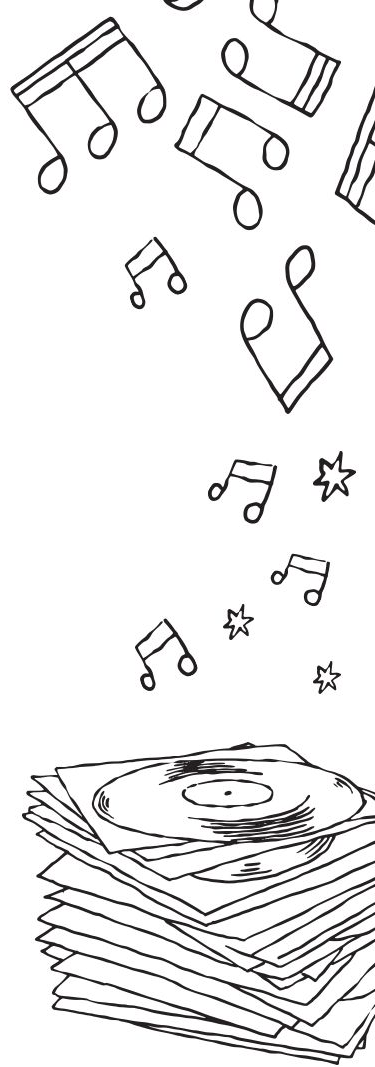




**Songtrust®**

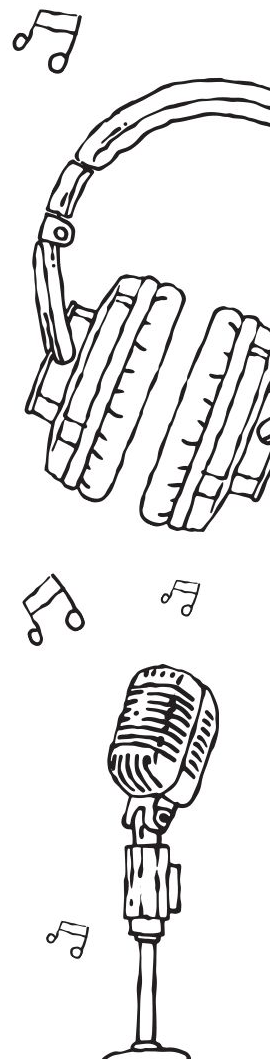


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# What Are **Royalties**?

Songtrust Webinar | **Session #1**

November 2018





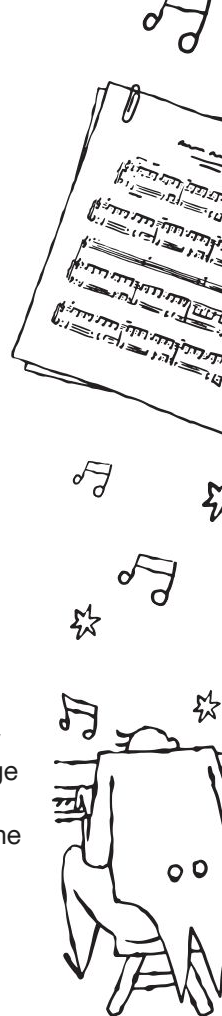
**Noelle Gambuti**  
Publishing Specialist

Noelle graduated from Pace University with a degree in Arts and Entertainment Management and fell in love with music during her many years of dance training. She always knew she wanted to have a career in the music industry and now focuses on educating Songtrust clients on music publishing and why it is so important to maintain the rights to their music.



**Elizabeth McBride**  
Publishing Specialist

With a degree in Music Industry Studies from Loyola University Orleans, the publishing world has become Elizabeth's centrifuge for understanding how songs get from creation to transaction data. After witnessing widespread inequality for songwriters, she now shares Songtrust's mission to create better harmony for performing rights and royalty models, and improve publishing literacy as a whole.

