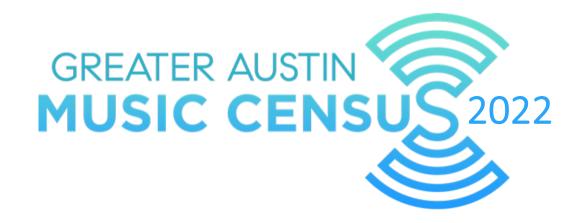
GREATER AUSTIN MUSIC CENSUS 2022

Summary Report Appendix: Data Deck



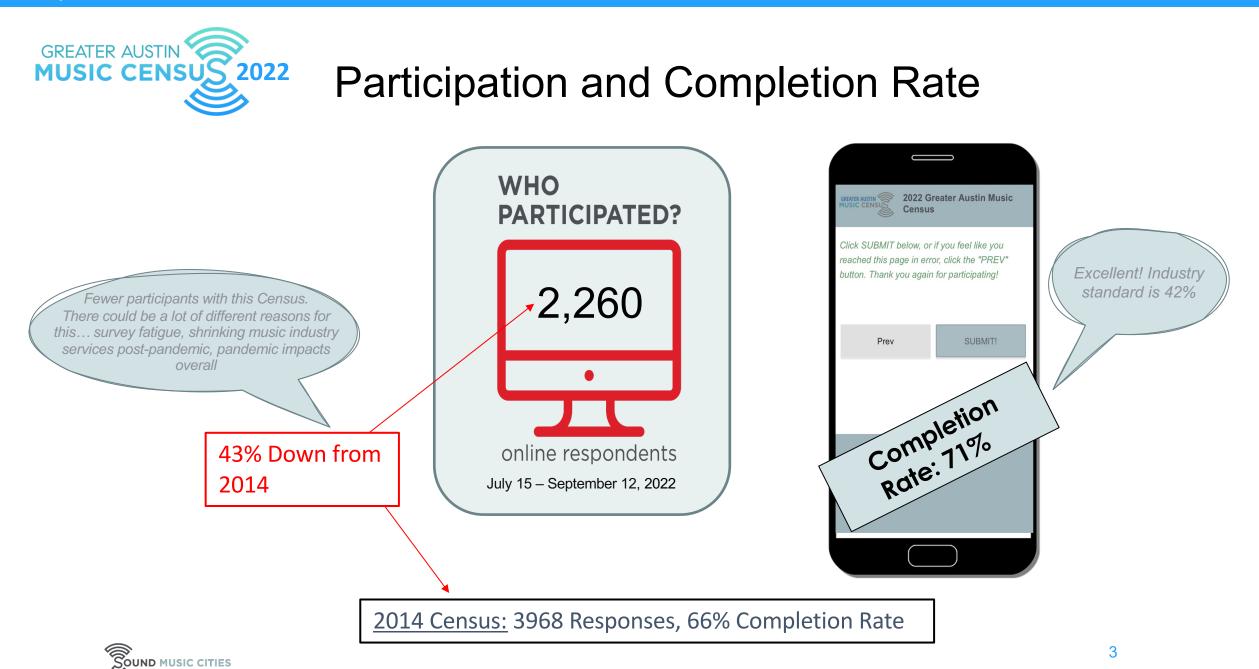


The Following Section Includes All Respondents

Topics:

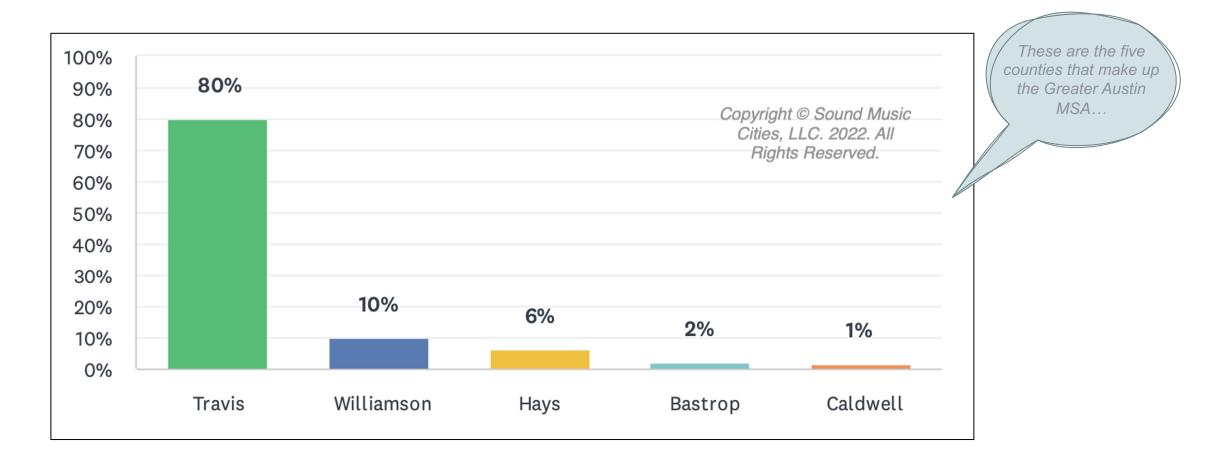
Geography, Sector/Role, Training, Industry Membership, Pandemic Recovery, Housing, Business Growth, Financial Assistance







