November/December 2007

A Bi-Monthly News Update for Songwriters & Composers

BMIBulletin

BROADCAST MUSIC, INC.®

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Copyright Alliance Expo Spotlights Protection Agenda

MI artists Isaac
Hayes, David Porter
and Chuck Brown
were in Washington D.C.
on October 11 to participate in the first annual
Copyright Alliance Expo,
which attracted members
of Congress, Congressional
staffers and members of the
media and focused on the
vital role copyright plays in
the global economy.

"The music industry is always undergoing change — that's a constant," noted Hayes. "However, one thing that has never changed, and never will change, is the importance of copyright. It's how creative people make

continued on page 7

Financial Review

INSIDE 🖚

BMI again this year reported historic highs in both royalty distributions and revenues, the largest for any performing right organization in the world. The continued popularity of the BMI repertoire and the dynamic growth the company is experiencing have made these financial milestones possible at a time when the media and entertainment business is undergoing unprecedented changes. Details of BMI's industryleading financial results appear in a special section of this issue, beginning on page 3.

Willie Nelson Receives Icon Tribute at Country Awards

Jeffrey Steele, Sony/ATV Music Are Top Award Winners



Pictured on stage at the BMI Country Awards are Songwriter of the Year Jeffrey Steele; BMI Vice President, Writer/Publisher Relations, Nashville, Jody Williams; Martin Bandier, Chairman & CEO of Publisher of the Year Sony/ATV Music Publishing; Icon honoree Willie Nelson; BMI President & CEO Del Bryant; and Troy Tomlinson, President & CEO of Sony/ATV Music Publishing Nashville.

he 55th Annual BMI Country Awards were held Tuesday, Nov. 6, at the company's Music Row offices in Nashville. BMI President & CEO Del Bryant and Jody Williams, Vice President of Writer/Publisher Relations, Nashville, hosted the blacktie ceremony toasting the writers and publishers of the past year's 50 most-performed country songs in the BMI repertoire.

Jeffrey Steele received his

The Most" earned the coveted Song of the Year crown. Sony/ATV Music Publishing Nashville snagged Publisher of the Year bragging rights for the sixth consecutive year, and a tribute to Willie Nelson recognized the newest BMI Icon's unifying mu-

second Country Songwriter

of the Year title, while his

composition "What Hurts

sic and humble dignity. "What Hurts The Most," co-written by Jeffrey Steele and published by Gottahaveable Music and Bug Music/Songs of Windswept, landed the 39th Robert J. Burton Award, presented to the mostperformed country song of the year. Recorded by Rascal Flatts, the nostalgic ballad earned a slew of accolades, including two Grammy nominations, and became the group's fifth no. 1 single.

Jeffrey Steele secured his continued on page 2

Peter Gabriel Receives Top Honor at London Awards

MI saluted Europe's premier songwriters, composers and music publishers at its 2007 London Awards, held October 16 in the Grand Ballroom of London's Dorchester Hotel. Hosted by BMI President & CEO Del Bryant, along with Executive Director, Writer/ Publisher Relations Europe & Asia, Brandon Bakshi, the awards honored the past year's most-played songs on U.S. radio and television and also recognized Peter Gabriel (PRS) as a BMI Icon for his

"influence on generations of music makers."

Gabriel's achievements, whether musical, visual or humanitarian, are the work of a true visionary. The co-founder of rock band Genesis, Gabriel left the group in 1975 to begin a critically acclaimed, Grammy Award-winning solo career. Thus far, he has released 11 albums featuring self-penned gems and BMI million-performance songs, including "Big

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Thelonious Monk Composer's Prize Awarded to Petros Sakelliou

MI has awarded the 2007 Thelonious Monk International Jazz Composer's Competition grand prize of \$10,000 to Petros Sakelliou of Athens, Greece. The award was presented during the Thelonious Monk International Jazz Competition, held October 28 at the Kodak Theatre. Sakelliou's winning work, entitled "Swing Along," was performed by an all-star band during the celebration.