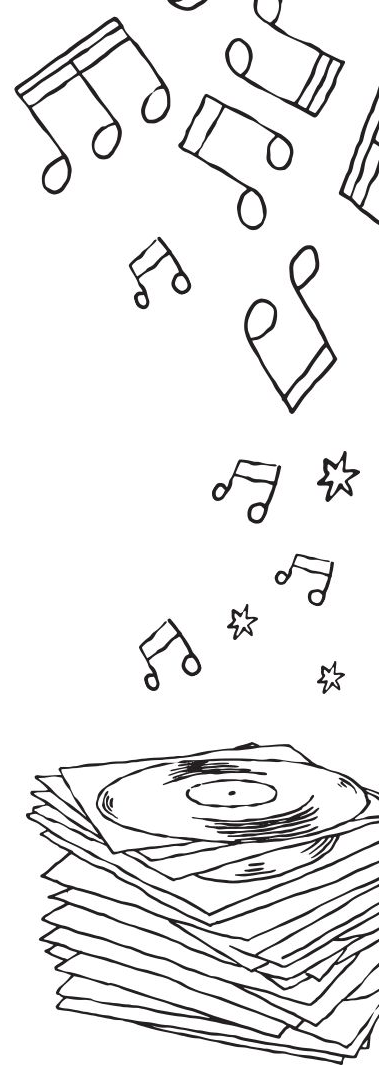


# Today's Agenda

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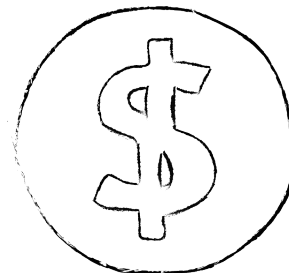
*We hope you'll:*

- Learn the difference between **composition and recording** revenue
- Have a better understanding of **mechanical vs performance** royalties
- Know **where** these royalties are earned from and **who collects** them
- Understand the reality of why publishing is a **slow game**



# Being A Rights Owner

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## What happens when you write a song?

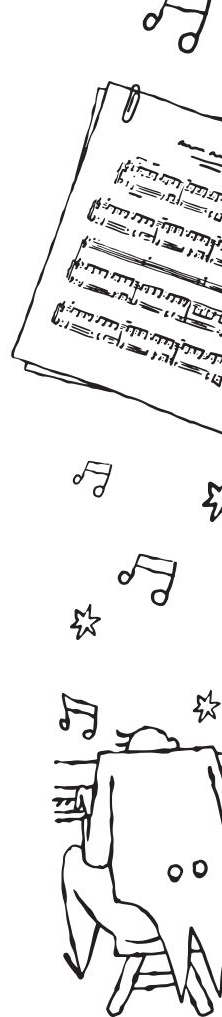
As soon as your song is in a tangible form  
(like a demo), you **own** the copyright  
and you **are** the publisher

