



# 2007 ECONOMIC CENSUS

## Integrated Record Production and Distribution (Consolidated)

**DUE DATE**  
**FEBRUARY 12, 2008**

**Mail** your completed form to:  
**U.S. CENSUS BUREAU**  
**1201 East 10th Street**  
**Jeffersonville, IN 47134-0001**

IN-51251

**INFORMATION COPY  
DO NOT USE TO REPORT**

**Please read** the accompanying information sheet(s) before answering the questions.

**Need help or have questions about filling out this form?**

**Visit** [www.census.gov/econhelp](http://www.census.gov/econhelp)

**Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

- OR -

**Write** to the address above. Include your 11-digit Census File Number (CFN) printed in the mailing address.

(Please correct any errors in this mailing address.)

**YOUR RESPONSE IS REQUIRED BY LAW.** Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ballpoint pen.
- Please center numbers in their respective boxes.
- Do not use pencil or felt-tip pen.
- Do not put slashes through 0 or 7.
- Place an "X" inside the box.

Examples:  0 1 2 3 4 5 6 7 8 9

The reporting unit for this form is a consolidation of all your company's domestic establishments for the industry specified in the mailing address section. Establishments are generally single physical locations. Please update the pre-identified establishments for this industry in the locations of operations supplement. For further clarification, see information sheet(s).

**1 - 4** Not Applicable.

**HOW TO REPORT DOLLAR FIGURES**

Dollar figures should be **rounded to thousands** of dollars.

If a figure is **\$1,025,628.79**:

If a value is "0" (or less than \$500.00):

**Report** →

**Report** →

Mark "X" if None

2007

\$ Bil.	Mil.	Thou.	Dol.
	1 0 2 6		

**5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

Operating receipts of this consolidated reporting unit (Report total consolidated receipts derived from releasing and distributing sound recordings (e.g., compact discs, audio tapes, etc.), including recordings marketed through sales offices.) . . . . . 0100

Mark "X" if None

2007

\$ Bil.	Mil.	Thou.	Dol.

**6** Not Applicable.

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**7 EMPLOYMENT AND PAYROLL**

**Include:**

- Full- and part-time employees for this consolidated reporting unit whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return.

**Exclude:**

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.

For further clarification, see information sheet(s).

Mark "X" if None	2007
	Number

**A.** Number of employees for pay period including March 12 . . . . . 0320

**B.** Payroll before deductions (Exclude employer's cost for fringe benefits.)

	2007			
	\$ Bil.	Mil.	Thou.	Dol.
1. Annual payroll . . . . . 0300 <input type="checkbox"/>				
2. First quarter payroll (January-March, 2007) . . . . . 0310 <input type="checkbox"/>				

**8** Not Applicable.

**9 VALUE OF INVENTORIES**

**A.** Did this consolidated reporting unit own inventories, regardless of where held, at the end of 2007 and/or 2006?

0486  Yes - Go to line B

0487  No - Go to 19

**B.** Report inventories owned by this consolidated reporting unit as of December 31.

	Mark "X" if None	End of 2007				Mark "X" if None	End of 2006			
		\$ Bil.	Mil.	Thou.	Dol.		\$ Bil.	Mil.	Thou.	Dol.
1. Finished goods . . . . . 0461 <input type="checkbox"/>										0471 <input type="checkbox"/>
2. Work-in-process . . . . . 0463 <input type="checkbox"/>										0473 <input type="checkbox"/>
3. Materials, supplies, fuels, etc. . . . . 0462 <input type="checkbox"/>										0472 <input type="checkbox"/>
4. Total inventories before Last-in, First-out (LIFO) adjustment (if any) (Add lines B1 through B3) . . . . . 0460 <input type="checkbox"/>										0470 <input type="checkbox"/>
5. LIFO reserve (if any) . . . . . 0466 <input type="checkbox"/>										0476 <input type="checkbox"/>
6. Total inventories after LIFO adjustment (Line B4 minus line B5) . . . . . 0468 <input type="checkbox"/>										0469 <input type="checkbox"/>

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**10** INVENTORIES BY VALUATION METHOD

Report how much of the inventory reported in **9**, line B4 for 2007 is subject to the following valuation methods.

Mark "X" if None

2007			
\$ Bil.	Mil.	Thou.	Dol.

