Small Business Help / Business Start-Up Information

COBRA: Complete Reference Advisor
Fact sheets for small businesses in PDF format – available online via electronic resources

Business Opportunity Profiles: Practical fact sheets detailing how to start and run particular businesses. Includes information on necessary skills, qualifications, market & trading issues, legislation and lists other sources of information and advice.

- Audio-visual Equipment Hire 2013 BOP210
- DJ and Mobile Disco Service 2014 BOP006
- Entertainment Agency 2013 BOP375
- Independent Record Label 2013 BOP204
- Music Shop 2014 BOP018
- Musician 2013 BOP205
- Private Music Tutor 2012 BOP054
- Record Shop 2014 BOP520
- Rehearsal and Recording Studio 2013 BOP390

UK Market Synopsis:
Music Retail 2011 SYN002

Business Information Fact Sheets
- A Guide To Applying For A Music Licence 2013 BIF488
- A Guide to Using the Copyright of Others 2014 BIF157
- A Guide to Using Copyright to Protect Your Work 2014 BIF218
- Musical Copyright - A Guide to 2012 BIF237

Small Business Help Section / BIPC1
Open access books in the Business & Intellectual Property Centre
All You Need To Know About The Music Business by Donald S Passman (Penguin, London 2008) [(B) SBH 338.4778 BUS]
An 'easy to understand' overview of all aspects of the music business from recording contracts to touring to merchandise rights etc. Covers traditional industry matters together with recent developments such as downloads, streaming, digital royalties and podcasts.

How To Make It In Music by Stuart James Smith (Dennis Publishing 2008) [(B) SBH 780.23731 BUS]
Advice from industry professionals on: Venues, promoters, festivals, managers, lawyers, publishing, home and studio recording, creating demos, approaching record labels etc.

Music 3.0 : A Survival Guide For Making Music In The Internet Age by Bobby Owsinski (Hal Leonard Books 2011) [(B) SBH 780.688 BUS]
Explains the recent evolution of the music industry into the digital age. Covers the pros and cons of recent developments in practical terms. Includes interviews with leading industry specialists and has in-depth coverage of social media as marketing tools, distribution, brand development etc.

Music Distribution & The Internet by Andrew Peter Sparrow (Gower, Aldershot 2006) [(B) SBH 343.07878 BUS]
Explains the legal requirements associated with doing business over the Internet. Provides practical advice on how to approach key relationships with the internet buying consumer and other online media providers.

Music Marketing for the DIY Musician by Bobby Borg (Hal Leonard Books 2014) [(B) SBH 780.688]
Written by a professional musician, writer and music educator this book is a very practical guide to producing a customised, low-budget plan of attack for artists marketing and promotion their own music. Draws on the author’s academic and practical research involving thousands of independent artists and marketing experts worldwide.

Music: The Business by Anne Harrison (Virgin Books, 2014) [(B) SBH 343.4107878]
A guide to all the business elements of being a pop musician, including management, recording deals, live performances, merchandising, digital distribution etc. The author is a lawyer but the book is not solely about law.

Covers the entire subject of copyright (books, films, television etc) in a practical, user-friendly manner, with a section specifically for music.

Please note that many other publications about copyright are available within the BIPC.

Market Research & Statistics

How Britain Shops for Music & Video (Verdict, 2014) [Available onsite via electronic sources]
Consumer research on the trends and factors that affect sales in this market such as downloading, digital rights management, increased VAT etc. Covers consumer demographics and includes comparisons between the major retailers.

Music Concerts and Festivals (Mintel, 2014) [Available onsite via electronic sources]
Gives consumer factors affecting the market over the last few years such as ticket pricing, youth unemployment, consumer confidence etc. with a SWOT analysis, market size and forecast. Includes consumer attitudes to merchandising and onsite consumables etc.

Music Industry (Key Note, 2014) [Available onsite via electronic sources]
An overview of the music industry within the UK (with some global references) with market size, trends, legislation, trade associations etc. Covers recorded music, live performances, music in the
media and amateur music with a PEST analysis and future prospects.