The Thelonious Monk International Jazz Competition is the most prestigious jazz competition in the world, attracting the brightest young jazz talent in the world to compete for a series of scholarships. 2007 marks BMI's 15-year anniversary of collaboration with the Thelonious Monk Institute of



Pictured at the Thelonious Monk International Jazz Composer's Competition are (I-r): Recording Academy Chairman Jimmy Jam, BMI Monk Composer's Competition winner Petros Sakelliou, Recording Academy Chief Executive Neil Portnow and BMI Vice President Doreen Ringer Ross.

Jazz, lauding young composers who best demonstrate originality, creativity and excellence in jazz composition. The composer award is in direct association with the jazz institute's annual competition of highlighting a featured instrument.

This year's competition was preceded by a gala

tribute to legendary ten-time Grammy-winning BMI jazz composer Herbie Hancock for his incomparable contribution to the music industry. Hancock was treated to an all-star homage with performances by Joni Mitchell, Sting, Chaka Khan, Al Jarreau, and Nancy Wilson, among others. \square

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Country Awards continued from page 1

first Country Songwriter of the Year win in 2003 and has spent the past four years enriching his catalog, which includes five of this year's most-performed songs: Rascal Flatts' "My Wish," "Me and My Gang," and "What Hurts the Most," Steve Holy's "Brand New Girlfriend" and Keith Anderson's "Every Time I Hear Your Name."

With 17 songs among this year's top 50, Sony/ATV Music Publishing Nashville (through its companies Sony/ATV Acuff Rose, Sony/ATV Songs LLC, Sony/ATV Melody and Sony/ATV Tree) picked up its sixth consecutive Publisher of the Year win. The publishing powerhouse accumulated the highest percentage of copyright ownership of award songs.

The capstone of the

evening took the form of the Icon tribute to Willie Nelson, featuring performances by Kris Kristofferson, Emmylou Harris, Toby Keith, Josh Turner and Keith Urban. Willie Nelson's ascendance to internationally renowned treasure is a singular path marked by self-belief and musical brilliance. As a BMI Icon, Nelson will perhaps be recognized most for his songwriting, which has long enraptured the entire world. The Texas native's "Crazy," "Angel Flying Too Close to the Ground," "Funny How Time Slips Away," "On the Road Again" and "Good Hearted Woman" merely skim the surface of a catalog stacked with unvarnished classics. Famous for his ceaseless touring, Nelson is an untiring philanthropist and humanitarian, most

visibly through Willie-coined events including Farm Aid. The 2007 BMI Country Awards also honored hit songwriters Brett Beavers, Rodney Clawson, Jamey Johnson, Tony Martin, Bill Anderson, Steve Bogard, Scotty Emerick, Toby Keith, Wayne Kirkpatrick, Bobby Pinson and the Warren Brothers, who each supplied two or more songs to the top 50 list.

Publishers EMI
Blackwood Music, Inc;
Warner-Tamerlane
Publishing Corp.; Jeffrey
Steele Music Group; Bug
Music/Songs of Windswept;
Universal Music Publishing
Group; Big Gassed Hitties;
Brett Beavers Music Group;
Gold Watch Music; Music of
Stage Three and StyleSonic
Music each took home three
or more awards.

A complete list of BMI Country Award winners is available at bmi.com.

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BMI Posts Record-Setting Royalty Distributions, Revenues

MI again this year reported historic highs in both royalty distributions and revenues, the largest for any performing right organization in the world. The continued popularity of the BMI repertoire and the dynamic growth the company is experiencing have made these financial milestones possible at a time when the media and entertainment business is undergoing unprecedented changes.

With royalties available for distribution to songwriters, composers and publishers increasing to more than \$732 million and revenues increasing by \$60 million to more than \$839 million for fiscal year 2007, BMI has once again set industry benchmarks in both categories. Our ongoing focus on operational efficiency permitted us to reduce our fiscal operating expense rate to 12.7 percent, allowing us to deliver an ever-larger proportion of our income to the songwriters, composers and publishers who have created an extraordinary catalog of the world's most popular music.