**A.** LIFO valuation method before adjustment . . . . . 0244

**B.** First-in, First-out (FIFO) . . . . . 0491

**C.** Average cost . . . . . 0492

**D.** Standard cost . . . . . 0493

**E.** Other valuation method - *Specify method* ↴

0895

0494

**F. TOTAL** (Add lines A through E. Total should equal **9**, line B4.) . . . . . 0490

**11-13** Not Applicable.

**19** KIND OF BUSINESS OR ACTIVITY

Which ONE of the following best describes this consolidated reporting unit's principal kind of business or activity in 2007?

(Mark "X" only ONE box.)

**Sound recording industries**

- 0700 512 220 00 1  Integrated record production/distribution (Primarily engaged in releasing, promoting, and distributing sound recordings, including audio tapes and compact discs.)
- 777 512 51 5  Manufacturing plant engaged in duplication and packaging audio tapes and compact discs - affiliated with an integrated record production and distribution company
- 777 512 51 2  Audio tape/compact disc duplication and packaging on a contract or fee basis (Not engaged in releasing, promoting, and distributing sound recordings.)
- 777 512 51 3  Sales offices of integrated record production and distribution company (Primarily engaged in selling records, tapes, and compact discs to wholesalers and retailers.)
- 512 210 00 1  Record production, contracting with musical artists, arranging, and financing the production of original master recordings

**Other kind of business or activity**

777 512 51 4  Record club, selling records, tapes, or compact discs by mail

773 000 00 2  Other kind of business or activity - *Specify* ↴

0701

**20 and 21** Not Applicable.

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<b>HOW TO REPORT PERCENTS</b>		2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
If figure is <b>38.76%</b> of total sales:		<b>Report whole percents</b>			3	9

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE

*(Report receipts by source for this consolidated reporting unit, either as a dollar figure or as a whole percent of total receipts (reported in 5). See HOW TO REPORT DOLLAR FIGURES on page 1 and HOW TO REPORT PERCENTS above. Do not combine data for two or more receipts lines.)*

**Line 1** - Report receipts from granting permission to use a musical composition, protected by copyright owned or controlled by this establishment. A musical composition may be the lyrics, the music, or both. Include the right to broadcast, publish, reproduce, record, modify, incorporate, or distribute musical compositions for an agreed period of time, manner, and place, such as the right to reproduce or adapt to another format, medium, language, or territory. Include licensing to use musical compositions on Internet radio or other similar programs where the sound file containing a recording of a musical composition is not available on an "on-demand" basis. Exclude outright sale of rights in perpetuity. Report licensing of rights to use a copyrighted musical recording on the appropriate detail lines under **line 3**.

**Line 1a** - Report receipts from a musical composition as part of a public performance for broadcast. The broadcast performance may be live, live-to-tape, or off of a recording. Include broadcasts over radio, television, and cable.

**Line 1b** - Report receipts from a musical composition as part of a public performance other than in a broadcast. The performance can be live or the public replaying of a recording of the musical composition in any public venue, such as a stadium, shopping center, theater, etc.

**Line 1c** - Report receipts from using a musical composition for recording or reproducing for distribution.

**Line 1d** - Report receipts from a musical composition used in television programs. The television program may be intended for broadcast stations, cable networks, or direct-to-video release.

**Line 1e** - Report receipts from a musical composition used in motion picture films.

**Line 1f** - Report receipts from a musical composition used in audiovisual works other than television or motion picture films. Include slide presentations, laser light shows, and other audiovisual works.

**Line 1g** - Report receipts from reproducing an audiovisual work containing a recording of a musical composition, including reproductions of videocassettes, DVDs, or laserdiscs. The audiovisual work being reproduced may have originally been produced and used for broadcast television or cable, as a motion picture, or for direct-to-video release.

**Line 1h** - Report receipts from a musical composition used in product advertisements and commercials. Include the permission to produce and use television commercials, theatrical commercials, and radio commercials, as well as print advertisements using copyrighted lyrics.

**Line 1i** - Report receipts to make a print reproduction of a musical composition. Include permission to use photographs, likenesses of the artists, and biographical material of the artist associated with producing a personality folio.

**Line 1j** - Report receipts from a musical composition for commercial use that will not be distributed as a phonorecord. Examples include licensing the rights to use musical compositions in the recording and reproduction of prerecorded syndicated radio programs or in background music services for a retail store or an airline.

**Line 1k** - Report receipts from a musical composition used in a dramatic presentation (any work employing narration, scenery, plot, costuming, etc.). Include permission to use a musical composition in an opera, operetta, ballet, skit, dramatic play, or musical, and the permission to create a dramatic presentation based on a musical composition.

