



U.S. DEPARTMENT OF COMMERCE
Economics and Statistics Administration
U.S. CENSUS BUREAU

FORM

IN-51251 (11-16-2011)

2012 ECONOMIC CENSUS

Integrated Record Production and Distribution (Consolidated)

OMB No. 0607-0934: Approval Expires 12/31/2013

DUE DATE
FEBRUARY 12, 2013

(Please correct any errors in this mailing address.)

Need help or have questions?

- **Read** the accompanying information sheet(s) before answering the questions.
- **Visit** econhelp.census.gov
- **Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

IN-51251

**INFORMATION COPY
DO NOT USE TO REPORT**

Report Online - It's fast and secure!
Go to: econhelp.census.gov

- **OR** -

Mail your
completed
form to:

U.S. CENSUS BUREAU
1201 East 10th Street
Jeffersonville, IN 47134-0001

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.
- Do not use pencil or felt-tip pen.
- Do not put slashes through 0 or 7.
- Please center numbers in their respective boxes.
- 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.

Mark "X"
if None

If a figure is **\$2,035,628.79**:

Report → ☐

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

Report → ☒

2012		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/> 2 <input type="text"/>	<input type="text"/> 0 3 6
EXAMPLE		

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

☐

2012		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>

6 Not Applicable.

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

2012

Number

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

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

Mark "X"
if None

2012

\$ Bil.

Mil.

Thou.

1. Annual payroll 0300 ☐2. First quarter payroll (January-March 2012) 0310 ☐**8** Not Applicable.**9** VALUE OF INVENTORIES

A. Did this consolidated reporting unit own inventories, regardless of where held, at the end of 2012 and/or 2011?

0486 ☐ Yes - Go to line B0487 ☐ No - Go to **19**

B. Report inventories owned by this consolidated reporting unit as of December 31 before Last-in, First-out (LIFO) adjustment (if any).

Mark "X"
if None

End of 2012

\$ Bil.

Mil.

Thou.

Mark "X"
if None

End of 2011

\$ Bil.

Mil.

Thou.

1. Finished goods

☐

0461

☐

0471

2. Work-in-process

☐

0463

☐

0473

3. Materials, supplies,
fuels, etc.☐

0462

☐

0472

4. **Total inventories**
(Add lines B1 through
B3.)☐

0460

☐

0470

5. LIFO reserve (if any)

☐

0466

☐

0476

6. **Total inventories**
after LIFO
adjustment (Line B4
minus line B5.)☐

0468

☐

0469

51251023

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 2012 is subject to the following valuation methods:

Mark "X" if None

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 (Sum of lines A through E should equal **9**, line B4.) 0490

☐

2012		
\$ Bil.	Mil.	Thou.
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>
<input type="text"/>	<input type="text"/>	<input type="text"/>

11-18 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 2012?

If none of the provided selections seem appropriate, provide a specific description of the primary business activity.


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 compact discs and audio tapes - affiliated with an integrated record production and distribution company
- 777 512 51 2 ☐ Compact disc/audio tape duplication and packaging on a contract or fee basis (Not engaged in releasing, promoting, and distributing sound recordings.)
- 777 512 51 3 ☐ Sales office 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 compact discs, records, or tapes by mail

773 000 00 2 ☐ Other kind of business or activity - Describe type of business or activity 

0701

20 and 21 Not Applicable.

**HOW TO
REPORT
PERCENTS**

Percents should be **rounded to whole** percents.

If figure is **38.76%** of total sales: **Report** →

2012

Report thousands of dollars OR whole percents.

Estimates are acceptable.

\$ Bil.

Mil.

Thou.

Percent

 39
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 or broadcast. The broadcast performance may be live, live-to-air, or off of a recording. Include broadcast 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 playing 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 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.

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.

CONTINUE WITH **22** 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 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 receipts from marketing, promoting, and distributing phonorecords to wholesalers and retailers for other record labels.

Line 7 - Report receipts from the outright sale, with all attendant property rights, of copyrighted audiovisual works. Include productions intended for commercial theaters, television, or the home theater market.

Line 9 - 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 10 - 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 granting that the copyright owner's work for the use by others of their copyrighted material. Report international publishing on **line 2**.

Line 11 - Report receipts from granting permission for the commercial use of trademarked property owned or controlled by this establishment on merchandise (e.g., shirts, hats, pens, toys, etc.) owned by other economic entities.