The growth of diverse new uses for BMI's repertoire has, over the past several years, recast our traditional revenue structure from one dominated by conventional over-the-air broadcasting to a new picture in which cable networks, satellite radio and television services and digital media contribute significant revenue streams for our writers and publishers. Abroad, the dramatic expansion of private broadcasting and satellite-delivered entertainment, the unparalleled appeal of the BMI repertoire and favorable exchange rates have produced another record year, with foreign revenues reaching a total of more than \$227 million, accounting for almost 27 percent of BMI's total revenue.

Over the past year, BMI has been working to structure new licensing agreements with radio and television broadcasters who are using digital media to extend their reach and develop interactive offerings for their audiences. BMI reached agreement on a three-year term extension for 10,000 commercial

radio stations, which runs through 2009, and includes provisions for high-definition simulcasting and multicasting, as well as streaming over-the-air signals on stations' websites. BMI also reached an

BMI's 2007 royalty distributions and revenues are the largest ever recorded by any performing right organization anywhere in the world.

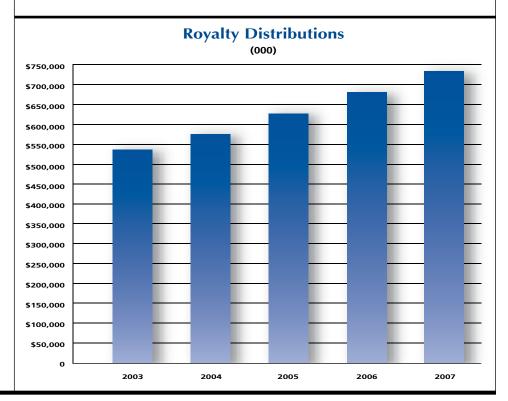
innovative new agreement with the ABC Television Network and a new five-year agreement with PBS television stations and NPR radio stations encompassing their use of digital delivery systems.

Revenues from cable television and satellite audio and video services grew

\$11 million to a total of \$158 million, which represents 19 percent of BMI's total revenue. We reached important long-term agreements with all of the services operated by Disney, HBO and Lifetime networks, as well as a new interim license with the National Cable Television Association, covering its over 6,000 cable systems.

Total revenues from traditional analog media grew to more than \$326 million. Just five years ago, this category accounted for almost half of BMI's total revenue, whereas today it accounts for just 39 percent, highlighting the diversification of BMI's marketplace.

The new media landscape presented both challenge and opportunity, as we licensed almost 500 new digital media properties, including long-term agreements with Yahoo! and MusicNet, and opened new categories of licensing revenues in leading social networking sites. An adverse Rate Court decision in an ASCAP case threatens ringtone royalties across the industry. We anticipate that the resolution of this issue will involve judicial proceedings continuing through 2008.



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radio formats, while rock and classic rock surged, and the growth in Latin radio stations continued to outpace overall industry growth.

In the powerful urban category, BMI represents superstars including Rihanna, R. Kelly, Mariah Carey, T.I., and Ne-Yo, as well as new chart-toppers Yung Joc, Lloyd, T-Pain, and Chris Brown. BMI also represents multifaceted musical

The past year has seen a remarkable resurgence in rock, with songwriter/ artists such as Nickelback, Linkin Park and The White Stripes among the more notable top-charting acts.

We increased licensing penetration in the nation's eating-and-drinking establishments, hospitality, retail and service establishments, pushing revenues to more than \$93 million.

Repertoire

The scope and appeal of a repertoire created by the world's most talented songwriters and composers are directly responsible for these record-setting financial results. BMI represents both icons of American music and some of the most successful contemporary stars across all genres, a diversity that gives the company a consistent and commanding market share as popular tastes shift from year to year.

