

## Artist Manager Profiles and Ratings 2017–2018

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Artist Managers who represent Canadian artists can register in the FACTOR system to do two things:

1. Create Artist Profiles, Applicant Profiles, and administer applications on behalf of the artists they represent (provided that the Artist is always the named Applicant). Artist Managers cannot submit applications in their own name for sound recording or live performance funding for the artists they represent.
2. If eligible, apply as an Artist Manager for one program: [Support for Eligible Music Companies](#)

If you wish to be eligible for funding as an Artist Manager, you must create and submit for review an Applicant Profile for your artist management business. FACTOR staff will review the information provided and will give you a **Company Rating**. The Company Rating indicates the Program(s) you can apply for as an Artist Manager.

FACTOR has two designated ratings for Artist Managers: Artist Manager 2 and Artist Manager 3.

### Artist Manager 2

To achieve this rating, your Artist Management business must meet all of the following criteria:

1. It must be a Canadian-owned business. It can be a sole proprietorship, a partnership, or an incorporated company provided that the majority of ownership is Canadian.
2. The business must be registered with a CRA Business Number;
3. The business must have been operating continuously for at least two years, and you must be able to demonstrate this through documentation such as your company financials, corporate registration, or management agreements;
4. The business and its owner(s) must be in good standing with FACTOR;
5. The business must be engaged in the primary activities of a Record Label, Music Distributor, Music Publisher, and/or Artist Manager, or some combination of the foregoing;
6. All the Qualifying Criteria information (including roster, company documentation and financial information) must be updated and submitted on or before the Annual Review deadline;
7. You must provide financial statements for the past three years and update those on an annual basis within 6 months of the company's fiscal year-end. Businesses that have only been in operation for two consecutive years must provide the past two years' financial statements. Financial statements must have been prepared in accordance with generally accepted accounting principles and must include a balance sheet and an income statement/statement of profit and loss.
8. You must submit written and signed management agreements that allow you to negotiate and execute international music business agreements for at least two Canadian artists, including at least one with a full-length album released in the 14 months preceding the start of FACTOR's fiscal year on April 1. Your artist roster must be at least 51% Canadian. To qualify for this rating, you cannot be one of the managed artists.

There is no minimum revenue threshold for this rating. With an Artist Manager 2 rating, you can apply to:

[Support for Eligible Music Companies](#): There are two components in this program, Business Development and Business Travel. **The total program funding limit per fiscal year across both components is \$7,500.**

- Business Development Component: contributes to the cost of business development activities
- Business Travel Component: contributes to the cost of your business travel to conferences, sales trips, etc.

## Artist Manager 3

To achieve this rating, you must meet all of the criteria for Artist Manager 2. In addition:

1. In the first year that the business qualifies, the revenue information and financial statements must show minimum annual gross revenues of \$100,000 in your most recent fiscal year, of which at least \$75,000 is derived from music-related activities in the categories of artist management, record label/master exploitation, music publishing, and music distribution; and
2. For the second and subsequent qualifying years, the revenue information and financial statements must show annual gross revenues of \$100,000 averaged over the two preceding fiscal years, including a two-year average of at least \$75,000 in annual revenues from music-related activities in the categories of artist management, record label/master exploitation, music publishing, and music distribution.

Please note that qualifying revenues for an Artist Manager are based on gross revenues from managers' commissions, fees and other retained revenue, NOT the artists' gross revenues.

With an Artist Manager 3 rating, you can apply to:

**Support for Eligible Music Companies:** There are two components in this program, Business Development and Business Travel. **The total program funding limit per fiscal year across both components is \$20,000.**

- Business Development Component: contributes to the cost of business development activities
- Business Travel Component: contributes to the cost of your business travel to conferences, sales trips, etc.