Takin’ Care of Business: Music Business Reference

*Music Library Association, March 1, 2014*

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Print Resources

Books
Includes a CD-ROM with forms that can be printed, copied, and edited.


Annual report with sales statistics by country. Expensive, but they do offer academic pricing.

Joel Whitburn’s Record Research: books compiling *Billboard* Charts
[http://www.recordresearch.com](http://www.recordresearch.com)

General categories:
- Company histories
- Executive biographies

Periodicals
- Music-specific trade magazines
  - *Billboard*
  - *Pollstar*: Focused on the concert industry, includes annual directories
  - *Music Row*: Focused on Nashville
  - *Music Trades*: Focused on musical instruments
  - *Music Week*: UK/European counterpart to *Billboard*
- General business magazines
- *Bloomberg Business Week*
- *The Economist*
- *Forbes*
- *Fortune*

**Directories**

- **Pollstar**
  - Artist Management Directory
  - Record Company Directory
  - Booking Agency Directory
  - Concert Support Directory
  - Concert Venue Directory
  - Talent Buyer Directory
- **Music Business Registry** ([http://musicregistry.com/](http://musicregistry.com/))
  - A&R Registry
  - Film & Television Music Guide
  - Music Publisher Registry
  - Music Attorney, Legal and Business Affairs Guide
  - Indie Bible, 13th Edition

**Online Resources**

**Music-Specific Resources**
The music databases you already have, i.e. Grove, the Music Index, IIMP

**Academic Business Databases**
Your institution may already subscribe to one or more of these.
- Gale Business Insights or General BusinessFile ASAP
- EBSCO Business Source
- ProQuest ABI-Inform

**Specialized Databases**
- ACO: Music Data Analysis
- Entertainment Industry Magazine Archive (ProQuest)
- Resources aimed at the professional rather than the academic market (which means that licensing restrictions may severely restrict access)
    - User: demo
    - Password: ryman
    (expires 03/03/14)
  - Celebrity Access
  - SoundScan
  - RIAA Shipment Statistics
Free Online Resources

- Billboard.com: includes news articles and charts
- AllMusic.com: chart history unders “Awards” tab for an artist or particular release
- RIAA.com Gold & Platinum database for documenting sales of at least 500K.

Archival Resources

Libraries and archives

- Archives of African American Music and Culture, Indiana University
- Blues Archive, University of Mississippi
- Center for Popular Music, Middle Tennessee State University
- Country Music Hall of Fame and Museum, Nashville, Tennessee
- Grateful Dead Archive, University of California, Santa Cruz
- Institute of Jazz Studies, Rutgers University
- Marr Sound Archives, University of Missouri-Kansas City
- Music Library & Sound Recordings Archives, Bowling Green State University
- Rock and Roll Hall of Fame and Museum, Cleveland, Ohio
- Rodgers and Hammerstein Archives of Recorded Sound, New York Public Library
- Southern Folklore Collection, University of North Carolina at Chapel Hill

Finding archival collections

- WorldCat
- ArchiveGrid