Over the past year, urban and country music continued their dominance of

creators who not only write and produce the records at the top of the charts, but also make hits with crossover appeal for urban, pop and Latin audiences, such as the Black Eyed Peas, Joss Stone, and Shakira. In country, BMI represents the reigning royalty, including Toby Keith, Tim McGraw, Faith Hill, Keith Urban, Brooks & Dunn, Martina McBride and Vince Gill, as well as explosive newcomers Carrie Underwood, Taylor Swift, Miranda Lambert and Eric Church. In Latin music, BMI represents writer/artists Shakira, Thalia, Don Omar and Ricky Martin, and hot rising stars Wisin & Yandel, Calle 13, and Hector "El Father." BMI's roster also dominates the highly successful Regional Mexican genre with groups like Los Tigres Del Norte, who were named BMI Icons this year, as well as new chart favorites Mariano Barba and Alegres de La Sierra.

In the surging rock genre, BMI's roster includes superstar groups Maroon 5, Fall Out Boy, Linkin Park, Nickelback, Red Hot Chili Peppers, White Stripes, and Smashing Pumpkins, all of which had top charting songs in the past year. BMI *American Idol* sensations have

also enjoyed chart success, including Daughtry, Katharine McPhee, Bo Bice, Taylor Hicks and Jordin Sparks.

BMI composers continued to dominate jazz with 17 out of 25 concerts at the JVC Jazz Festival headlined by BMI jazz artist/composers. In classical music, 8 of the 10 most frequently performed living American composers are represented by BMI. Duncan Sheik and Steven Sater, both BMI affiliates, created the groundbreaking Broadway musical *Spring Awakening*, which won eight Tony Awards, including Best Musical, and BMI itself was recognized with a special Tony Award for its long support of musical theatre.

The past year also marked a remarkable surge of successful acts from the U.K. who blazed to the top of the Hot 100, including Snow Patrol, Corinne Bailey Rae, Amy Winehouse, Lady





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Sovereign and Lily Allen.

BMI composers had theme or background music in 74 percent of top-rated network primetime television shows, including The Simpsons and Desperate Housewives, which are as popular abroad as in the U.S. and bolster international revenues. BMI film composers contributed music to 24 of the 25 topgrossing films released during the fiscal year, including Spider-Man 3, Shrek the Third, Ocean's 13, Casino Royale and Fantastic Four. BMI's Gustavo Santaolalla won the Oscar for his score to Babel, marking the first time in more than 15 years that a composer has won the Best Score award two years in a row.

Operations

BMI continued to set industry benchmarks in the development of technologybased copyright administration tools that play a significant role in our ongoing campaign to handle an ever greater volume of data at lower cost. During the year, we launched several new systems, as well as major upgrades to existing systems. Steady upgrades to our core computing systems have enabled us to process more than four billion performances from the Internet and digital audio services, an influx of data that has doubled in the past two years. Similar efficiencies have enabled us to cope

Mainstream Latin writer/artists Shakira and Ricky Martin continue to dominate both the charts and the concert stage, while key signing Mariano Barba dominated the 2007 Billboard Latin Music Awards, earning three honors in the Mexican Regional Music category and winning Top Song of the Year for his ballad "Aliado del Tiempo."

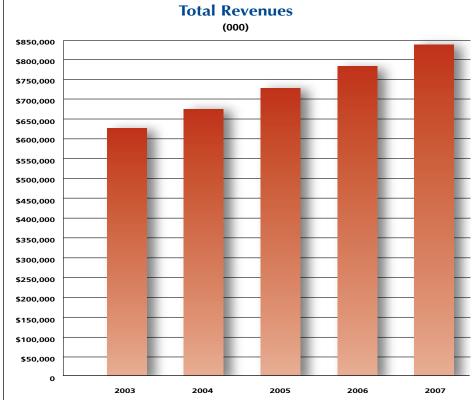
Country's continuing strength is reflected by the ongoing success of such stalwarts as Toby Keith and Keith Urban, while American Idol winner Carrie Underwood is perhaps the biggest name in the genre today, having sold 6 million units of her debut album and winning almost every award she has been nominated for during the past year.





with an increase of 42 percent in music performance data from foreign societies. These initiatives were developed in-house using cross-departmental task forces that combine our expertise in music and copyright with our experienced IT professionals. We have successfully completed testing of a new industrystandard, automated electronic cue sheet application called SuperCue, which will assist us in handling the steadily increasing volume of cue sheets.