## What rights do you get?

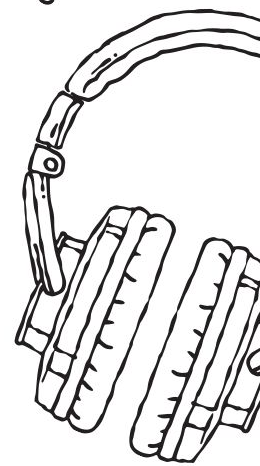
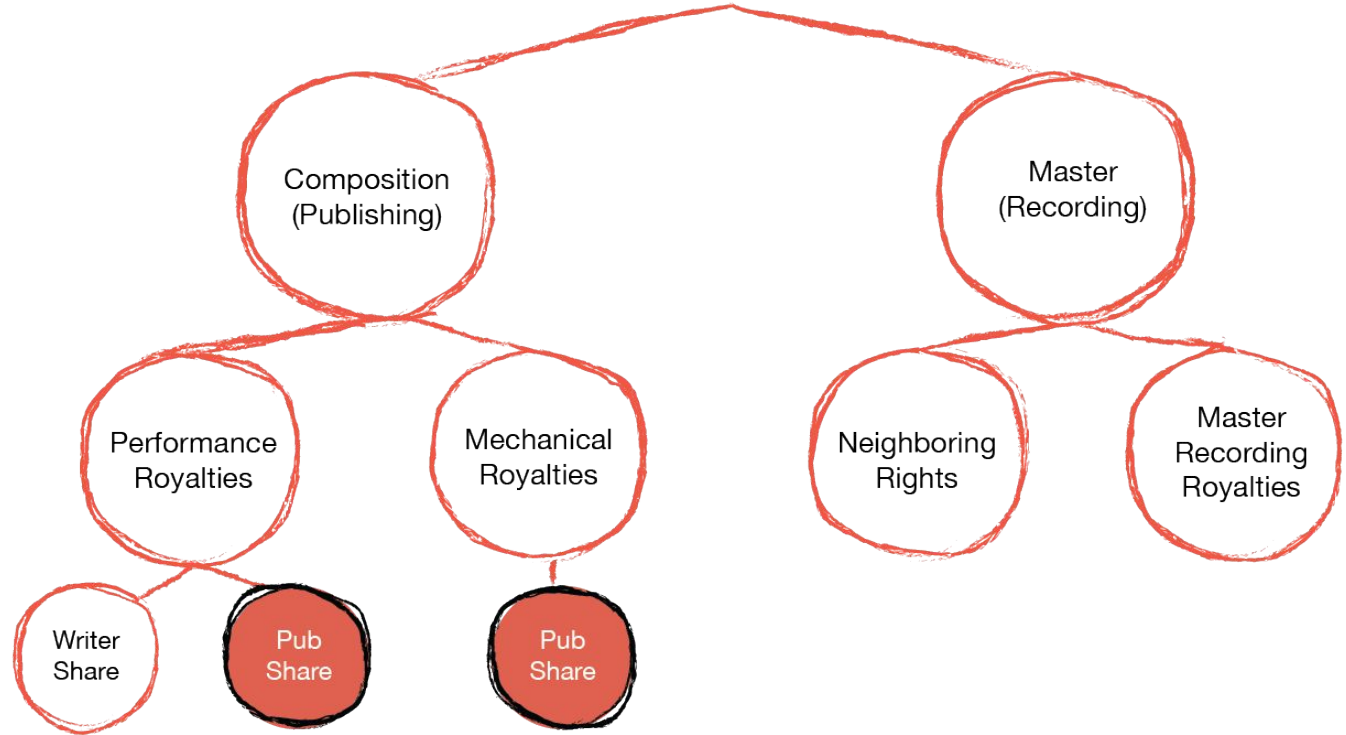
Reproduce the work  
Distribute copies of the work  
Perform the work publicly  
Make a derivative work  
Display the work publicly

## What royalties are generated?

Mechanical  
Performance  
Micro-Sync



# Original Song



# Writer's vs Publisher's Share

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## Writer's Share

The percentage of ownership in a work attributable to the **author and/or composer**.

## Publisher's Share

The share of revenues that may be granted to a **music publisher** via a publishing contract - depending on the type of publishing agreement.  
*If you do not have a publisher, you own this share as well.*

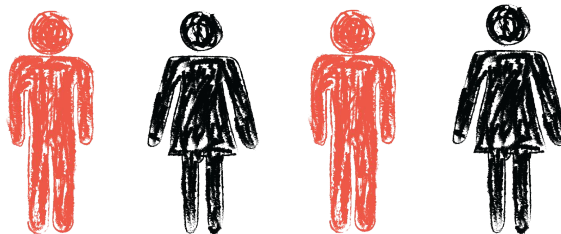
# What If There Are Multiple Writers?

Typical Example:  
50% Publishers Share + 50% Writers Share



100%

Multi-Writer Example:



