



Welcome to Good Neighbour

We collaborate with **musicians** and their business partners to **maximise** their overall income. Through **education** and **support** we breed a culture of **honesty, transparency & trust**. Through **knowledge** we demystify the complexities synonymous with neighbouring rights.

We **speak up** and doggedly **fight for artists** rights across the globe. We are a **collaborator**, the **5th Beatle**.

What are **Neighbouring Rights?**

Neighbouring Rights (also known as Related Rights) are the rights related to the public performance of master recordings. They 'neighbour' the composition copyright of a work. They apply to any audible performance on a sound recording. The income from the public performance is shared between Contributors (performers) and the Rights Owner (the label).

We're the most experienced.

Good Neighbour may seem like the new kid on the block but its evolution began in 1999 with neighbouring rights leading expert Susan Cotchin; the brainchild and smiling face behind Good Neighbour.

Susan is one of the few people who have been involved in neighbouring rights since its inception, starting as Royalty Accounts Manager at **PAMRA/PPL**, before establishing one of the first neighbouring rights companies, **International Royalties Rescue (IRR)** from the lounge room of her North London flat.



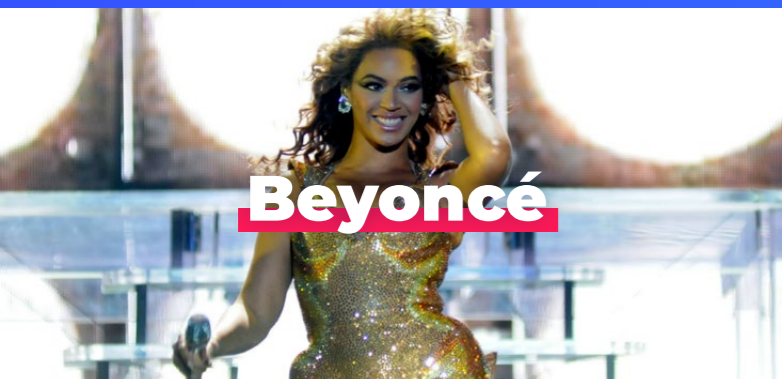
Forever together, with Mushroom.

The unforgettable **Michael Gudinski** and the iconic **Mushroom Group** moved into the field of neighbouring rights, having acquired Susan Cotchin's pioneering company, International Royalties Rescue in 2019.

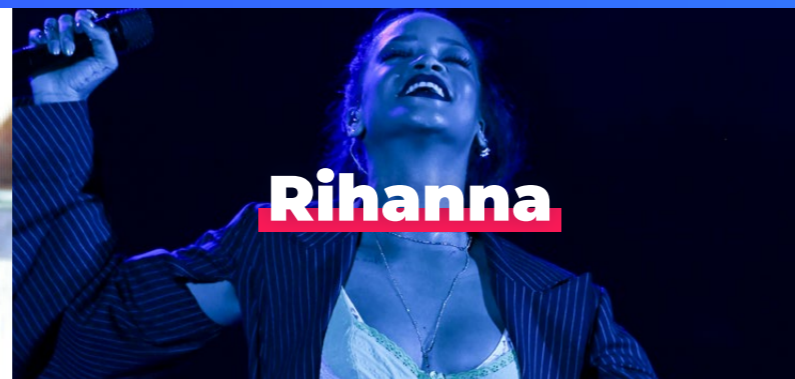
The joint venture was many years in the making as the shared vision of a **service focused boutique offering**, with a **robust infrastructure**, was imagined. With extensive neighbouring rights knowledge, underpinned by the **Mushroom Group's** 50+ year immersion in the music industry, **Good Neighbour's** reputation of **reliability** and **integrity** sits at the core of the companies ethos.



Our Managing Director Susan Cotchin's vast experience in neighbouring rights, has meant artists such as the following have trusted and relied upon her knowledge.