**Music and Video Purchasing** (Mintel, 2014) [Available onsite via electronic sources]
Covers the UK market and consumers attitudes to various available media formats in relation to new technology etc. Analyses market issues such as digital content on demand, gadgets, download vs hard-copy and gives market size, segmentation and forecasts.

**UK Consumer Satisfaction Index 2014 Music & Video** (Verdict, 2014) [Available onsite via electronic sources] This report measures and ranks customer satisfaction for all the major music and video retailers.

**UK Digital Music : Marketing Opportunities Coming Into Focus As Consumers Go ‘Full Stream Ahead’** (eMarketer, 2014) [Available onsite via electronic sources]
Report covering the still-evolving streaming music service in the UK. Covers consumer trends, methods and demographics and suggests opportunities for marketers seeking UK audiences.

**BPI Yearbook 2013: The British Recorded Music Industry** (British Phonographic Industry Ltd) [BIPC Enquiry Desk]
Statistics from the main industry association. Provides an annual review of the UK industry – downloading, advertising, album/singles sales, consumer profiles, piracy, airplay etc. A world market overview is included.

Free report giving an overview of recent developments within the UK digital music industry. Covers social media, apps, streaming services, legal and illegal music consumption.

**Digital Music Report** (IFPI, 2013) [(B) MKT 780.28565 BUS]
Analysis of the global digital music market. Includes the latest developments and trends with the global best-selling albums, singles, downloads etc. Touches on the creative industries as a whole and covers strategies to increase sales, marketing methods and piracy.

**Recording industry in numbers** (IFPI, 2013) [(B) MKT 338.47780 BUS]
Facts and figures on the worldwide music industry including best-selling charts, consumer trends, performance rights income, and individual country data. Lists online music services, association contacts and tax revenue by region.

**UK Content Delivery: Are Consumers Choosing to Store, Stream or Stick?** (eMarketer, 2013) [Available onsite via electronic sources]
Report examines UK consumer habits and preferences around the delivery of TV, movies, music and gaming content. Covers accessibility via streaming, storing via local or cloud mediums, or traditional CD, DVD, etc methods.

Please note that many articles about the music industry (from business journals and newspapers) are available onsite via electronic sources from the databases:

*eMarketer, Business Source Complete (EBSCO), Factiva, ABI Inform Global*

**Trade Magazines and Newsletters** (ordered via Explore The British Library)

**Audience**: for the international contemporary live music industry (Audience Media Ltd) [ZK.9.b.21486] Covers the international contemporary live music business. Provides news, features and tour information and is aimed at promoters, festival organisers, venue owners/managers, booking agents, artiste managers, record and publishing company executives, etc.

**Audio Media** (IMAS Publishing UK Ltd) [(P) RV 50 - E(10)][HUS 050] Open Access NSA collection
For professional sound engineers & studios. Includes equipment, audio for video, broadcast, internet
audio, live sound systems, concert & event sound, multimedia, post-production, recording, music, radio. Website: www.audiomedia.com

Billboard (Billboard Music Group) [ZC.9.d.566][HUS 050] Open Access NSA collection
News about the international record industry. Includes new artist signings, detailed sales charts, music genre profiles, events. Website: www.billboard.com

Computer Music (Future Publishing Ltd) [(P) PP 374 - E(1)]
Guide to making music using a PC or Mac. Reviews technology, equipment and software available for making music. With tutorials, reviews, solutions to technical problems plus free software and samples.

Computer Music Specials (Future Publishing Ltd) [CDS.9.b.63]
Spin-off of Computer Music magazine. Each issue is solely focused on one topic, providing an in-depth guide to a current music-making development or software package. Previous topics have included Cubase, Reason, Ableton Live, GarageBand, DJing Beginner’s Guide, Recording Guitars and Online Music. Each issue includes advice, tips and detailed step-by-step tutorials.

