rights**** - The rights to distribute a musical work through various channels, such as physical sales, digital downloads, and streaming. In a music publishing contract, distribution rights are typically handled by the publisher, who will work with distributors and retailers to make the work available to the public.

****Exploitation**** - The process of promoting and licensing a musical work in order to generate revenue. In a music publishing contract, the publisher is responsible for exploiting the work by securing licensing agreements, sync licenses, and other opportunities for revenue.

****Fiduciary Duty**** - The legal obligation of a music publisher to act in the best interests of the songwriter or composer. This includes managing the catalog, collecting royalties, and promoting the work in a fair and

transparent manner.

****Mechanical Royalties**** - Royalties earned from the reproduction of a musical work, such as physical sales, digital downloads, and streaming. These royalties are collected by Mechanical Rights Organizations (MROs) and paid to the music publisher or songwriter.

****Neighboring Rights**** - The rights to receive royalties for the public performance of a sound recording, such as through terrestrial radio, satellite radio, and internet radio. These royalties are collected by Neighboring Rights Organizations (NROs) and paid to the record label or performer.

****Performance Rights**** - The rights to perform a musical work in public, such as through live performances, broadcasts, and streaming. In a music publishing contract, the publisher is responsible for licensing and collecting royalties for performance rights.

****Performing Rights Organizations (PROs)**** - Organizations that collect and distribute royalties for the public performance of musical works. Examples include ASCAP, BMI, and SESAC in the United States, and PRS, PPL, and MCPS in the United Kingdom.

****Publishing Administration Agreement**** - An agreement between a music publisher and a songwriter or composer where the publisher handles the administrative tasks of publishing, such as licensing, royalty collection, and distribution. The songwriter or composer retains ownership and control of the copyright in the musical work.

****Synchronization Rights**** - The rights to use a musical work in synchronization with visual media, such as film, television, and video games. In a music publishing contract, the publisher is responsible for licensing and collecting royalties for synchronization rights.

****Termination Clause**** - A provision in a music publishing contract that allows the songwriter or composer to terminate the agreement after a certain period of time. The clause is designed to protect the songwriter or composer's rights to their musical works and to allow them to renegotiate or seek a new publisher if desired.

****Territory**** - The geographical area where a music publishing contract is in effect. The territory can be defined as a specific country, region, or the entire world.

****Work for Hire**** - A musical work created under a work-for-hire agreement, where the employer is considered the legal author of the work and owns the copyright. In the music industry, work-for-hire agreements are often used for music created for advertising, film, and television.

****Copyright Royalty Board (CRB)**** - A government body in the United States that sets the royalty rates for mechanical and digital performance royalties. The CRB is responsible for ensuring that songwriters and composers are fairly compensated for the use of their musical works.

****Harry Fox Agency (HFA)**** - A mechanical rights organization in the United States that collects and distributes royalties for the reproduction of musical works. HFA represents over 48,000 music publishers and 2.5 million songs.

****International Confederation of Societies of Authors and Composers (CISAC)**** - An international organization that represents over 230 Performing Rights Organizations (PROs) from around the world. CISAC is dedicated to protecting the rights of songwriters, composers, and music publishers, and to promoting the value of music.

****Performance Rights Society (PRS)**** - A Performing Rights Organization (PRO) in the United Kingdom that collects and distributes royalties for the public performance of musical works. PRS represents over 130,000 songwriters, composers, and music publishers.

****SoundExchange**** - A Neighboring Rights Organization (NRO) in the United States that collects and distributes royalties for the public performance of sound recordings. SoundExchange represents over 175,000 recording artists and record labels.

****Society of European Stage Authors and Composers (SESAC)**** - A Performing Rights Organization (PRO) in the United States that collects and distributes royalties for the public performance of musical works. SESAC represents over 30,000 songwriters, composers, and music publishers.

****Global Music Publishing Association (GMPA)**** - An international organization that represents the interests of music publishers from around the world. GMPA is dedicated to promoting the value of music publishing and to protecting the rights of songwriters, composers, and music publishers.

****National Music Publishers' Association (NMPA)**** - A trade association in the United States that represents the interests of music publishers. NMPA is dedicated to protecting the rights of songwriters, composers, and music publishers, and to promoting the value of music publishing.

****Recording Industry Association of America (RIAA)**** - A trade association in the United States that represents the interests of the recording industry. RIAA is dedicated to promoting the value of recorded music and to protecting the rights of recording artists and record labels.

****American Society of Composers, Authors, and Publishers (ASCAP)**** - A Performing Rights Organization (PRO) in the United States that collects and distributes royalties for the public performance of musical works. ASCAP represents over 700,000 songwriters, composers, and music publishers.

****Broadcast Music, Inc. (BMI)**** - A Performing Rights Organization (PRO) in the United States that collects and distributes royalties for the public performance of musical works. BMI represents over 800,000 songwriters, composers, and music publishers.