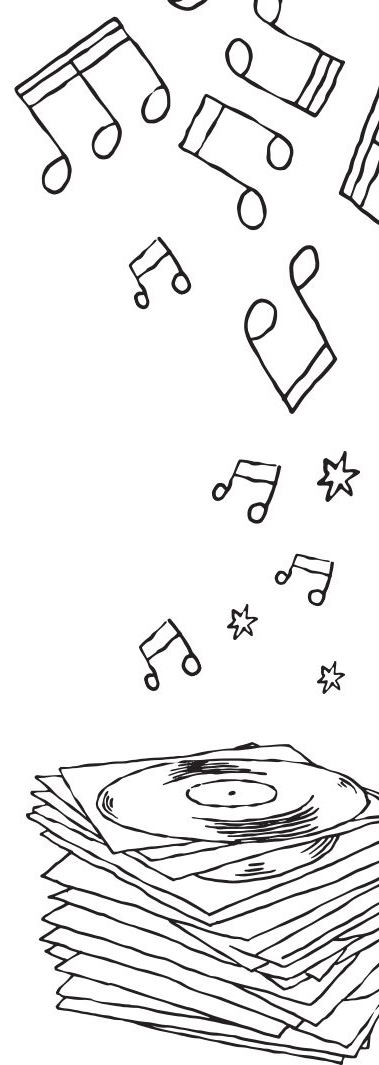
25%

25%

25%

25%

**Split Sheet:** The agreement between you and the co-writers about who will receive what share of future royalties.





# What Are The Types Of Royalties?

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## Performance Royalties

*When your song is publicly performed*

- Restaurant, bar or cafe
- Streaming services (ex. Spotify, Apple Music, etc)
- Live Performance (Tours/Setlists)
- Interactive Radio (ex. Pandora)



## Mechanical Royalties

*When your song is digitally streamed or physically reproduced*

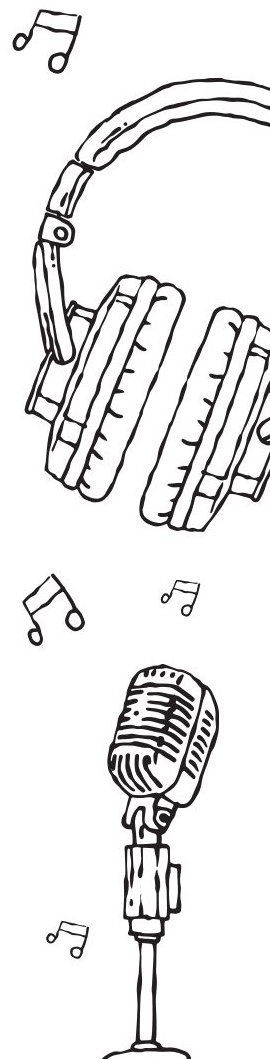
- CD, vinyl, or digital download
- Streamed “on demand” services (ex. Spotify)