Electronic Musician (Polyphony) [(P) RX 72 - E(5)]
Services and facilities directory included

Future Music (Future Publishing Ltd) [ZK.9.d.679]
Making music using modern technology. In-depth reviews by industry professionals plus news on all the latest hardware & software releases. Interviews musicians about equipment and technology used.

Lighting and Sound International (Offord) [ZK.9.b.1136]
Professional and trade journal for lighting and sound in the entertainment, presentation and communications industries including music venues, theatres, concert halls, conferences and exhibitions etc. Includes new product information, venue profiles, technical articles, shows, product guide, company profiles. Website: http://www.lisonline.co.uk

Live UK (Audience Media Ltd) [ZK.9.b.24850]
(Supplement to Audience) Covers the UK contemporary live music business (concerts, equipment and supplies). Provides news, features and tour information to the country’s promoters, festival organisers, venues, artiste managers, booking agents etc.

Mixmag (DMC Publishing) [ZK.9.b.8050] [Cup.938/563]
Gives information on clubs and dance music, and includes a Mix CD from current big-name DJs.

Mondo Dr : Technology In Entertainment (Mondiale Publishing) [ZK.9.d.2122]
Trade magazine for sound & lighting professionals incl. nightclubs, stadia, theatre, special effects, entertainment venues. Includes detailed product reports & market studies.

Music and Copyright (FT Business Enterprises) [(P) BG 85 - E(2)][HUS 050] Open Access NSA collection. Case studies included

Music Week (Morgan-Grampian) [HUS 050] Open Access NSA collection
UK record industry magazine with weekly news and charts. News, features, detailed sales charts, genre reviews, artist signings, retailers, job adverts. Website: www.musicweek.com

Music Tech Magazine (Anthem Publishing) [CDS.9.b.164]
Practical magazine for recording musicians, sound engineers and producers with practical features and tutorials.

New Musical Express (NME) (IPC Magazines Ltd) [HUS 050] Open Access NSA collection
Mostly news about artists, including charts, forthcoming concerts. Some news about record labels. Website: www.nme.com
Rhythm Magazine (Future Publishing Ltd) [ZK.9.b.10420] [CUP.938/702]  
UK magazine for drummers and percussionists. Includes Play Drums CD with tutorials, techniques and practise tools. Features news, reviews, drummer interviews and gives advice on equipment.

Sound On Sound (SOS Publications) [ZM.9.b.3] [HUS 050] Open Access NSA collection  
Covers music recording technology. Features articles on recording systems, mixing consoles, samplers, music software and microphones. Has a directory of suppliers and training providers.  
Website: www.soundonsound.com

Sound, Vision, Install (SVI) (Partridge Publications Ltd) [ZK.9.b.20691]  
UK trade magazine for professionals within the audio-visual and custom installation industries. Gives latest product reviews, business news, technological developments and commentary. Includes a comprehensive business directory, events and training diary and a recruitment section.

Total Guitar (Future Publishing Ltd) [ZK.9.b.7899]  
Information and tutorials to improve guitar playing. Featuring product & equipment reviews, artist profiles and interviews as well as techniques, tutorials. Europe’s best-selling guitar magazine.

Books in other departments  
(Many books covering various aspects of the music industry are available in the library. They can be found and ordered via the catalogue Explore The British Library. Some are listed below).

Artist Management For The Music Business by Paul Allen (Elsevier 2007) [YK.2008.a.3262]  
Features profiles of artist managers, templates for artistic career plans, samples of major contracts for artist management and record deals.

How To Make It In The Music Business by Sian Pattenden (Virgin Books Ltd 2007) [YK.2008.a.14703]  
Light hearted and often humorous look at many of the job profiles available in the music business from A&R Person to Vocal Coach.

Jobs In The Music Industry by Chris Brophy (Music Industry Learning 2007) [YK.2009.a.26213]  
Practical guide to various careers within the music industry. Profiles the many jobs available and gives hints about CVs, interviews, producing a business plan etc.

