



Annual Transparency Report 2016 2017

Irish Copyright Licensing Agency CLG

This report has been compiled in accordance with the terms of the European Union (Collective Rights Management) (Directive 2014/26/EU) Regulations 2016.

Message from the Chairman

The legal landscape around copyright legislation, data protection and the education exception is currently undergoing much change. Development in technology, which makes copying and reusing content so easy, threatens to undermine the very basis of what the ICLA and other Collective Management Organisations are here to achieve. It is gratifying that our CEO is active in lobbying over legislative change in Ireland and internationally. Furthermore, it is pleasing that the ICLA can for the 2016/7 financial year report strong local revenues once again, although we are noting the trend of reduction in foreign revenues.

In part due to the new European Directive governing Collective Management Organisations, the association has been reviewing its operations. We are now subject to strict distribution timelines and the Distribution Committee is active in guiding our distributions. Two other important initiatives are underway, first to enhance the quality of our usage data from 3rd level institutions. Improvement in this area will help with the efficacy of our distributions. Secondly, a review of our HR policies and documentation will help support the working conditions of our staff.

The ICLA has been in operation now since 1992 during which time there have been significant personal contributions. A very notable contribution in the last 21 years was that of Tony Farmar and it is with great sadness that we acknowledge his passing in December 2017. As a director and then Chair, Tony showed great commitment to the ICLA over many years.

Ivan O'Brien has also standing down from the board after many years' service and we are grateful to him. We were pleased to welcome to new publisher directors, Ruth Gill and Anthony Tierney covering education and trade sectors, and Nessa O'Mahony who joined our author directors, Conor Kostick and Lissa Oliver in 2017 and look forward to welcoming Eamonn MacCurtain on the publisher side for 2018.

Finally, my thanks to Sam and her team for another strong year for the ICLA.

Jonathan Saint, Chairman of the Board

Annual Summary by the CEO

The financial year to August 2017 has been a strong year for ICLA despite the impact of currency fluctuations on our overseas income. During the year a strong focus been on simplifying the licensing landscape for users with the launch of the joint licence for corporate users with Newspaper Licensing Ireland. ICLA continues to work on considering how the licensing environment may change in the years ahead and adapting our licences and services appropriately to better serve the needs of content users.

The use of WISE, our cloud-based distribution software, has permitted ICLA to effectively and efficiently licence content in the digital age. This has allowed us to increase the frequency of our distributions to rightsholders.

2018 sees a number of immediate challenges with the introduction of a stronger GDPR framework and new legislation in the core area of educational licensing. We are looking forward to meeting these challenges and making the most of the opportunity to build stronger customer relationships and create better awareness of copyright and licensing which in turn ensures the viability of writing and publishing in Ireland. We are also delighted to continue our agreements with PLR in the UK and Ireland to distribute payments to authors and Playography for the download of dramatic works.

I would particularly like to personally acknowledge the contribution of Tony Farmar as both a board member and Chair to the growth and resilience of the organisation. I would also like to thank the ICLA team for their dedication and support.

Samantha Holman, CEO

About ICLA

We are the Irish Copyright Licensing Agency and we were set up by copyright owners to facilitate legal access for content users to a wide range of published content whilst ensuring that the content owners are appropriately remunerated.

For more than 25 years we have been providing rights and licenses to educational institutions and corporate customers. Our blanket licences allow customers to copy and share extracts from published content without having to seek permission from the copyright owners each time. We are seeking new partnerships to facilitate easy access to relevant content in these sectors.

We are a not-for-profit organisation so our revenue is paid out to copyright owners, such as authors, publishers, visual artists, photographers and playwrights.

Legal & Governance Structure

ICLA is a collective management organisation (CMO) established by the Irish Writers Union and the Irish Publishers Association, Publishing Ireland. Members are nominated by the IWU and PI to represent the different categories of rightsholders and the members elect a board of directors. ICLA is a company limited by guarantee and governed by a Board of Directors.

From May 2017 there have been seven board members, three author directors and three publisher directors with an independent chair. Up to May 2017 there were four author directors and four publisher directors with a rotating chair.

Authority is received through individual mandates from authors and publishers and through representation agreements with visual artists.

Membership of Other Bodies

During this financial period ICLA has been a member of or affiliated to the following bodies:

- International Federation of Reproduction Rights Organisations (IFRRO)
- International Authors Forum (IAF)
- International Publishers Association Educational Publishing Forum (IPA)
- International Standard Name Identifier (ISNI, Member)

Relationship with Other CMOs

We have contractual relationships with other CMOs whereby we act in two particular capacities:

1. **Representation Agreements with overseas CMOs**
We have reciprocal agreements with overseas CMOs which enable us to include their repertoire in ICLA licences sold in the Republic of Ireland and for our repertoire to be included in licences sold in their territories overseas. We also have a number of unilateral agreements with overseas CMOs which permit us to distribute money collected overseas under statutory or extended collective licence schemes for Irish copyright owners where such schemes do not exist under Irish legislation.
2. **Agency Licensing Agreements with CMOs in Ireland and the UK**
We also act as agents for other CMOs in selling their repertoire in a joint licence where we have an established presence in a market and well developed relationships. In 2016/2017 we represented:
 - a. Newspaper Licensing Ireland (NLI) in the field of Education and Overseas;
 - b. NLA Media Access Ltd (NLA) in the field of Education;

Deductions for Social, Cultural and Educational Services

ICLA, as per the Distribution Policy, maintains support for writers, affiliated organisations and charities following criteria put forward by the Board and agreed by the General Assembly. In the financial year 2016/2017 we have supported the Dublin Book Festival, Children's Books Ireland Reading Campaign, and The Zebbie Awards.

