

Glossary

Act	A synonym for artist but often used where the song is performed by more than a solo singer.
AOR	Adult Oriented Rock. A genre of popular music which is easier to listen to than rock and tends to have both a wider appeal than rock and a fan base covering a broader age range. Artists in this category include the Kaiser Chiefs, the Arctic Monkeys, and older bands such as Oasis and Cream.
Agent	Person or company who represents the interests of artists in dealings with promoters of live music events and for that purpose liaises as necessary with artists and their managers .
Arena	Indoor venue normally with a capacity above 5,000 spectators which can be configured for a wide range of types of event and audience size, whether seated or standing , and not limited to live music.
Artist	Performer at a live music event.
Artist's manager	Person who works closely with the artist in managing his/her career and acts as a go-between with the agent and promoter .
Black box	A very basic converted venue interior painted black and containing the amenities of; stage, dressing room, bars and toilets.
Dark night	An evening when a venue has no live music event.
Face value	The price printed on a ticket (does not include the ticket agents fee or mailing).
Festival	A large outdoor event featuring many acts over two to three days where the physical infrastructure is hired in and erected for the duration of the event.
Genre	A broad category or class of live music.
Lost show	A concert suitable for a particular venue which was instead held at a competitor's venue .
MOR	Middle of the Road. A genre of popular music which includes a variety of different music styles some of which would have been seen as the pop music of its time but all of which is considered easy listening. Artists include David Gray, Van Morrison, and James Blunt.
Parties	In this report we use 'the parties' to refer to Live Nation, Gaiety, Hamsard, Academy and all organizations with which they are under common ownership or control, 'third parties' to refer to all other organizations (including, for example, organizations that are controlled by shareholders in Academy such as SJM and Metropolis) and 'unrelated third parties' to refer to third parties

that are not linked to the parties through share ownership.

Pop	Pop covers music at the lighter end of the music spectrum. It is often popular with a younger audience, although catchy melodies and sentimental lyrics mean it also has wide appeal. Artists include Robbie Williams, Girls Aloud, and McFly.
Promoter	The person or company that arranges all aspects of an artist's tour and guarantees the expected income levels.
Rate card	The list of hire fees charged by a venue .
Rock	Rock tends to refer to the heavier end of the music spectrum and includes metal and thrash. Artists classified in this category include the Nine Inch Nails, the Darkness, and Alice Cooper.
Seated	A venue with (usually) fixed cinema/theatre-style seating.
Standing	A dancehall-style venue with little or no seating on the main ground floor.
Ticket agent	A third party that sells tickets for an event on behalf of the artist , for a fee or a percentage.
The five venues	The five venues owned by the parties in London with a maximum capacity greater than 1,000—the Carling Academy Brixton, Hammersmith Apollo, Shepherd's Bush Empire, Astoria, and the Forum.
SLC	Substantial lessening of competition.
Urban	Urban is a relatively niche but growing music genre that includes rap, R&B, soul, hip hop, and bhangra. Artists in this category include Roots Manuva, Fusion, Le Tigre, Nelly, Kayne West, and 50 Cent.
Venue	A permanent building either specifically designed or modified for live music events.