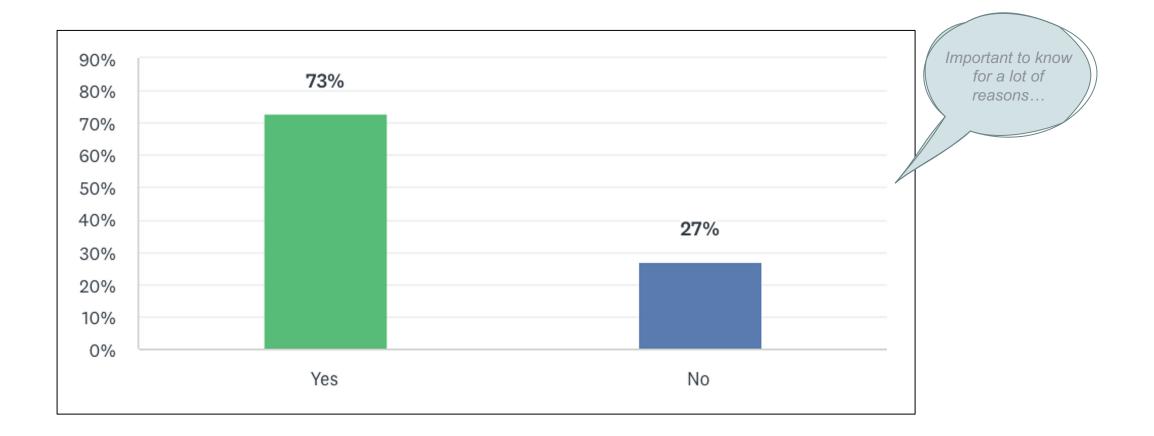
Geography: Residence by County







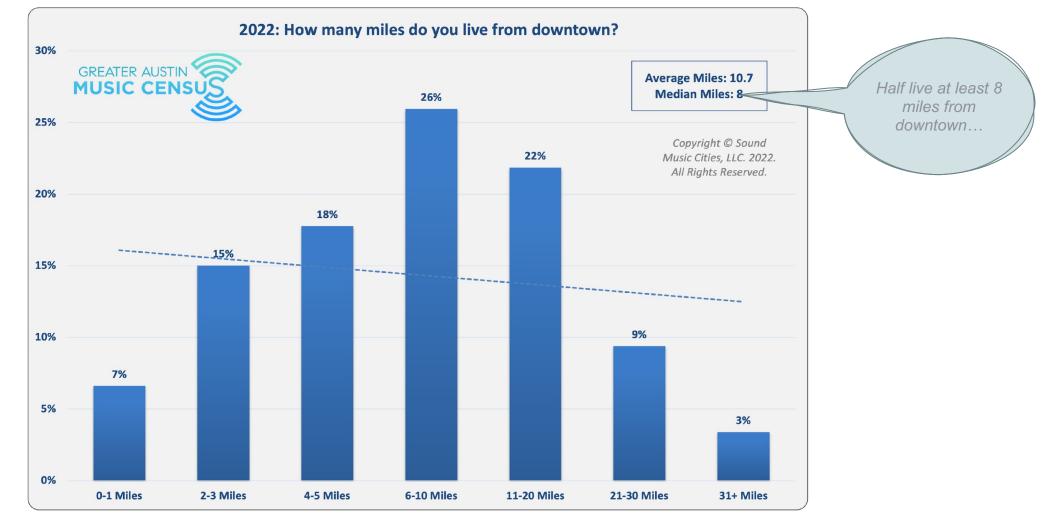
Geography: Reside within the City of Austin