Activities separate to normal collective rights management activities

ICLA did not undertake any activities other than collective rights management.

Information on refusals to grant a licence

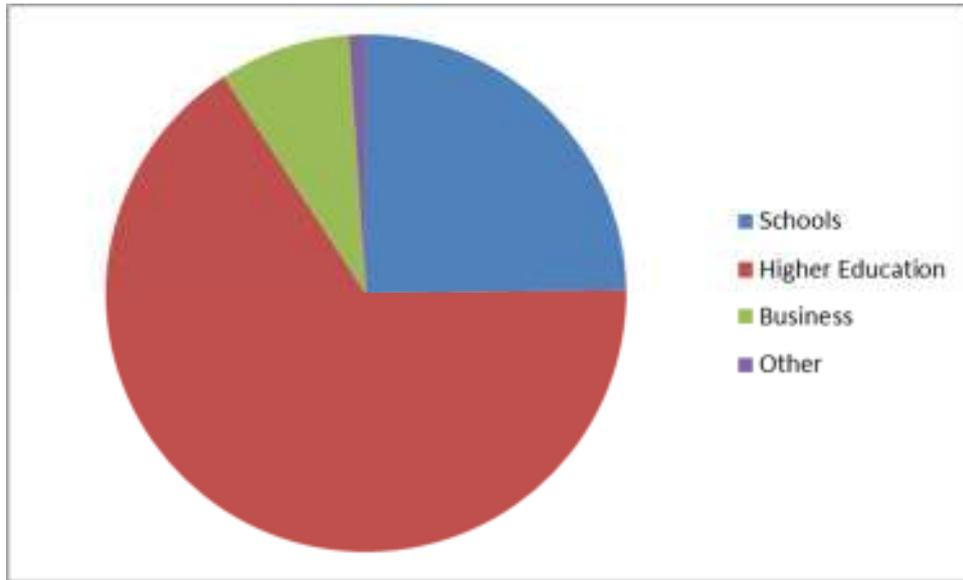
We have not refused to grant any licences in the period of this report.

Financial Statements

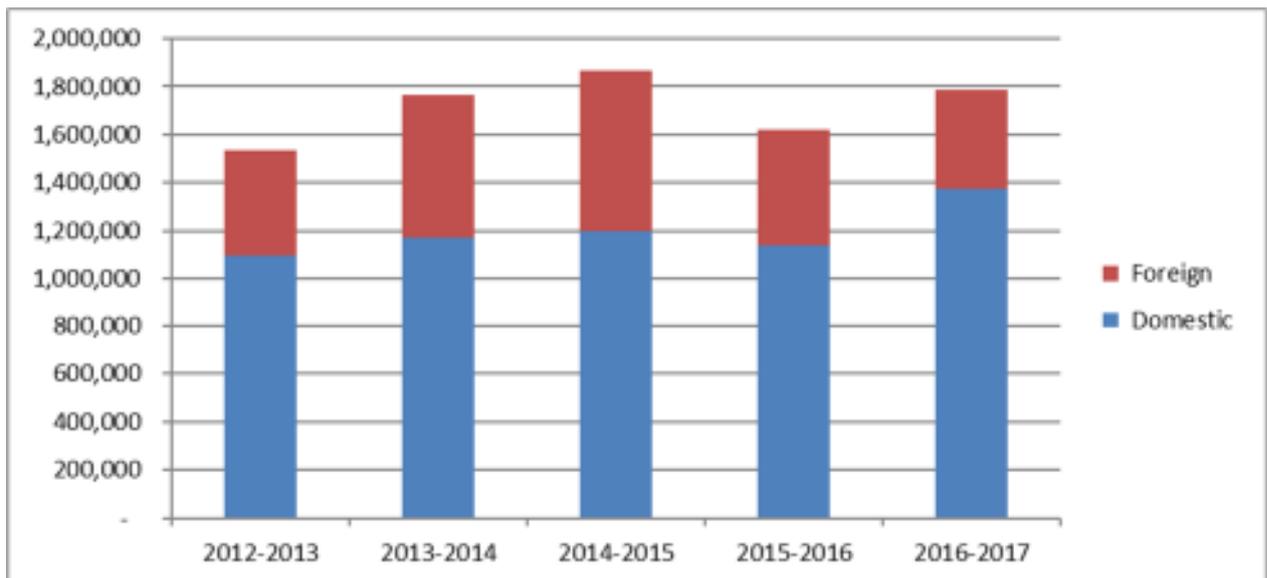
The financial statements for the financial year 2016/2017 are published on our website and available in the Companies Registration Office.

A summary of financial activities for the financial year is set out below:

Domestic Income by Source



Total Income



Remuneration of Chief Executive Officer and Board of Directors

	2017	2016
Directors at year end	7	8
CEO		
Emoluments and other remuneration	€62,600	€62,600

There are no fees paid to non-Executive Directors.

Financial Information on Rights Revenue

Sector	Income YE August 2017	Available for Distribution*	Admin Cost YE August 2017	Allocated	Distributed	Unallocated
Schools	339,790	217,495	86,810	217,407	211,920	88
HE	907,550	546,716	231,862	446,716	451,744	100,000
Other	126,382	67,033	32,290	67,033	67,078	-
PLR	165,726	165,726	-	165,726	164,868	-
International	412,645	369,161	43,484	319,045	303,420	50,156
Total 2016-17						

CMOs	Income from CMOs	Distributed to CMOs
Ireland	42,709	69,757
Europe	299,281	265,368
Rest of the World	113,364	108,014
Total 2016-17	455,354	443,139

*Money available for distribution is based on income in the previous financial year (YE August 2016).



The Irish Copyright Licensing Agency CLG

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