Beyoncé



Rihanna



The Eagles



Backstreet Boys



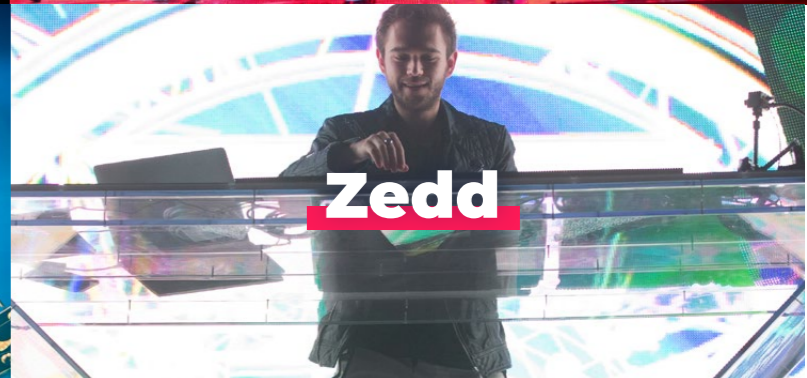
Radiohead



Fat Boy Slim



The Temper Trap



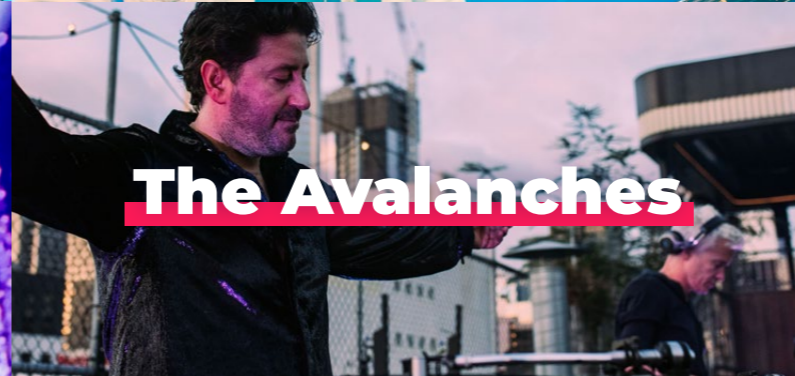
Zedd



Paul Kelly



John Farnham



The Avalanches



Michelle Branch

Good Neighbour advocates for change, believing countries should treat all music creators the same, regardless of their nationality.

For the past 20 years our MD Susan Cotchin has worked within the constraints of the societies and the following Case Studies outline some of this work.

Case Study

Artist A

Brief:

Despite being one of the most recognisable US female artists in the contemporary music scene, as a US citizen/resident Artist A was deemed non-qualifying and therefore a non-payable performer in many territories. Her guest feature recording with a qualifying British Performer solicited the need to ensure no performer shares were left on the table.

Services:

- Conceptualising and negotiating a deal between parties.
- Structuring 3rd party agreements for the delivery to legal.
- Initiating and administrating the claim at the UK society.

Solution:

A requisition for a third-party agreement between the performers, to claim and then pay across non-qualifying performer income was the strategy. In most cases, the non-qualifying performer share is paid back to the label, however, a claim that features in the UK distribution policy supported the idea the total performer income share could be paid out to the British qualifying performer. As a consequence of both the claim and the third-party agreement, all performers would receive their share, despite any non-qualifying performer status.



Case Study

Artist B



Brief:

As a pivotal touchstone of everything fearless and adventurous in music, this UK band with a massive loyal international following embarked on releasing an independent album once their major label contract expired. Now as an Indie releasing without licensing to a Major, they were unable to secure Rights Owner & Performer royalties out of many territories, including Australia.

Services:

- Devising a strategy and implementation of an agreement to the Australian Society.
- Advising on licensing deal terms.
- Paying through Performer Share and Label share to Artist B.

Solution:

Launching a label administration services team to assist Artist B with registration of their sound recordings in foreign territories, ensured they received both the Label and Performer share of the income. Where the performer does not qualify, the income is paid back to the label. However, as Artist B was the Rights Owner and the Performer, both shares were paid through resulting in receipt of 100% of the income. The alternative to this win/win would have been via a licensing deal, which would see the Major register the recordings in foreign territories first, and would look like this:

- A 50% slice of the Label share (25% to Artist B/Rights Owner and 25% to the Major/Licensors)
- The other 50% Performer share would be absorbed by the Licensor as when the performers don't qualify, it is paid back to the registering label

Consequently, a 75% share would have been paid to the Major licensing the record, through absorbing their 25% Label share cut in addition to the 50% Performer share.