In January, we launched Version 10 of our award-winning website BMI.com®,

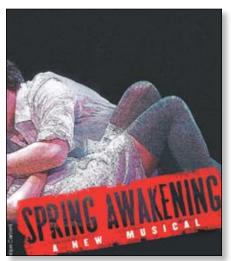


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which now provides mission-critical marketing and business-to-business functionality between BMI and its affiliates and licensing customers. BMI.com ranks in the top one percent of all websites, well ahead of our competition. More than 18,000 new BMI songwriters and composers registered with BMI via BMI.com, more than double the number in fiscal year 2005. For our general licensing customers, a newly launched system enables easy, rapid online licensing and license fee payment via credit card. An upgrade to our digital licensing center, launched in 2000 to license Internet music providers, will expand our ability to provide online licensing fee payment and music-use reporting, while reducing BMI's costs in licensing administration.

Public Policy

The rapid transition of the music business from an analog to digital industry has disrupted the traditional relationship among record companies, music publishers, artists and songwriters. Record companies and music publishers have each appealed to Congress to revise copyright law to offer them new protections and mandate new



Spring Awakening, the groundbreaking Broadway musical by BMI composers Duncan Sheik and Steven Sater, took home eight Tony Awards, including Best Musical, Best Music & Lyrics and Best Orchestration.

revenue streams to make up for losses in their traditional business. Likewise, the Digital Media Association (DiMA) was formed by digital music users to call on Congress to overturn traditional copyright norms and streamline music licensing procedures for their digital music offerings. While BMI's business has not been directly



BMI film composer Gustavo Santaolalla has won the Academy Award for Best Score for two consecutive years, in 2006 for his work on *Brokeback* Mountain and in 2007 for Babel.

impacted by the proposals debated during the 109th and 110th Congress, we have been particularly alert to such legislation to assure that changes in the copyright law do not have unintended ripple effects that would damage the royalty streams for songwriters, composers and music publishers under the public performance right.

Landmark

Landmark Digital Services, LLC, a wholly owned subsidiary of BMI, has completed the development of its infrastructure, enabling it to provide BMI, its core client, and others with nationwide radio performance data in fiscal year 2007-2008. BMI will use the new data to enhance radio monitoring, giving it by far the industry's most comprehensive and detailed picture of American radio airplay. Also

during the year, Landmark completed several licensing agreements for its patented BlueArrow™ recognition technology, which is now being used to provide innovative tracking information to sectors of the broadcast industry. In June 2007, Landmark began to offer its services to provide radio performance data in Europe, and in July signed an agreement with its first customer in this promising new market.



FINANCIAL REPORTING QUALITY

BMI's commitment to quality and integrity is exemplified by the practice of preparing its financial statements in accordance with generally accepted accounting principles (GAAP). Reporting in accordance with these principles enables us to accurately and objectively report our financial results.

Each year our financial statements are subject to an audit by our independent auditors, Deloitte & Touche. Annually, our auditors express an opinion on our financial statements based on the results of their audit. An unqualified opinion (the best opinion possible) was issued again this year, denoting that our financial statements present fairly the financial position and results of operations of BMI. We are proud that this has been the case throughout BMI's history. It speaks well to the high level of reliability that can be ascribed to BMI's financial reports that have been issued year in and year out. In addition, in performing their audits, no weaknesses in internal controls were noted by our auditors, an important accomplishment in today's business environment.

