

Week 4 - Reference Page

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Income Streams

<p>Songwriter & Composer</p> <ul style="list-style-type: none"> - Publisher Advance - Mechanical Royalties - Commission - Performance Royalties - Streaming - Mechanical Royalties - Composing Works for Broadcast - Sync Licenses (An existing work) - Sheet Music Sales - Lyric Display: Paid to publisher - Ringtones (outdated) 	<p>Recording Artist</p> <ul style="list-style-type: none"> - Retail Sales - Digital Sales - Sales at Shows - Streaming Sales - Digital Performance Royalties - Master Use Synch Licenses - Record Label Advance - Record Label Support
<p>Performer & Session Musician</p> <ul style="list-style-type: none"> - Show/Performance fees - Session Musician fees for studio work - Session Musician fees for Live Work - Non-Featured Artist Payments: <i>Neighbouring Royalties</i> 	<p>Knowledge of Craft</p> <ul style="list-style-type: none"> - Music Teacher - Producer - Speakers' Fees: Conducting a lecture, workshop or masterclass
<p>Brand-related</p> <ul style="list-style-type: none"> - Merchandise sale - Fan club - YouTube Ads - Ad revenue: On website - Acting: Camera appearances - Endorsements: Products or Money from a brand you are endorsing 	<p>Other Sources</p> <ul style="list-style-type: none"> - Fan funding: Money directly from fans to pre-sell tour/show/new music - Sponsorship: Corporate/Private support for a tour or your work - Grants: Public arts and culture grants/funding - Art Administrator: Managing admin aspects of a group

Tax (Withholding Tax)

Tax is a legal requirement of any country and income earned by musicians is subject to tax. When your music is used/licensed in another country through your performance, streaming or any other manner, you will have to make sure that due diligence is done to ensure that you have provisioned for the tax on that income. Promoters would normally subtract the tax you owe from the amount due, paying you the net amount and paying your tax to the tax authority. This is called Tax Withholding. Some of the rates can go up to 30% as with some aggregators.

If you are from a country that has a tax treaty/deal with the country the income as collected/paid by the promoter/aggregator, you can fill in a form that allows you to avoid double taxation and pay you the full amount. You are still liable for tax, but in your country or as is stipulated by the tax treaty.

Remember Taxes also fund much needed arts councils like the **A.C.E** which provide support and foundation to the arts and culture industry of which you are a part of.

Funding & Grants

There are organisations that can help and support your creative endeavour:

HelpMusicians : Charity-based organisation

Develop Your Music: Record & Release, Skills, Touring and Professional Development: (£3000 - £5000)

Help Musicians Business Accelerator: Area based. Training & £500 support

Arts Council of England: Government(tax) funded organisation

Develop Your Creative Practice: Up to **£12 000**

National Lottery Project: up to **£30 000** or more

PRS Foundation: Membership funded organisation

Women make Music: Support the development of women, trans and non binary artists

TheOpenFundForMusicCreators: Development of songwriters and composers of all genres at different stages of their career.

Glastonbury Emerging Talent Competition: For a chance to perform at Glastonbury+ £5000

ReBalance: 5 days studio recording time to a core female band or artist & a slot at a festival.

Data Tools (Trends & Music Industry Insights)

Data tools are analytics software or apps that collate/aggregate/summarise all data and information available on the internet. From your social media profile, released works, press release or mentions and references to you and other musicians, industry trends and topics. They can help you navigate the industry as well as become input to your strategy or next release plan.

Chartmetric - (Artist Dashboard that collects and shows all your publicly available information in one place) - alternative [Soundcharts, Viberate]

Spotify for Artists - (Digital Streaming platform dashboard) - alternative [AppleMusic, Deezer, AmazonMusic]

Notion - (Productivity and Note-taking application) - alternative [Mondays.com, Trello]

un:hurd - (AI-powered personalised digital promotion platform) - alternative [Artist Growth]

Coursera - (Offers free online courses in conjunction with Universities) - alternative [The Open University, Udemy, Alison.com]

Wise - (A business account that allows you to have multi-currency banking accounts) - alternative [Revolut, Tide]

Google Drive - (Provides you with 15GB of cloud space to save your digital assets i.e demos, photos etc...) - alternative [Dropbox, iCloud]

Groover - (Provides service for Playlisting and Media features) - alternative [Submit Hub]

Unsigned Guide - (UK Music Industry contact list)

Soundbetter - (Online database to find producers, mixing and mastering engineers to help finish your song, a song finisher) alternative [Fiverr]

Your Dashboard (Refreshable Data and Trend Indicator) Keeping an eye on what is important to you and your career.

- **un:hurd + Chartmetric + Wise** = Can show how your efforts affect, streaming and eventually what is paid to you.
- **Notion + Chartmetric + Spotify For Artists** = Your artist productivity tasks completed affects your social profile and everything linked to it

REMEMBER: Technology should enable you and not disable you!

- Creating a meaningful dashboard of indicators to help you navigate your goals and plans.
- Knowing/Understanding your weakness to harness the power of technology to strengthen your efforts
- Your battery (Mental health) vs Your Phone's/Laptop's Battery (External Expectations)