## Micro-Sync Royalties

*Royalties earned from the use of your music in videos*

- YouTube



# Where Do Royalties Come From?

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## Performance Royalties

*When your song is publicly performed*

### **PROs**

*ASCAP, BMI, SOCAN, etc*

Often paid directly to the songwriter



## Mechanical Royalties

*When your song is streamed or physically reproduced*

### **Mechanical Rights Societies**

*HFA, CMRRA, etc*

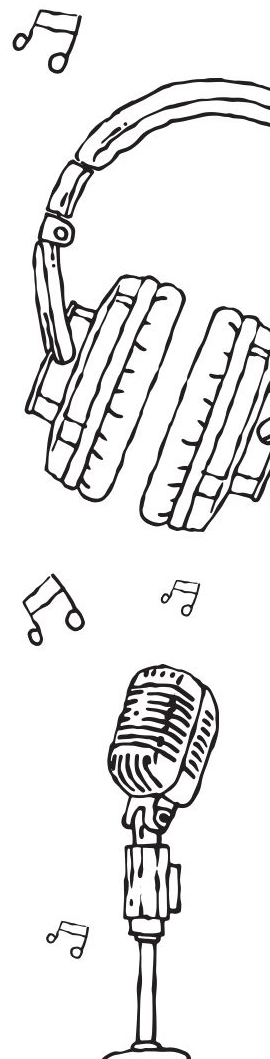
Typically paid to a publisher



## Micro-Sync Royalties

*Royalties earned from the use of your music in videos*

### **Directly from YouTube**

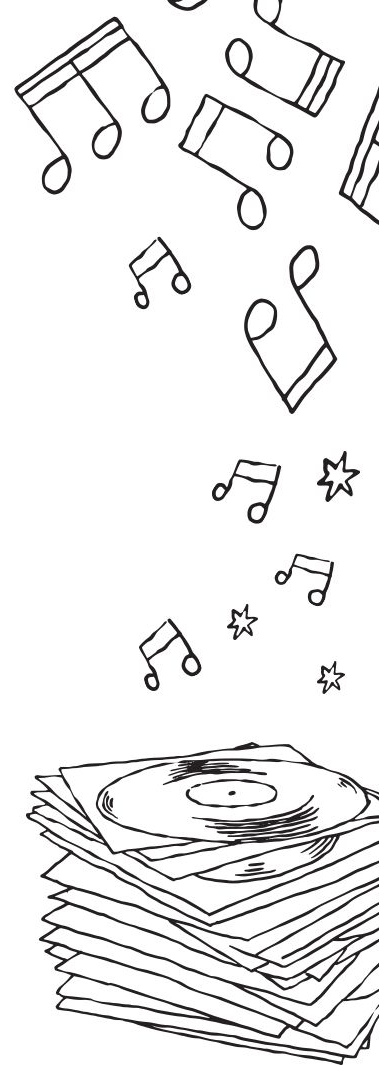


# Collective Management Organizations

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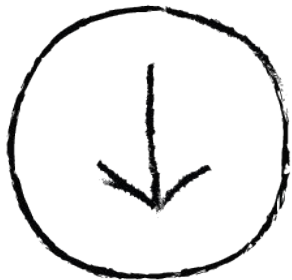


*and many more . . .*



# Why Does Publishing Take So Long?

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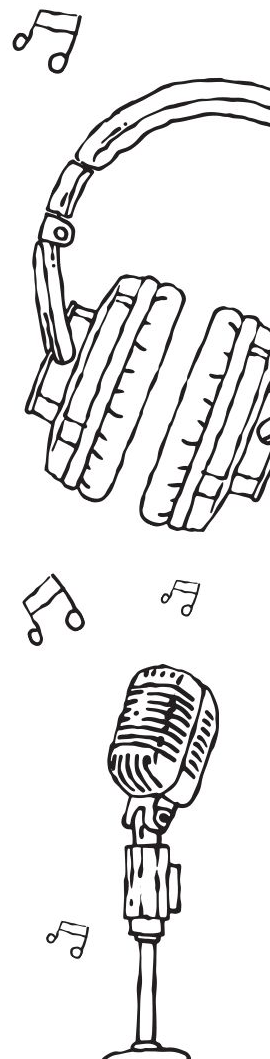
Identifying and collecting  
**inconsistent** data



Registering with over  
**200+ societies**  
worldwide

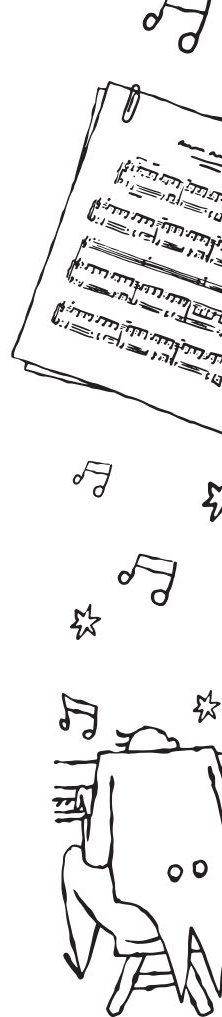


Time! It's often just a  
**waiting game**



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# Who is **Songtrust**?