Description of sales, shipments, receipts, or revenue		2012			
		Report thousands of dollars OR whole percents. Estimates are acceptable.			
		\$ Bil.	Mil.	Thou.	Percent
1.	Licensing of rights to use musical compositions				
a.	In broadcast performances (i.e., broadcast performance rights) 35321				
b.	In public performances, excluding broadcast (i.e., performance rights, excluding broadcast) 35322				
c.	To reproduce and distribute recordings (i.e., mechanical rights) 35323				
d.	In television programs (i.e., television synchronization rights) 35324				
e.	In motion picture films (i.e., movie synchronization rights) 35325				
f.	In other audiovisual works 35326				
g.	To reproduce a recording in audiovisual works (i.e., videogram rights) 35327				
h.	In commercial advertisements (i.e., commercial advertisement rights) 35328				
i.	To print musical compositions (i.e., print rights) 35329				
j.	To record and reproduce for commercial use, excluding distribution as phonorecords (i.e., electrical transcription rights) 35331				
k.	In a dramatic work (i.e., grand rights and dramatic adaptation rights) 35332				




CONTINUE WITH **22** ON PAGE 6

CONTINUE ON PAGE 6

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

Description of sales, shipments, receipts, or revenue		2012			
		Report thousands of dollars OR whole percents. Estimates are acceptable.			
		\$ Bil.	Mil.	Thou.	Percent
1.	Licensing of rights to use musical compositions - Continued				
I.	In other works - <i>Describe</i> 				
	<div></div>				
	35333				
m.	Add lines 1a through 1l	35320			
2.	Licensing of international rights to publish domestic musical compositions (<i>i.e., international sub-publishing</i>)	35310			
3.	Licensing of rights to use musical recordings				
a.	To copy onto another record	35351			
b.	Domestic rights to distribute recordings	35352			
c.	International rights to distribute domestic recordings . . .	35353			
d.	In other works - <i>Describe</i> 				
	<div></div>	35354			
e.	Add lines 3a through 3d	35350			
4.	Musical phonorecords				
a.	Musical compact discs	35361			
b.	Musical cassette tapes	35362			
c.	Electronic musical phonorecords	35363			
d.	Other musical phonorecords - <i>Describe</i> 				
	<div></div>	35364			
e.	Add lines 4a through 4d	35360			
5.	Non-musical phonorecords	35370			
6.	Distribution of phonorecords for other record labels	35390			

CONTINUE WITH 22 ON PAGE 7

CONTINUE 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	2012			
	Report thousands of dollars OR whole percents. Estimates are acceptable.			
	\$ Bil.	Mil.	Thou.	Percent
7. Outright sale of musical works 35680				
8. Audiovisual works sold directly to the consumer				
a. Physical media (e.g., DVD, Blu-ray, videos) 35451				
b. Download of electronic media 35452				
c. Add lines 8a and 8b 35450				
9. Print music				
a. Music books 35401				
b. Sheet music, folios, and electronic musical text 35402				
c. Add lines 9a and 9b 35400				
10. Administration of copyrights for others 35410				
11. Merchandise licensing 35460				
12. Resale of merchandise - Describe ↴				
<div style="border: 1px solid black; height: 30px; width: 450px;"></div> 39613				
13. All other receipts - Describe if more than 10 percent of total receipts ↴				
<div style="border: 1px solid black; height: 30px; width: 450px;"></div> 39711				
14. TOTAL RECEIPTS - Sum of lines should equal ⑤ if reporting in dollars 39850				100

23 and 24 Not Applicable.

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51251072

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 **28**

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

2012								
\$ Bil.			Mil.			Thou.		

26 and 27 Not Applicable.

28 LOCATIONS OF OPERATION

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

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

C. Number of locations

Include:

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

Exclude:

- All locations that have ceased operation or were sold.

Mark "X"
if None

Total number of locations currently in operation 6070

2012					
Number					

29 Not Applicable.

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 →

		Month		Year				Month		Year	
FROM						TO					

Name of person to contact regarding this report

Title

Area code	Number			Extension		

Tele-
phone

Fax

Area code	Number		

E-mail address

Date
completed

Month	Day	Year

Thank you for completing your 2012 ECONOMIC CENSUS form.

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

51251080