A blue world map with several white location pins connected by dashed white lines, indicating global connectivity or data flow.

Neighbouring Rights Royalty Team, Reporting and Analysis

- Usage reporting via a private portal with dashboard analytics
- Configurable and accessible 24/7 on any device
- Territory, Society and ISRC breakdown per contribution
- Interrogation of data to support maximisation of income
- Timely and consistent payments

Mushroom & Good Neighbour are proud to be continuously investing in tools that increase transparency, trust and more harmonious relations between record labels, their artists and their clients.

Neighbouring Rights Royalty Team, Reporting and Analysis



Lee Barlow

Head of Royalties & Analytics for
Mushroom Labels and Good Neighbour

Lee is one of the most respected Royalty Analysts in the world. Hailing from the UK, Lee has held senior positions at the [PIAS] Entertainment Group, Europe's leading independent music company, working extensively with labels Beggars Group, Domino Recordings, BMG and Secretly Canadian. While at [PIAS] Lee managed the Group's Global Neighbouring Rights Registration Team, headquartered in Brussels, building out a network of contacts across the European PROs and regularly attended the PPLs annual AGM in London.

Now heading up the Mushroom Labels and Good Neighbour Royalties Team, Lee has worked with an extensive array of artists and has experience in data extraction, royalty processing and analysis.

Lee has been known to support Newcastle United – but he's so nice, we won't hold that against him.



Justin Brown

Royalty Manager for
Mushroom Labels and Good Neighbour

With over 10 years experience working for the Mushroom Group, Justin's experience cites looking after artists as diverse as The Red Hot Chilli Peppers, Jack White, Bliss n Eso, London Grammar and Kanye West, both in the publishing and record label worlds. Justin has represented writers for BMG, Kobalt, Sub Pop and Downtown Music.

Neighbouring rights was therefore a natural transition for the native Londoner, who has recently lead the roll out of the Good Neighbour new Royalty Portal.

Justin now manages the Royalties Department for Mushroom Labels and for Good Neighbour Rights. He also makes a mean Chicken Tikka Masala.



Most clients never see the work we do behind the scene, but we have an amazing service team headed up by our Society Manager Sally Golem.

Here's a sneak preview of that Good Neighbour loving.

Registrations

- Liaising and building relationships with societies which in turn affects our clients accounts
- Keeping administration at a minimum for you (whilst we wrestle with the 25-page German Society application) sending only sign pages for new territories
- Utilising a society matrix developed to prioritise the key societies for our artists unique profiles
- Compiling an extensive discography for every client through comprehensive research of performer contributions on all recordings over the lifetime of their career

Claims

- Uploading the compiled discographies to each individual society
- Mapping out highest earning territories to focus on key areas of maximising income
- Analysing recording data to determine irregularities in the society portal systems
- Making claims around our knowledge of each countries distribution policy

Servicing

- Education and support in understanding agreements with 3rd parties
- Advice and liaison in negotiation of performer share percentages

Being Neighbourly

'Being Neighbourly Week' is a Good Neighbour feature that focuses on a particular artist each week. As a boutique company, we are able to take the time to shine the light on an individual artists issues, and assess as a team how we could do more for our lovely client. We follow up with a good old fashion phone call for feedback and to learn 'what's new', appraise what's needed and on a good day, maybe even take your dog (cat/fish/bird/child) on a walk for you!

**We believe that a Good Neighbour
– is a found treasure, so our 'Being Neighbourly Week',
helps us to find more treasure for you.**

Label Administration & Service

Being part of the Mushroom Group has afforded us the resources to support independent labels register their recordings across the globe.

Whether you are:

- A label just starting out
- A performer releasing your own recordings
- An established independent with an extensive catalogue

You can gain access to our consummate label royalties team to assist you as an **add on service** to your label

Contact:

label@goodneighbourrights.com for further information

How to Contact Us

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goodneighbourrights.com

