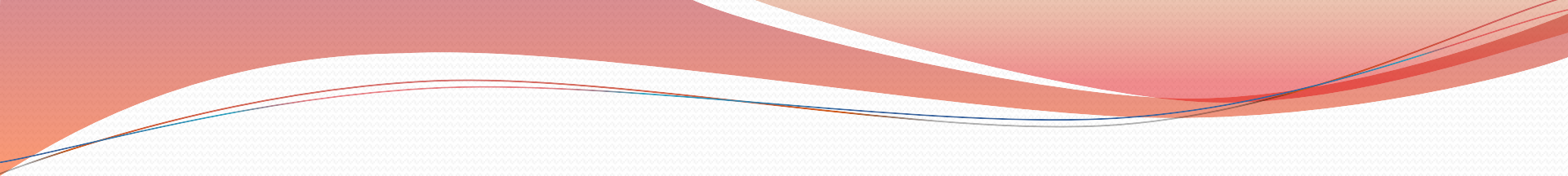




# **JAMCOPY Revised Royalty Distribution Models**

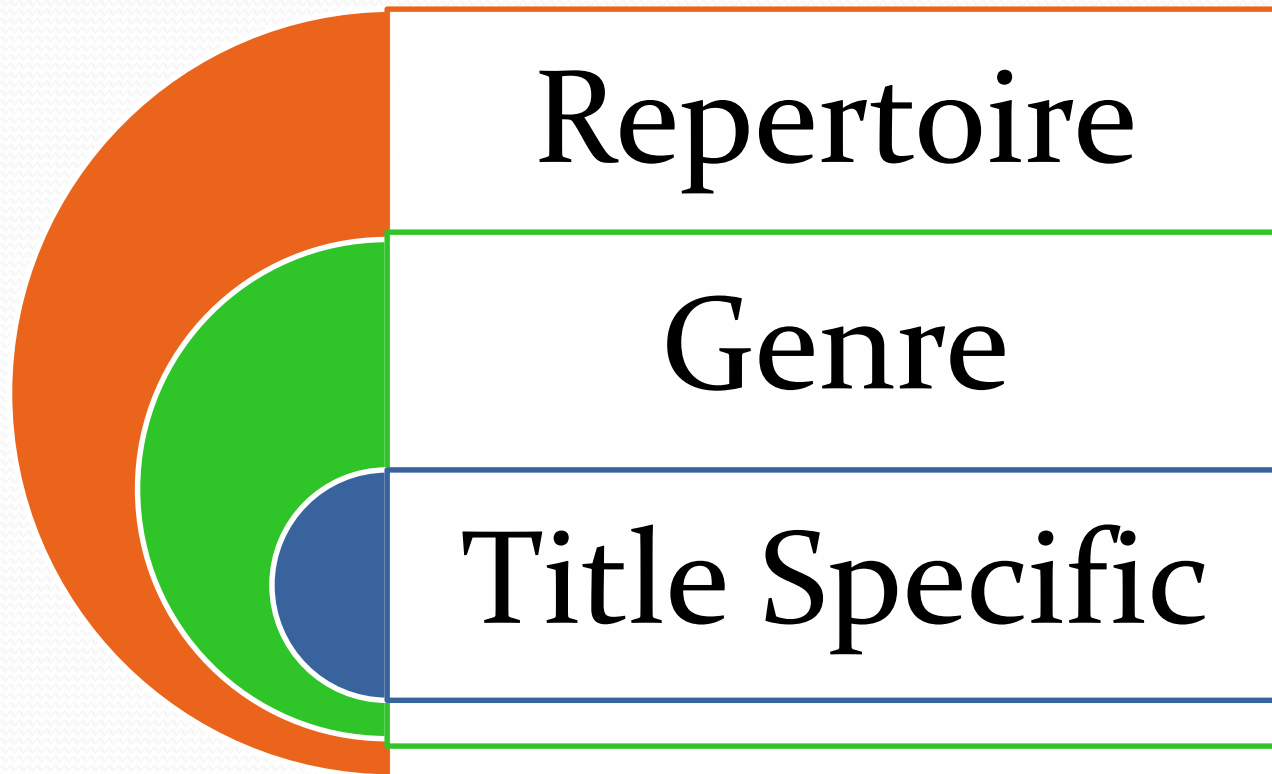
**Presenter: Carol Newman  
General Manager  
February 22, 2018**