# 150,000+

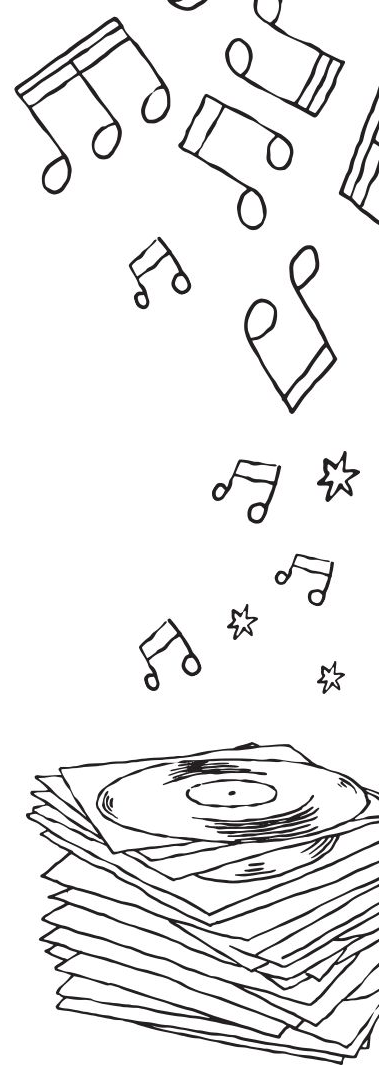
Songwriters registered with Songtrust









# 20,000+

Music publishers collecting their royalties globally

# 1MM+

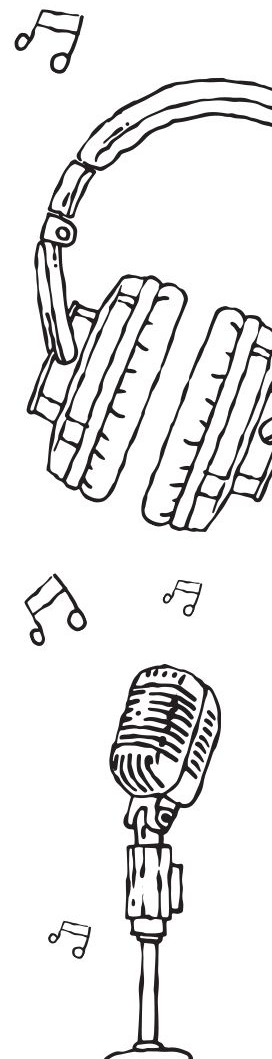
Copyrights represented



	 Songtrust™ Terms	Traditional Publishing Deal
 Deal Length	Cancel at any time after one year	Locked into a longer term, usually three or more years
 Accounting	Pays four times per year	Pays only two times per year
 Catalogue	Register only the songs you want Songtrust to represent	Generally required to register all of your songs written prior to or during the term
 Copyright	Keep 100% of your copyright	Give publisher 25-50% of your copyright for life
 Sync Rights	Control your sync rights	Give up sync rights for publisher to exclusively license
 Fees	15% fee on publishing royalties administered. Client receives 85%	Varying percentage of all royalty streams including upwards of 50%
 Tech	Technology focused and client centered	Offline, manual process

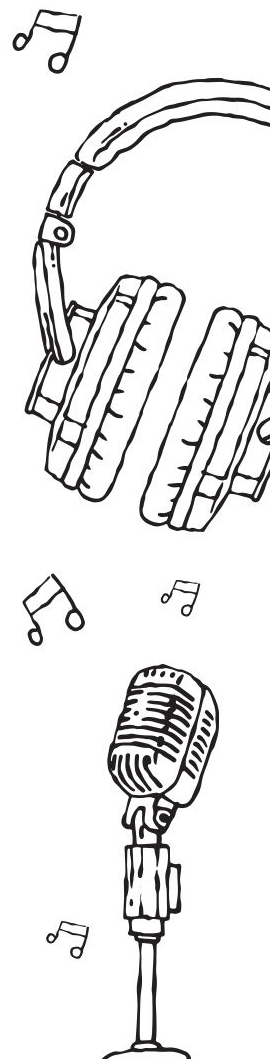


**One-time registration fee:  
\$100/writer**



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# Questions & Answers

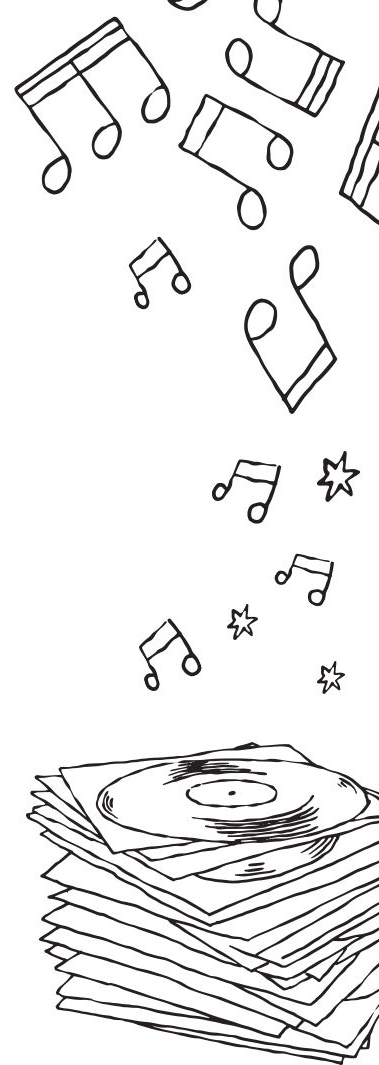




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**Songtrust**®

