

Welcome to Liva Music

Music Publishing - Music Production - Songwriting - Artist Development - Label and more!

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How SUISA (PRO from Switzerland) is collecting money from live performances

We would like to show you about how SUISA (PRO from Switzerland) and most other PRO's here in Europe are collecting money for live performances. When a band plays a gig here in Switzerland they usually have to fill out a SUISA list. On the list they have to write all the songs that they played in the gig. SUISA will collect a fee from the gig-organizer and they will share that money with the songwriters/publishers. The songwriters don't have to be part of the band. Here are two examples about how much money SUISA is collecting.

SUISA put these examples on their website. The website is just in German. That's why I wrote this translation. Here is the original article on the SUISA website if you want to improve your German:

<http://blog.suisa.ch/de/wieviel-urheberrechtsverguetung-bezahlt-ein-konzertveranstalter/>

- 1) Example -> small events:
Up to 999 people
Maximum income on tickets 15000 CHF

The maximum that the organizer has to pay to SUISA is 9.5% of all the ticket income.

The organizer can profit from a discount between 5% to 20% in case he has organized more than 10 concerts in the last year.

He will have another discount between 5% and 15% -> depends on how big the event is.

If he is member with SMPA or PETZI (association of concert organizers) he will get another 10% discount.

All together the organizer can have a maximum discount of 30%.

If the organizer gets these 30% then SUISA can collect 6,65% (instead of the 9,5%)

And if an organizer paid his last bill within 10 days he will get another 2% (Cashback)

Example: small events like a concert in a club. The organizer sold 350 tickets for CHF 23.

Billetteinnahmen 350 × CHF 23 = <i>Income from the tickets</i>	CHF	8 050.00
Lizenzbasis 6,65%, Höchststrabatt (30%) = <i>30% discount</i>	CHF	535.30
- 2% Skonto (von CHF 535.30) = <i>Cashback</i>	CHF	10.70
= Entschädigung für Urheberrechte = <i>Income for the songwriters/publishers</i>	CHF	524.60

Let's say one band played this gig and they played 20 songs from you, then you would receive 524.6 CHF. If they just played one of your songs in that gig then you would receive:

524.6 CHF : 20 = 26,23 CHF

If they would play 30 similar gigs per year then you would receive 787 CHF in that year...just for one song! Of course, if a publisher is involved then he/she would receive his share.

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**2) Exemple: Big concert:
more than 1000 people
more than 15000 CHF income from tickets.**

The maximum that the organizer has to pay is 10% of all the ticket income.

The organizer can make some deductions. For example: when the train ticket is included in the ticket-price...

If he has costs for external ticket services then he can have a discount up to 10%

The organizer can profit from a discount between 5% to 10% in case he has organized more than 10 concerts in the last year. If he is member with SMPA or PETZI (association of concert organizers) he will get another 10% discount.

All together the organizer can have a maximum discount of 35%

If the organizer gets these 30% then SUISA can collect 6,5% (instead of the 10%)

And if an organizer paid his last bill within 10 days he will get another 2%.

Example: Open Air – The organizer sold 9985 tickets for CHF 110.

Billetteinnahmen 9985 × CHF 110 = Income from the tickets	CHF	1 098 350.00
– 10% Kosten externe Vorverkaufsstelle (GT Ka Ziff. 29) = external cost ticket service	CHF	109 835.00
– Kosten für im Billett inbegriffener ÖV (GT Ka Ziff. 11) = train cost were part of the ticket	CHF	29 995.00
= Zwischentotal = Subtotal	CHF	958 520.00
Lizenzbasis 6,5%, Höchststrabatt (35%) = max. discount of 35%	CHF	62 303.80
– 2% Skonto (von CHF 62 303.80) = Cashback	CHF	1 246.10
= Entschädigung für Urheberrechte = Income for the songwriters/publishers	CHF	61 057.70

Let's say there were 20 bands, each band played 20 songs.

Let's say one band played just your songs then you would receive:

61057,7 CHF / 20 (bands) = 3053 CHF

If they just played one of your songs then you would receive 153 CHF

As you see, even if a band just presses a small amount of CD's it can be worth it to have cuts here in Europe. If the band has access to bigger festivals and plays a lot of gigs then there can be good income for the songwriters/publishers

If the band is taking it seriously and if they fill out the SUISA form properly, then SUISA can collect the money for songwriters/publishers. There are some artists around who are putting their own songs on the SUISA list even if they play other songs. That's sad and as a publisher I always remind the artists who release our songs to be fair. I tell them that I will just receive good songs in the future when there will be income for the songwriters. I think most artists are taking this seriously.

Liva Music
is looking forward to
working with you!

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