



# Music Law, Business & Contracts Workshop

**5 & 6 July 2018**

**Southern Sun Table Bay, Cape Town**

*Basadi Hatella Pele*

endorsed by:



**CAPASSO**  
THE MECHANICAL RIGHTS HUB



## Workshop Background

The entertainment industry is one of the biggest in the world. Every child sees themselves as the next big thing to enter into the industry. Whether it's music, acting or modelling, some see the industry as a quick way to riches and fame. But all is not what it seems- people tend to forget that, at the end of the day, the entertainment industry is a business, and a tough one at that. This is particularly true of the music industry. Like any other business there are protocols to be followed and contracts to be signed. Many artists say there's a lot of exploitation in the industry. This is due to, the fact that young talented and ambitious people enter it as blind as proverbial bats to the business aspects. The truth is that all that glitters in the music industry is not as gold as it seems on TV and Social Media. When given a contract, do these upcoming artists understand what is written in black and white? Basadi Hatella Pele has planned a forum on Music Law, with a specific focus on the music industry. This forum aims to look into the industry and see what we can do to educate our artists on business law and the industry.

## Topics and Aspects to be covered

- General Introduction to the Music Industry
  - terms, roles and trends;
- Basic Introduction to Copyright;
- Royalties and Income Streams
  - what are they and how do they work?
- Collecting Societies;
- General Principles of Contract;
- Music Industry Contracts (Recording, Publishing, Management and 360 Degree Deals)
- Question & Answer

## Target Market

- Artists /Upcoming Artists & Composers
- Entertainment Lawyers
- Production Companies
- Artist Managers
- Recruiting Companies
- Academics
- Record Labels
- Music Publishers

## Objectives

- Understanding the Music industry;
- Artists Exploitation the risks;
- Facilitation of networking skills amongst entertainment lawyers and artists;
- Understanding managers, publishers and record labels, and facilitating correct decisions as to whether to contract with them or not, and on what terms;
- Royalty and Income Streams in the Music Business.

## Speakers:

**Mr. Nicholas Matzukis**  
(BA; LLB {cum laude} Rand)

**Ellen Morgan**

Copyright Administrator  
SHEER Publishing Africa



# Music Law, Business & Contracts Workshop

5 & 6 July 2018

Southern Sun Table bay, Cape Town



*Basadi Hatella  
Polo*



**CAPASSO**  
THE MECHANICAL RIGHTS HUB



## Speaker

**Mr. Nicholas Matzukis (BA; LLB {cum laude} Rand)**

Executive Director, Academy of Sound Engineering; Chairman, CAPASSO (Composers, Authors and Publishers Association), Chairman and Trustee/Director, POSA (Performers' Organisation of South Africa), Non-executive Board Member, SAMPRA;

**Nick Matzukis** is a published author, academic, lecturer, Advocate of the High Court and music and education industry expert. He has written many articles and four textbooks, the latest being the highly-acclaimed **"Music Law, Contracts and Business - the smart musician's guide to how the South African Music industry works, how to negotiate the best possible contracts, and how to make money from music in South Africa and overseas."** Nick knows the institutional, legal and business aspects of the music industry intimately, and also brings with him an educator's and musician's perspective. He has been in education and training and music since the start of his career in 1983. He is a founding director of Academy of Sound Engineering, South Africa's top music production college, and also of several high-level industry collecting societies, committees and other bodies. Nick consults to the music industry at large, including the legal fraternity, presents Music Business and Music Law lectures at the Academy of Sound Engineering and gives high-profile music business training to professionals. Nick was commissioned to write an Advocate's Opinion on the legal aspects of performers' rights in the needle time impasse that plagued South Africa's music industry for almost a decade. His opinion, and the arguments contained therein, were used to finally negotiate the settlement between performers and record labels. He has been requested to assist in the proposed redrafting of legislation regarding the restructuring of South Africa's copyright and music royalty collection systems and has been asked to preside as Chairman of SA's Mechanical Rights Society, CAPASSO, and to sit on the Boards of POSA (performers' neighbouring rights) and SAMPRA (needle time collecting society). Nick's list of clients and referrers includes attorneys, major royalty collection societies, publishers, labels, recording artists, industry associations, aggregators, music retailers and the Department of Trade and Industry, itself (in the form of CIPC's Copyright Department.) He was made a member of a Presidential Task Team Committee, run by the Department of Trade and Industry, that is formulating new legislation designed to create equitable remuneration rights for actors and other performers on audio-visual productions. This important role came as a direct result of a working paper that Nick submitted in respect of new draft legislation for the Copyright Amendment Bill that is before Parliament at time of writing Nick has, since 1983 when he was appointed a student Tutor and then lecturer/senior lecturer at Wits. Been consistently involved, training Education and the entertainment business.

# Registration form

Music Law, Business and Contracts Workshop

5 & 6 July 2018

Southern Sun Table Bay, Cape Town

Send to [info@basadihatelapele.co.za](mailto:info@basadihatelapele.co.za)

Tel: 065 997 6388 / 081 330 7189

## STANDARD REGISTRATION

**R7000.00 (For a group of 3 or more people R6500.00 each)**

This fee includes attendance, conference package, material, lunch and refreshments

Authorizations: Signatory must be authorized to sign on behalf of the organization.

**Delegate Name (1)** .....

**Designation** .....

**Tell/Cell**.....

**Delegate Name (2)** .....

**Designation** .....

**Tell/Cell**.....

**Delegate Name (3)** .....

**Designation** .....

**Tell/Cell**.....

**Authorization Signature**..... **Date**.....

## Terms & Conditions

By signing this registration form you declare to have read and understood the terms and conditions. Basadi Hatella Pele Projects reserves the right to cancel or postpone the event when it's necessary. The reason for cancellation or postponement may be due to less number of registrations, an act of natural disaster or in case there are riots within the vicinity of the venue where the event is taking place. Should such a decision become necessary; delegates will be informed accordingly. Cancellation Policy: Delegates need to inform Basadi Hatella PELE PROJECTS 2 WEEKS BEFORE THE CONFERENCE/WORKSHOP. Should they need to replace or cancel. However, any cancellation done within the week of the running event will be subjected to full payment. Speaker Changes: Basadi Hatella Pele reserves the right to replace speakers when its necessary. These circumstances often occur beyond our control.



**BASADI HATELLA PELE**