- 
- Distribution System – How it works
  - Revisions
    - Phase 1
      - Models
    - Phase 2
      - Models

# Presented at JAMCOPY AGM February 22, 2018

## JAMCOPY Royalty Distribution Model

Up until December 2017, Royalties divided into 3 pools

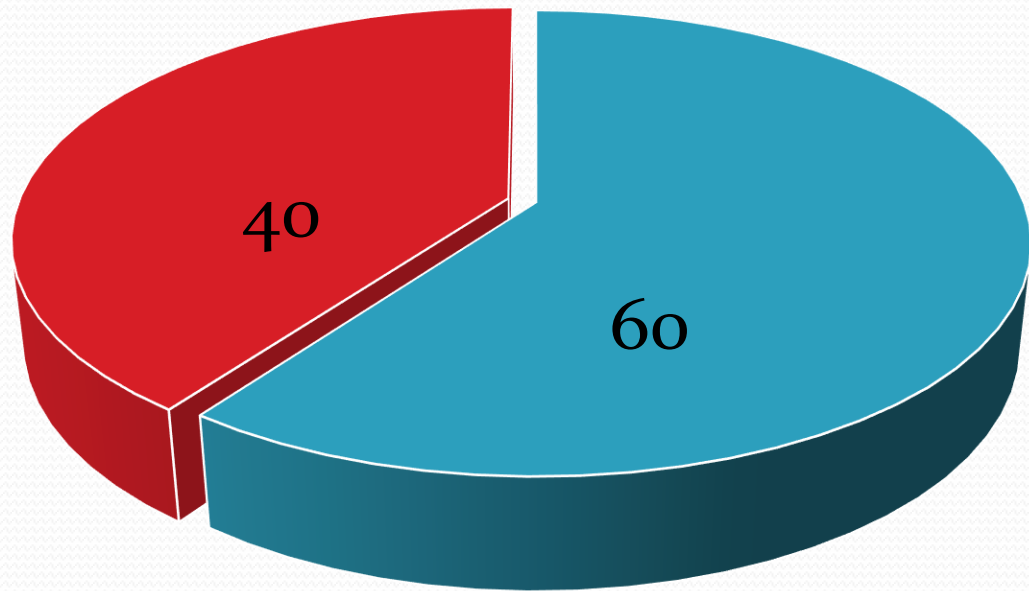


# JAMCOPY Royalty Distribution Model

- **Repertoire** – acknowledgement of individual affiliate's contribution to the JAMCOPY Repertoire – **EVERYONE**
- **Genre** – type of works created/published – **EVERYONE**
- **Title Specific** – based on usage data received from licensed institutions – **SOME affiliates**

# Repertoire Pool

- Allocation split between creators and publishers 60:40
- Shared equally among each group



# Genre Classification



## Creators

Genre Classification	# of Creators
Miscellaneous Publications	33
Musical Compositions	29
Visual Arts	89
Popular Periodicals	40
Newspapers	196
Textbooks	67
Trade/General Books	293
Journals	114
Reference/Scholarly	126

## Publishers

Genre Classification	# of Publishers
Miscellaneous Publications	4
Musical Compositions	3
Visual Arts	5
Popular Periodicals	7
Newspapers	2
Textbooks	17
Trade/General Books	29
Journals	8
Reference/Scholarly	23

# Genre Ranking

- Usage survey in 2011 in 3 universities and 1 college by Market Research Services Ltd with assistance from Access Copyright
- Survey provided baseline figures for tertiary sector
- Basis for distribution Model

Miscellaneous Publications

Musical Compositions

Visual Arts

Popular Periodicals

Newspapers

Textbooks

Trade/General Books

Journals

Reference/Scholarly



# Methodology - Genre

- Allocation to Genre Pool
- Apportioned as per ranking of each genre
- Money in each genre is split between publishers and creators in accordance with splits set out in the affiliation agreement
- Publishers' amount shared among all publishers in that genre
- Creators' amount shared among all creators in that genre

# Title Specific

- Based on usage logs submitted by licensed institutions
- Data is basis for payment to affiliates whose work is reported as having been copied
- Royalty is based on a per copy rate x number of copies reported
- Payment for each work reported is apportioned between publisher and creator according to the splits in the affiliation agreement

