



Brussels/Los Angeles, 1 March 2021

David Israelite  
President & CEO  
National Music Publishers Association (NMPA)  
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Dear David,

The National Music Publishers Association (NMPA), Independent Music Publishers International Forum (IMPF) and the Association of Independent Music Publishers (AIMP) have a history of working together on the issues, concerns, and opportunities, which affect our respective member bodies. The IMPF and AIMP are writing to you jointly in this moment to voice our shared concern regarding recent practices carried out by the NMPA with respect to the signing of worldwide deals for reproduction and performing rights.

As independents, we have invested heavily in sub-publishing networks; we work together globally and are stronger because of this structure.

The NMPA worldwide deals are a cause of some concern within the independent music publishing community as *de facto* indie publishers are left out of these deals because our agreements are often or largely territorial. That is our choice, and we are stronger because of our networks. The NMPA types of deals hinder our members from obtaining future income from our sub-publishers and destabilise regional CMOs.

Should this practice become the norm, publishers outside the US would be left with a great deal less income to collect. For an industry which has been severely impacted by technological disruption and a global pandemic, further losses for our member companies are of grave concern.

Furthermore, not only do these deals harm our businesses directly by cutting off revenue we would otherwise collect, but they also have an impact on the music ecosystem as a whole. Copyright is still a territorial right and, as you are very much aware, it continues to be under threat by too many companies limiting its scope in order to subsidise and develop their own businesses that profit from such limitations. National governments address copyright issues and consequently they mostly respond to pressure and advocacy from their domestic publishers and PROs (i.e., employers who hire local citizens). Accordingly reducing territorial income affects our ability to effectively advocate against anti-copyright initiatives. The NMPA has been at the forefront of such advocacy in the United States and we are confident that you understand the significance of this matter.

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While signing worldwide deals may appear to be efficient and productive, we feel ultimately it is at the long-term expense of the entire music publishing industry. Recent deals like SNAP and Tik Tok are just the tip of the iceberg and indeed may result in setting a precedent for the next popular platforms who wish to license worldwide and enter into territorial deals, a precedent which may not be in the best long-term interest of the wider publishing industry.

We believe that a healthy publishing infrastructure of PROs and independent music publishers is vital to protecting copyright and growing music publishing revenues for all publishers and songwriters, objectives which the NMPA itself has continued to achieve through the painstaking work of yourself and the entire team.

AIMP and IMPF would welcome the views of the NMPA and the consideration of these concerns. Our organizations share many goals for our member companies, and we are confident that we can have fruitful and productive discussions regarding these matters. We are encouraged that our history of working together with the NMPA will continue to have a positive result and impact on our entire publishing industry.

Kind regards,

Teri Nelson Carpenter  
LA Chapter President, Association of Independent Music Publishers (AIMP)

Ger Hatton,  
of Counsel, Independent Music Publishers International Forum (IMPF)

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**AIMP - The Association of Independent Music Publishers** (AIMP) was formed in 1977 and has local chapters in Los Angeles, New York, and Nashville. The organization's primary focus is to educate and inform music publishers about the most current industry trends and practices by providing a forum for the discussion of the issues and problems confronting the music publishing industry. The opportunity to exchange ideas and opinions with others on issues of mutual concern is fostered by the atmosphere at the AIMP's monthly meetings, forums, and workshops, the videos of which can be seen (along with more general info on the organization) at [www.aimp.org](http://www.aimp.org).

**IMPF - the Independent Music Publishers International Forum** - serves as a global network and meeting place for independent music publishers to share experiences and best practices; exchange information on the legal framework and music publishing environment and to coordinate actions and support projects relevant to songwriters, composers, and music publishers. IMPF represents the interests of the independent music publishing community internationally and aims to ensure a favourable environment for artistic, cultural, linguistic, and commercial diversity. [www.impforum.org](http://www.impforum.org)