



Music Publisher Profiles & Ratings

2022-2023

Published April 1, 2022

FACTOR supports Music Distributors who are engaged in the wholesale distribution of music released by multiple labels and artists through to physical and digital retailers.

If you wish to be eligible for funding as a Music Publisher, you must create and submit for review an Applicant Profile for your music publishing 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 a Music Publisher.

FACTOR will be holding artist and company ratings at their 2021-2022 status for all applicants. If the applicant's current rating precludes them from applying and the applicant meets the threshold criteria for the program, the applicant may update their information in the portal. The applicant should contact their Project Coordinator to apply to the higher-tier program they seek access to for eligibility assessment.

FACTOR has two designated ratings for Music Publishers: Music Publisher 2 and Music Publisher 3.

Music Publisher 2

To achieve this rating, your Music Publishing business must meet all of the following criteria:

1. It must be a Canadian-owned business. It must be incorporated and have a CRA Business Number.
2. 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 or corporate registration;
3. The business and its owner(s) must be in good standing with FACTOR;
4. The business must be engaged in the primary activities of a Record Label, Music Distributor, Music Publisher, Artist Manager, or some combination of the foregoing;
5. All the Qualifying Criteria information (including catalogue, company documentation and financial information) must be updated and submitted on or before the Annual Review deadline;
6. 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.
7. You must have commercially published (meaning commercially released, or communicated to the public via radio play, sync placement, etc.) 25 Qualifying Titles in Canada, including eight commercially published Qualifying Titles from at least 2 different Canadian Artists within the following reference periods: (a) to qualify at the Annual Review, the eight Qualifying Titles must have been released within the 14 months preceding April 1; or (b) to qualify at the Semi-Annual Review, the eight Qualifying Releases must have been released within the 14 months preceding either April 1 or October 1 of the current fiscal year.

There is no minimum revenue threshold for this rating. With a Music Publisher 2 rating, you can apply to:

[Support for Eligible Music Companies](#): there are three components in this program, Business Development, Business Travel and Songwriter Support for Music Publishers.

The total program funding limit per fiscal year across all three components is \$17,500.

- 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.
- Songwriter Support for Music Publishers Component: contributes to the cost of domestic and international travel for a named songwriter.

Music Publisher 3

To achieve this rating, your company must meet all of the criteria for Music Publisher 2. In addition:

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.

With a Music Publisher 3 rating, you can apply to:

[Support for Eligible Music Companies](#): there are three components in this program, Business Development, Business Travel and Songwriter Support for Music Publishers.

The total program funding limit per fiscal year across all three components is \$40,000.

- 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.
- Songwriter Support for Music Publishers Component: contributes to the cost of domestic and international travel for a named songwriter.