# Objectives of the Revised Model

- Align payments closer with usage in the sector from which fees received
- Reward creative output
- Account for contributors to each work, e.g. joint authors
- Ensure payments to persons who own the rights (e.g. work created in course of employment)



# Implementation Plan

The revised model will be implemented in phases starting in 2017

## Phase 1

- **2017 Royalty Distribution**

## Phase 2

- **2018 Royalty Distribution**

# Phase 1 - 2017: Main Features

- Maintained the 3 existing distribution pools (**Repertoire, Genre, Title Specific**).
- **Repertoire Pool** - Government of Jamaica license fee and foreign royalties received which are non-title specific (No Accompanying Usage Data).
- The **Genre and Title Specific Pools** - domestic tertiary license fees collected.
- **Genre payments** based on the current genre ranking as per **2011 usage survey**;
- **Genre payments in each genre fixed** regardless of publication output of the affiliate in that genre.

# General Effects

- Affiliates whose works are used in the tertiary sector generally saw increase royalties
- Others received less

# Sample Statements

Creator 1 (2016)	
	Total
Repertoire	12927.6
RS	7856.58
J	9444.11
TG	2986.11
NP	4130.16
PP	12692.12
<b>G-Total</b>	<b>\$50,036.68</b>

Creator 1 (2017)	
	Total
Repertoire	3206.62
RS	10946.72
J	13245.22
TG	4295.97
NP	6044.56
PP	18402.58
<b>G-Total</b>	<b>\$56,141.67</b>

# Sample Statements

Creator 2 (2016)	
	Total
Repertoire	12927.6
MP	2245.45
<b>G-Total</b>	<b>\$15,173.05</b>

Creator 2 (2017)	
	Total
Repertoire	3206.62
MP	3519.71
<b>G-Total</b>	<b>\$6,726.33</b>

Payment reduced in 2017 but recall that these licence fees are from tertiary institutions and this category of works are not copied on a large scale



# Sample Statements

Publisher 1 (2016)	
	Total
Repertoire	118631.25
RS	38258.15
J	64837.5
TG	19760
TX	34734.37
MC	46312.5
<b>G-Total</b>	<b>\$322,533.77</b>

Publisher 1 (2017)	
	Total
Repertoire	34407.51
RS	59968.96
J	101631.61
TG	29867.25
TX	51242.83
MC	72594.01
<b>G-Total</b>	<b>\$349,712.17</b>

# Sample Statements

Publisher 2 (2016)	
	<b>Total</b>
Repertoire	118631.25
TG	19760
<b>G-Total</b>	<b>\$138,391.25</b>

Publisher 2 (2017)	
	<b>Total</b>
Repertoire	34407.51
TG	29867.25
<b>G-Total</b>	<b>\$64,274.76</b>

Payment would reduce in 2017 but recall that these licence fees are from tertiary institutions and this category of works are not copied on a large scale