London Awards continued from page 1

Time," "Solsbury Hill," "Sledgehammer" and "In Your Eyes," and composed soundtracks for numerous films, including Martin Scorsese's The Last Temptation of Christ. Amongst other bold endeavors, Gabriel founded Real World companies in 1987, housing his recording, publishing, film and multi-media ventures under one progressive roof. An early participant in Human Rights Now! and recipient of the Nobel Peace Laureates' "Man of Peace" Award, Peter Gabriel founded world human rights advocacy supergroup TheElders.org in July 2007, with Richard Branson and Nelson Mandela.

"Unwritten," co-penned by Danielle Brisebois and Natasha Bedingfield (PRS), received the Robert S. Musel Award for Song of the Year. The award, named after the U.S. performing right organization's longtime consultant to the U.K., annually honors the most-performed song of the year written by a member or members of BMI's European sister organizations. Published by EMI Music Publishing Ltd. (PRS) and recorded by

Bedingfield, "Unwritten" was the title track to Bedingfield's platinumselling debut album.

International phenomenon "Crazy," co-written by GianFranco Reverberi and GianPiero Reverberi (both SIAE), along with Gnarls Barkley's Cee-Lo Green, earned BMI's College Song of the Year crown for tallying the most performances on American college radio. Published by Universal Music Publishing Ricordi srl (SIAE) and Warner/Chappell Music Publishing Ltd. (PRS), the award-winning song first leapt to the top of the British charts solely thanks to digital downloads.

Bestowed on the song with the most hits on BMI-licensed websites, the Internet Award went to James Blunt's infectious "You're Beautiful," co-authored by Blunt, Amanda Ghost and Sacha Skarbek (all PRS), and published by Bucks Music Group Ltd. and EMI Music Publishing Ltd. (both PRS).

The Gorillaz's "Dare," co-written by Damon Albarn and Jamie Hewlett (both PRS), took home BMI's Dance



Pictured (I-r): BMI Senior Vice President, Writer/Publisher Relations, Phil Graham; Icon honoree Peter Gabriel; BMI President & CEO Del Bryant; and BMI Executive Director, Writer/Publisher Relations, Europe & Asia, Brandon Bakshi

Award. Also published by EMI Music Publishing Ltd. (PRS) and featuring the vocal stylings of Shaun Ryder, "Dare" debuted atop the UK singles chart, officially making it the Gorillaz's first No. 1 hit in Britain.

Prestigious "Million-Air" certificates were also presented throughout the evening in recognition of those songs that have achieved over three million U.S. radio and television performances—the equivalent of more than 17 years of continuous airplay. The Police's "Every Breath You Take" topped the list, with a nine-million performance award for songwriter Sting (PRS). Sting

was also honored for fivemillion performance song "Every Little Thing She Does Is Magic." Van Morrison (PRS) penned two hits on the list: his classic "Brown Eyed Girl," which has amassed eight million performances, and four million performance song "Have I Told You Lately That I Love You." Additional "Million-Air" recipients included Sir Elton John, John Lennon, Sir Mick Jagger, Keith Richards, Sir Trevor Nunn, Lord Lloyd Webber, Shania Twain and Steve Winwood (all PRS).

A complete list of 2007 BMI London Award winners is available at bmi.com/ london.

Copyright Alliance Expo continued from page 1

a living and are able to keep being creative."

The event was attended by a variety of Capitol Hill luminaries, including Representative John Conyers (D-MI), Chairman of the House Judiciary Committee, who told attendees he is putting together a bill intended to step up the federal government's ability to enforce violations of intellectual property law.

Convers said he wants to

see federal agencies — including the FBI, U.S. Patent and Trademark Office, State Department and Department of Homeland Security — work with greater levels of cooperation in protecting IP rights. Elsewhere in the House, Rep. Steve Chabot (R-OH) has introduced a bill that would increase criminal penalties for IP violations and provide increased funding for federal investigators and prosecutors to focus on offenses.



Chuck Brown, Isaac Hayes, Rep. John Conyers, Jr., and David Porter.

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