Law And Business Of The Entertainment Industries by Biederman et al (Praeger 2007) [YC.2007.b.508]  
US publication covering the legal side of the entertainment industry – contracts, rights, performance obligations, music publishing, sound recordings, the Internet and the digital world.

Manufacturing, Distribution & Promotion In The Music Industry by Chris Brophy (Music Industry Learning 2007) [YK.2009.a.27730]  
Very practical guide to music formats, pressing plants, physical and digital distribution, building and promoting websites, press releases, promotional packages, media etc.

Music Business: The Key Concepts by Richard Strasser (Routledge 2010) [m09/.29058]  
Comprehensive guide to the terminology commonly used in the music business from A-Z.

American volume covering digital technology, business models, the concert business, alternatives to airplay, with in-depth chapters on song writing, publishing, copyright, licensing, artist management, recording contracts, record & concert production, record labels, promotion & distribution, radio, TV, video, films, games, advertising, starting a business etc.

Music And Copyright by Ronald S. Rosen (Oxford University Press Ltd 2008) [YC.2009.a.3612]  
Very in-depth coverage of legal cases and issues related to copyright and music.

Music Industry Handbook by Paul Rutter (Routledge 2011) [m11/.15784 DSC] Provides a clear introduction into how the music industry works covering the practical aspects of key industry sectors. Includes business strategies and 'start-up' tools for those that wish to set up independent music ventures etc.


Promoting Your Music by Tom May & Dick Weissman (Routledge 2007) [YK.2007.a.19835] US music business covering song writing, recording and performing, the album, CD and record business, equipment required etc.

Recording In The Music Industry by Chris Brophy (Music Industry Learning 2007) [YK.2009.a.27729] Basic guide to the principles involved in sound recordings. Covers analogue vs digital audio, studio equipment, recording techniques, computer music, remixing, producing, arranging, mastering etc.

ROCK And Roll Fantasy? The Reality OF Going From Garage Band To Superstardom by Ronnie J Phillips (Springer 2013) [m13/.12223 DSC] Provides a history and overview of the music industry from the 50's to date. Covers various topics such as song-writing, innovations, contracts, live performance, technology, latest developments etc. Focuses on the entrepreneurial aspects of the industry that have led to major change and innovation.

The Best Jobs In The Music Industry by Michael Redman (Hal Leonard Books 2014) [YK.2014.a.7350] Covers job requirements, skill sets, potential revenue, longevity, benefits and challenges of a variety of music careers such as performer, label executive, recording engineer, music producer etc. Includes case studies with interviews with over sixty professionals.


Understanding The Music Industries by Anderton, Dubber & James (Sage 2013) [YK.2013.a.20275] Explains how the modern music industry works drawing on a wide range of sources. Covers song writing & publishing, production, distribution, promotion, contracts, live music, copyright etc. and includes famous examples/case studies to illustrate various points.

Web Marketing For The Music Business by Tom Hutchison (Elsevier 2010) [m08/.31549] Covers topics such as setting up a website, search engine optimisation, finding a market online,
creating and managing an online store, marketing via social media (MySpace, Facebook, Youtube etc). Aimed at DIY musicians, managers, and record labels wanting to maximise sales and exposure.


**Working in the Music Industry: How to Find an Exciting and Varied Career in the World of Music** by Anna Britten (How To Books Ltd 2006)
Exploring the various jobs and people of the music industry from roadie to sound engineer to record company chairman. A no-nonsense insider’s view on the real work in the real industry.

**Directories**


**The IMIT Membership Directory 2014** (The Acme Co) [(B) DIR 784.192802541 BUS]
Names and addresses of the members of the Institute of Musical Instrument Technology.

International music production guide. Lists concert, venue, equipment, recording, studios, artists, business & broadcast services. Artist index, record companies worldwide, festivals, booking agents, artist management, publishers.

(Writer’s Digest Books) [(B) DIR 338.761782421302573 BUS]
Lists music publishers, music print publishers, record companies, record producers, managers and booking agents, audiovisual and commercial music firms who handle songs and songwriters.