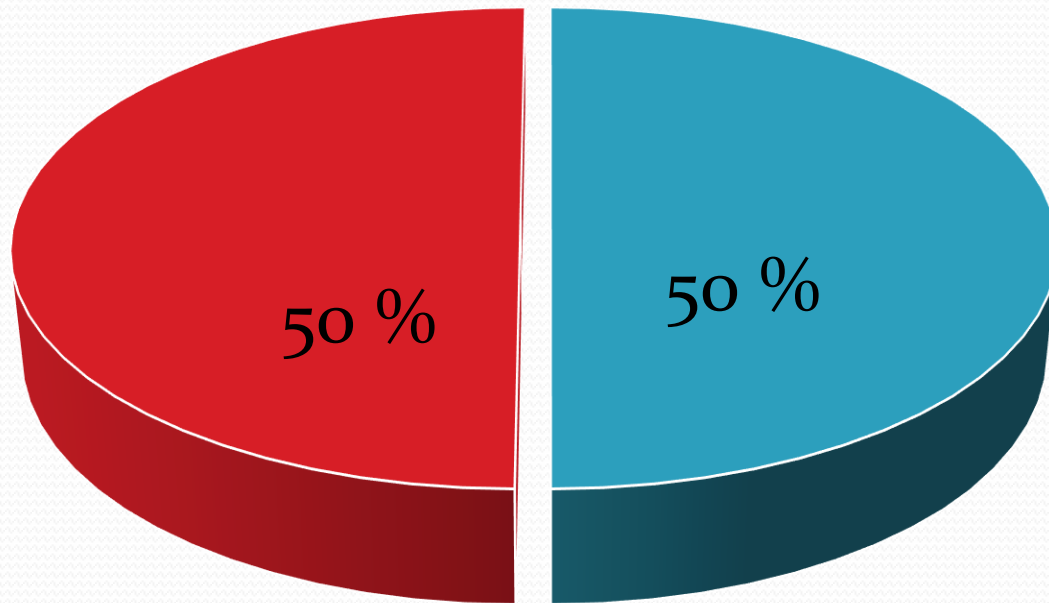
# Phase 2 – Main Features

- **Current Repertoire** and **Genre Pools** will be combined to create a single Pool – **Repertoire Pool**.
- **Two** distribution pools -- **Repertoire** and **Title Specific**.



# “New” Repertoire

- Allocation split between creators and publishers 50:50
- Shared equally among each group of affiliates



# Other Key Features

- **Repertoire payments** will continue to be based on the **genre rankings** in 2011 survey. *New survey - possibly in 2019/2020 academic year.*
- Future allocations from new sectors (e.g. corporate) to each **genre** will be determined by **survey data** from the **pertinent sector**
- **Splits** between creator and publisher **remain** the same
- Payments will be computed based on publication output (Genre Units); more prolific creators in a particular genre should see an increase

# Other Key Feature

- Payments will be **computed based** on publication **output** (**Genre Units**); more prolific creators in a particular genre should see an increase



# Sample Statements

Creator 1 (2016)	
	Total
Repertoire	12927.6
RS	7856.58
J	9444.11
TG	2986.11
NP	4130.16
PP	12692.12
<b>G-Total</b>	<b>\$50,036.68</b>

Creator 1 (2017)	
	Total
Repertoire	3206.62
RS	10946.72
J	13245.22
TG	4295.97
NP	6044.56
PP	18402.58
<b>G-Total</b>	<b>\$56,141.67</b>

Creator 1 (2018)			
	unit s	Unit rate	Total
RS	4	8,303.82	33,215.28
J	1	9,591.06	9,591.06
TG	1	3,204.15	3,204.15
NP	1	4,054.05	4,054.05
PP	1	16,454.67	16,454.67
Repertoire			<b>\$66,519.21</b>

# Sample Statements

Creator 2 (2016)	
	Total
Repertoire	12927.6
MP	2245.45
<b>G-Total</b>	<b>\$15,173.05</b>

Creator 2 (2017)	
	Total
Repertoire	3206.62
MP	3519.71
<b>G-Total</b>	<b>\$6,726.33</b>

Creator 2(2018)			
	units	Unit rate	Total
MP	1	4,280.89	4,280.89
Repertoire			<b>\$4,280.89</b>



# Sample Statements

## Publisher 1 (2016)

	Total
Repertoire	118631.25
RS	38258.15
J	64837.5
TG	19760
TX	34734.37
MC	46312.5
<b>G-Total</b>	<b>\$322,533.77</b>

## Publisher 1 (2017)

	Total
Repertoire	34407.51
RS	59968.96
J	101631.61
TG	29867.25
TX	51242.83
MC	72594.01
<b>G-Total</b>	<b>\$349,712.17</b>

## Publisher 1 (2018)

	units	Unit rate	Total
RS	165	2,148.00	354,420
J	1	5,874.35	5,874.35
TG	65	3403.45	221,224.25
TX	132	2,908.94	383,980.08
MC	1	5,042.15	5,042.15
Repertoire			<b>\$970,540.83</b>

# Sample Statements

Publisher 2 (2016)	
	Total
Repertoire	118631.25
TG	19760
<b>G-Total</b>	<b>\$138,391.25</b>

Publisher 2 (2017)	
	Total
Repertoire	34407.51
TG	29867.25
<b>G-Total</b>	<b>\$64,274.76</b>

Publisher 2 (2018)			
	units	Unit rate	Total
TG	1	3,403.45	3,403.45
Repertoire			<b>\$3,403.45</b>

# Questions & Answers