**Line 1l** - Report receipts from a musical composition used in software, multimedia presentations, music boxes, musical greeting cards, video arcade games, etc., and permission to use a musical composition over the Internet in a manner that would not be considered a "performance" by a performing rights organization.

**Line 2** - Report receipts from a publisher in a foreign country to license and promote a domestic musical composition. The foreign "sub-publisher" represents permissions and interests of the composer, the original domestic publisher, or both in that country. The original domestic publisher receives a portion of all fees from licenses granted by the sub-publisher. Licensing of foreign musical compositions in the domestic country on behalf of a foreign publisher is classified identically to domestic licensing.

**Line 3** - Report receipts from granting permission to use a musical recording, protected by copyright owned or controlled by this establishment. Include the right to broadcast, publish, reproduce, record, modify, incorporate, distribute, or rent musical recordings for an agreed period of time, manner, and place, such as the right to reproduce or adapt to another format, medium, language or territory. Exclude outright sale of rights in perpetuity. Report licensing of rights to use a copyrighted musical composition on the appropriate detail lines under **line 1**.

**Line 3b** - Report receipts from granting permission to distribute a domestic musical recording, protected by copyright owned or controlled by this establishment, domestically. Licensing of foreign musical recordings in the domestic country on behalf of a foreign publisher is classified identically to domestic licensing.

**Line 3c** - Report receipts from granting permission to distribute a domestic musical recording, protected by copyright owned or controlled by this establishment, in foreign countries.

CONTINUE WITH 2 ON PAGE 5

CONTINUE ON PAGE 5

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

**Line 3d** - Report receipts from using a domestic musical recording for purposes not elsewhere classified, such as for use in television, film, advertisements, etc. Include downloadable sound files as well as files that are available only on an "on-demand" basis by the user via streaming technology, usually through a subscription.

**Line 4** - Report sales of physical media (CDs, cassette tapes, vinyl records, etc.) or electronic sound files containing recordings of musical sound material.

**Line 5** - Report sales of non-musical sound material, such as a comedic routine or play recorded onto a physical or electronic medium.

**Line 6** - Report sales of videocassettes and DVDs containing recordings of the music video of an audio work or of the live performance of an audio work, produced for sale. These audiovisual works may contain interviews with the artists, behind-the-scenes footage, and other features, but primarily contain musical works with accompanying visual material, such as videos and concert footage. Report sales of music videos and DVDs produced by others on **line 11**.

**Line 7** - Report receipts from marketing, promoting, and distributing phonorecords to wholesalers and retailers for other record labels.

**Line 8** - Report sales of musical compositions in printed form or electronic text. Include prints of owned compositions and of those for which this establishment has obtained rights to the copyrighted composition. Printed compositions are distributed as sheet music, folios, books in printed form, or electronic text to wholesalers and retailers for consumers.

**Line 9** - Report receipts from administering copyright licenses owned by others. Include administration of all copyrights to a musical work on behalf of a copyright holder, and also the administration of only certain copyrights, such as management of performance rights to a musical composition on behalf of the copyright holder by a performing rights organization. Include fees received from ensuring that the copyright owner is paid for the use by others of their copyrighted material. Report international subpublishing on **line 2**.

**Line 10** - Report receipts from granting permission for the commercial use of trademarked property owned or controlled by this establishment on merchandise (e.g., T-shirts, hats, pens, toys, etc.) owned by other economic entities.

Description of sales, shipments, receipts, or revenue	Census use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<b>1.</b> Licensing of rights to use musical compositions						
<b>a.</b> In broadcast performances (i.e., broadcast performance rights) . . . . .	35321					
<b>b.</b> In public performances, excluding broadcast (i.e., performance rights, excluding broadcast) . . . . .	35322					
<b>c.</b> To reproduce and distribute recordings (i.e., mechanical rights) . . . . .	35323					
<b>d.</b> In television programs (i.e., television synchronization rights) . . . . .	35324					
<b>e.</b> In motion picture films (i.e., movie synchronization rights) . . . . .	35325					
<b>f.</b> In other audiovisual works . . . . .	35326					
<b>g.</b> To reproduce a recording in audiovisual works (i.e., videogram rights) . . . . .	35327					
<b>h.</b> In commercial advertisements (i.e., commercial advertisement rights) . . . . .	35328					
<b>i.</b> To print musical compositions (i.e., print rights) . . . . .	35329					
<b>j.</b> To record and reproduce for commercial use, excluding distribution as phonorecords (i.e., electrical transcription rights) . . . . .	35331					
<b>k.</b> In a dramatic work (i.e., grand rights and dramatic adaptation rights)	35332					