**The White Book 2013** (Ocean Media Events Ltd) [(B) DIR 338.761791025 BUS]
Production directory for events industry. UK talent, film, TV & video, conference industry, exhibitions, concerts, show & theatrical agents. [2014 Edn available P.421/848 (catalogue request)]

Reference source for the Worldwide music industry with listings of contact details of record labels, music publishers, wholesalers & distributors, manufacturers & listings of companies by country.

**The Creative Review Handbook 2011** (Centaur Media Plc) [(B) DIR 741.60688 BUS]
Design & new media; illustration; photography; picture libraries; photographic services; print; commercials; sound; live events; media agencies ; copywriters; courier & despatch; talent & casting agencies; translation.

**Internet Sources**

**The British Phonographic Industry (BPI)** represents the UK recorded music industry, including record companies and labels, as well as music manufacturers and distributors. It provides industry information, lobbies the Government on issues relating to the promotion of music in the UK and to music piracy. Website: [www.bpi.co.uk](http://www.bpi.co.uk)
The International Federation of the Phonographic Industry (IFPI) represents the worldwide recording industry and works to promote the value of recorded music. Website: www.ifpi.org

The Department for Culture, Media and Sport (DCMS) is the Government department responsible for policy on the music industry. Website: www.gov.uk/government/organisations/department-for-culture-media-sport

UK Music is the umbrella organisation which represents the collective interests of the UK’s commercial music industry - from artists, musicians, songwriters and composers, to record labels, music managers, music publishers, studio producers and music licensing organisations. Website: www.ukmusic.org

PRS for Music (an amalgamation of the Mechanical-Copyright Protection Society (MCPS) and Performing Right Society (PRS) (MCPS-PRS Alliance)) is the collection society for royalties earned from the copying and performing of copyrighted materials. They administer the performing rights in the musical works of its members who comprise composers, songwriters and music publishers. PRS licences are required by concert halls, dance halls, public houses, hotels and restaurants, ships, aeroplanes and anywhere else where copyright music is played in public. Any broadcaster using music, and anyone putting copyright music on the Internet, must also be licensed. Website: www.prsformusic.com

Phonographic Performance Limited (PPL) and Video Performance Limited (VPL) oversee the distribution of royalties to artists whose work is played in public. Website: www.ppluk.com

The Association of Professional Recording Services (APRS) is an association that represents members of the audio recording sector. It offers news and information on events as well as a quarterly bulletin. Website: www.aprs.co.uk

The Association of Independent Music (AIM) is a trade body for UK-based independent record companies, artists, labels and distributors. It provides basic guidance on how to start an independent record label as well as news and developments in the industry. The website contains a searchable directory of distributors. Website: www.musicindie.com

The British Academy Of Songwriters, Composers and Authors (BASCA) supports and protects the artistic, professional, commercial and copyright interests of songwriters, lyricists and composers of all genres of music. Website: http://www.basca.org.uk/

The Musicians' Union works to promote the interests of all types of musicians. Website: www.musiciansunion.org.uk

The Music Industries Association (MIA) is the sole UK trade association servicing and representing the interests of all UK businesses selling musical instruments and associated products. Website: www.mia.org.uk

The Music Publishers Association (MPA) is a non-profit organisation representing music publishers in the UK. It exists to safeguard their interests, and those of the writers signed to them. Website: www.mpaonline.org.uk

The Entertainment Retailers Association (ERA) is a trade organisation that represents retailers of recorded music, video, DVD and multimedia products. Website: www.eraltd.org

The Intellectual Property Office is the official government organisation that provides information and advice on all intellectual property issues including copyright. Website: www.gov.uk/government/organisations/intellectual-property-office
The British Copyright Council is an umbrella organisation bringing together organisations which represent those who create, or hold rights in, literary, dramatic, musical and artistic works and those who perform such works. Website: www.britishcopyright.org

The Independent Music Companies Association (IMPALA) is a trade association for Europe's independent music companies. Website: www.impalasite.org

