

## **Legal and Business Considerations when Advising Clients Creating and Operating Music Labels**

Edgar “Dino” Gankendoff, Esq., Provosty & Gankendoff, LLC, NOLA

Marc Stollman, Esq. Stollman Law, Boca Raton, FL

Peter J. Strand, Esq., Mandell Menkes, Chicago, IL

Matthew V. Wilson, Esq., Arnall Golden Gregory, LLP / Greater Thinking Music Group, Atlanta, GA

### **I. Record Labels – Legal and Business Matters**

#### **1. Starting a Label**

- a. The “Frank Thomas” story
- b. Why start a label in 2019?
- c. Income streams (physical, digital, streaming, ancillaries)?

#### **2. Management and Legal Matters**

- a. Organization / structure
- b. Internal contracts
- c. Branding / promotions
- d. Team Members (A&R, Marketing, Licensing)
- e. Third party partners (radio, publicists, distribution, licensing)
- f. Publishing

### **II. Standard Label Agreements**

#### **1. Recording Agreements**

- a. Common Terms
- b. Label Goals
- c. Artist Goals
- d. Trends

#### **2. Producer Agreements**

- a. Common Terms
- b. Label Goals

- c. Producer Goals

- d. Trends

- 3. Distribution Agreements

- a. Common Terms

- b. Label Goals

- c. Producer Goals

- d. Trends