CONTINUE WITH  ON PAGE 6

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**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	Cen- sus use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<b>1.</b> Licensing of rights to use musical compositions - Continued						
<b>I.</b> In other works - <i>Specify</i> ↴						
	35333					
<b>m. Sum lines 1a through 1l</b> . . . . .	35320					
<b>2.</b> Licensing of international rights to publish domestic musical compositions ( <i>i.e., international sub-publishing</i> ) . . . . .	35340					
<b>3.</b> Licensing of rights to use musical recordings						
<b>a.</b> To copy onto another record . . . . .	35351					
<b>b.</b> Domestic rights to distribute recordings . . . . .	35352					
<b>c.</b> International rights to distribute domestic recordings . . . . .	35353					
<b>d.</b> In other works - <i>Specify</i> ↴						
	35354					
<b>e. Sum lines 3a through 3d</b> . . . . .	35350					
<b>4.</b> Musical phonorecords						
<b>a.</b> Musical compact discs . . . . .	35361					
<b>b.</b> Musical cassette tapes . . . . .	35362					
<b>c.</b> Electronic musical phonorecords . . . . .	35363					
<b>d.</b> Other musical phonorecords - <i>Specify</i> ↴						
	35364					
<b>e. Sum lines 4a through 4d</b> . . . . .	35360					
<b>5.</b> Non-musical phonorecords . . . . .	35370					
<b>6.</b> Music videos and DVDs . . . . .	35380					
<b>7.</b> Distribution of phonorecords for other record labels . . . . .	35390					
<b>8.</b> Print music						
<b>a.</b> Music books . . . . .	35401					
<b>b.</b> Sheet music, folios, and electronic musical text . . . . .	35402					
<b>c. Sum lines 8a and 8b</b> . . . . .	35400					

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CONTINUE WITH **23** ON PAGE 7

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If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.

**22** DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

Description of sales, shipments, receipts, or revenue	Census use	2007					
		Estimates are acceptable. Report dollars OR percents.					
		\$ Bil.	Mil.	Thou.	Dol.	Percent	
0723	0720	0721				0722	
<b>9.</b> Administration of copyrights for others . . . . .	35410						
<b>10.</b> Merchandise licensing . . . . .	35460						
<b>11.</b> Resale of merchandise - Specify ↴ _____	39613						
<b>12.</b> All other receipts - Specify if more than 10 percent of total receipts ↴ _____	39711						
<b>13. TOTAL RECEIPTS - Sum of lines should equal 5 if reporting in dollars</b> . . . . .	39850					1 0 0	

**23 and 24** Not Applicable.

**25** EXPORTS OF GOODS AND SERVICES

**NOTE** - An export is a tangible or intangible product (e.g., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located **outside** the United States (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Include products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (e.g., foreign parent firms, subsidiaries, branches). Exclude products provided to domestic subsidiaries of foreign firms.

**A.** Did the receipts or revenue (reported in 5) include any amounts for exported goods or services?

0911  Yes - Go to line B

0912  No - Go to 26

2007			
\$ Bil.	Mil.	Thou.	Dol.

**B.** Amount of receipts or revenue for exported goods or services . . . . . 0914

**26 and 27** Not Applicable.

**28** LOCATIONS OF OPERATION

**A.** Complete the Pre-identified Locations of Operation supplement (See attached pages for 28A.)

**B.** Complete the Additional Locations of Operation supplement (See attached pages for 28B.)

**C.** Number of locations

**Include:**

- All locations in operation or temporarily inactive in 28A.
- All locations added in 28B.

**Exclude:**

- All locations that have ceased operation or were sold.

**Total** number of locations currently in operation . . . . . 6070

Mark "X" if None	2007
	Number

**29** Not Applicable.

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REMARKS (Please use this space for any explanations that may be essential in understanding your reported data.)

**30** CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

Yes

No - Enter time period covered →

FROM

Month

Year

TO

Month

Year

Name of person to contact regarding this report

Title

Telephone

Area code

Number

Extension

Fax

Area code

Number

Internet e-mail address

Date completed

Month

Day

Year

**Thank you for completing your 2007 ECONOMIC CENSUS form.**

**PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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