The School of Sound Recording provides courses in audio engineering, live sound, post production, electronic music production, remixing and DJ skills. Website: www.s-s-r.com

Record Production.com is a website for producers, recording studios, studio & recording equipment worldwide. Has interviews, blogs, forums, equipment reviews, recording tips etc and includes a directory of recording studios. Website: www.recordproduction.com/

The Audio Engineering Society is a professional society devoted exclusively to audio technology. For engineers, students, scientists etc. Involved in the creation and maintenance of international standards in the areas of digital and analog audio engineering, communications technology, acoustics, media preservation and creative practice etc. Website: www.aes.org/

Music Producers Guild UK (MPG) is for everyone involved in the production of music and sound in all media, from student trainees through to working professionals. Has hints and tips for the recording process and a directory of producers, engineers, mixers, etc. Website: www.mpg.org.uk/

The Production Services Association (PSA) is the trade body for businesses involved in live events. The Association aims to lobby on behalf of the industry and raise technical and safety standards. Website: www.psa.org.uk

The Unsigned Guide is a subscription based industry reference tool for signed/unsigned artists containing information and contact details of record companies, publishing companies, artwork, creative and design companies, recording studios, promoters, venues and industry associations. Website: www.theunsignedguide.com/

Sound And Music Promotes new music from digital platforms to live events. Covers new technology and experimental approaches to recording. With opportunities for artists, composers and practitioners to upload their work via an on-line community, as well as comprehensive listings of events, video, multi-media, and details of all Sound and Music activities. Website: http://soundandmusic.org/

Music Week Directory is a subscription only directory of companies operating in the UK music and media industry, including record companies, music publishers, managers and recording studios. Website: www.musicweek.com/

The Official Charts Company compiles and lists the UK's top 40 chart. Website: www.theofficialcharts.com

Music Tank is a business development network for the music industry, set up by the University of Westminster. Website: www.musictank.co.uk

Record of the Day is a news service that provides music industry news to subscribers. Website: www.recordoftheday.com

The Music Void is a source of music business information and news, including articles on different types of business model and music events. Website: www.themusicvoid.com

Recess DJ hints and tips website, targeted more towards club DJs. Including sections on how to choose equipment and hints on playing live. Website: www.recess.co.uk
The National Association of DJs (NADJ) provides support for its members, including discounts, advertising on the association's website and the chance to interact with other DJs. Website: www.nadj.org.uk

The Mobile Disco Association is a membership organisation for operators of mobile discos. It provides useful guides on public liability insurance and PAT testing, plus a directory of members. Website: www.mobilediscodirectory.co.uk

The DJ Academy Organisation provides training at venues across the UK for prospective DJs. Website: www.djacademy.org.uk

The Academy of Contemporary Music provides training to musicians and other music professionals. Website: www.acm.ac.uk

The Incorporated Society of Musicians (ISM) is a professional body that represents the interests of musicians and tutors in the UK. It publishes information sheets giving guidance on professional careers in music, and has established a code of conduct and ethics for tutors. Website: www.ism.org

The Associated Board of the Royal Schools of Music (ABRSM) provides graded music examinations, and offers CPD opportunities and support to professional music teachers. Website: www.abrsm.org

Music Teachers UK Searchable directory of music tutors in the UK, as well as publishing a number of resources and guides to assist music tutors and teachers. Website: www.musicteachers.co.uk

The Agents' Association (Great Britain) is a membership body for entertainers' agents. It offers guidance on operating an agency, and its members are bound by a strict Code of Conduct. Website: www.agents-uk.com

The International Artist Managers' Association (IAMA) is the only worldwide association for classical music artist managers and concert agents. Website: www.iamaworld.com Website: www.classicalmusicartists.com

The Vocalist provides sample contracts and information on setting up as an entertainers' agent. Website: www.vocalist.org.uk/entertainment_agents.html

Note: Every effort has been taken to ensure the accuracy of the information contained in this document, however some recently acquired items may since have been added to the collection. Please ask for help at the enquiry desk or check the Business Information Catalogue for more details.

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