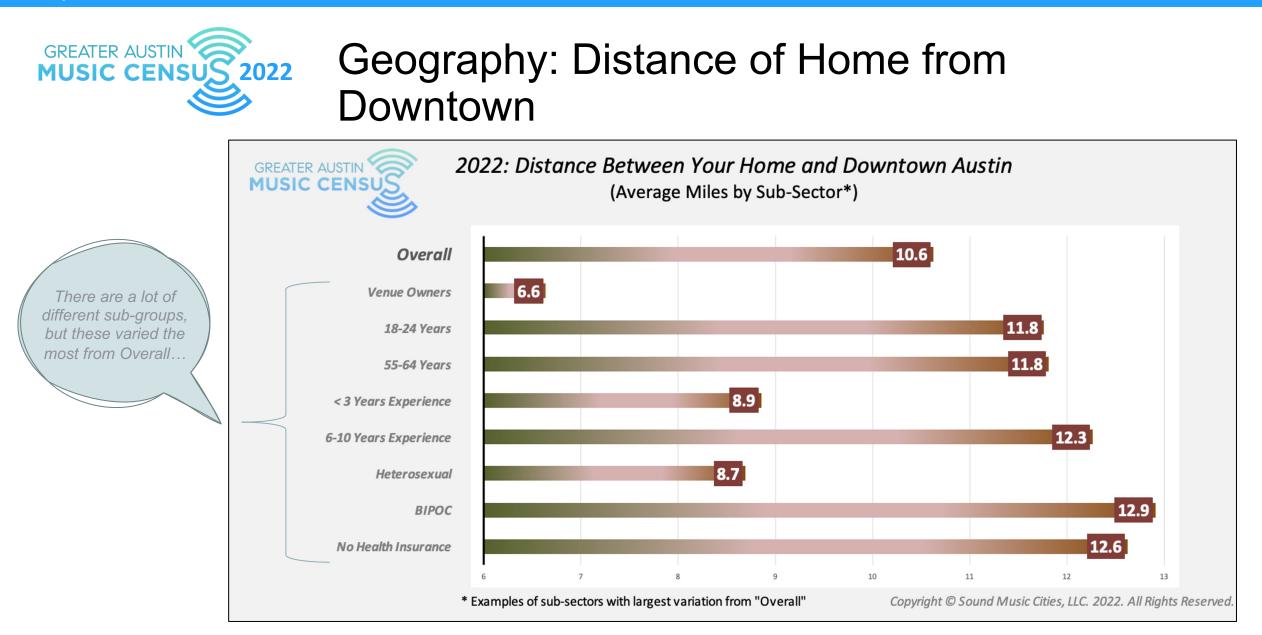


Geography: Distance from Downtown





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to



Geography: Home Zip Codes Comparison 2014 to 202

	GREATER AUSTIN MUSIC CENSUSS Comparison of Ten Most-Central Home Zip Codes (2014-2022)						GREATE MUSIC	
						Но	me Zip Codes wi	ith I
ed he	Central 10 Zip Codes		2014 2022 39.5% 27.5%	Decline -12.0%	Zip Codes with Greatest Increase		2 5	
	Zip Code	<u>City</u>	<u>2014 % of total</u>	<u>2022 % of Total</u>	<u>% Change</u>	<u>Zip Code</u>	<u>City</u>	<u>201</u>
	78704	(Austin)	12.8%	6.1%	-6.6%	78666	(San Marcos)	
	78702	(Austin)	5.8%	4.0%	-1.9%	78660	(Pflugerville)	
	78741	(Austin)	4.7%	3.5%	-1.2%	78747	(Austin)	
	78746	(Austin)	1.7%	0.8%	-0.8%	78653	(Manor)	
	78701	(Austin)	1.3%	0.7%	-0.7%	78610	(Buda)	
	78756	(Austin)	1.6%	1.1%	-0.5%	78602	(Bastrop)	
	78703	(Austin)	2.1%	1.7%	-0.4%	78681	(Round Rock)	
	78751	(Austin)	2.9%	2.7%	-0.2%	78691	(Pflugerville)	
	78723	(Austin)	4.7%	4.7%	0.0%	78640	(Kyle)	
	78705	(Austin)	1.9%	2.3%	0.4%	78724	(Austin)	



rowth (2014-2022)

	2014	2022	Increase
Zip Codes with Greatest Increase	5.9%	13.7%	7.7%

Zip Code	<u>City</u>	2014 % of total	2022 % of Total	% Change
78666	(San Marcos)	1.0%	2.2%	1.2%
78660	(Pflugerville)	1.2%	2.2%	1.0%
78747	(Austin)	0.5%	1.4%	0.9%
78653	(Manor)	0.4%	1.3%	0.8%
78610	(Buda)	1.0%	1.8%	0.8%
78602	(Bastrop)	0.2%	0.9%	0.7%
78681	(Round Rock)	0.6%	1.2%	0.6%
78691	(Pflugerville)	0.0%	0.6%	0.6%
78640	(Kyle)	0.4%	0.9%	0.5%
78724	(Austin)	0.7%	1.2%	0.5%

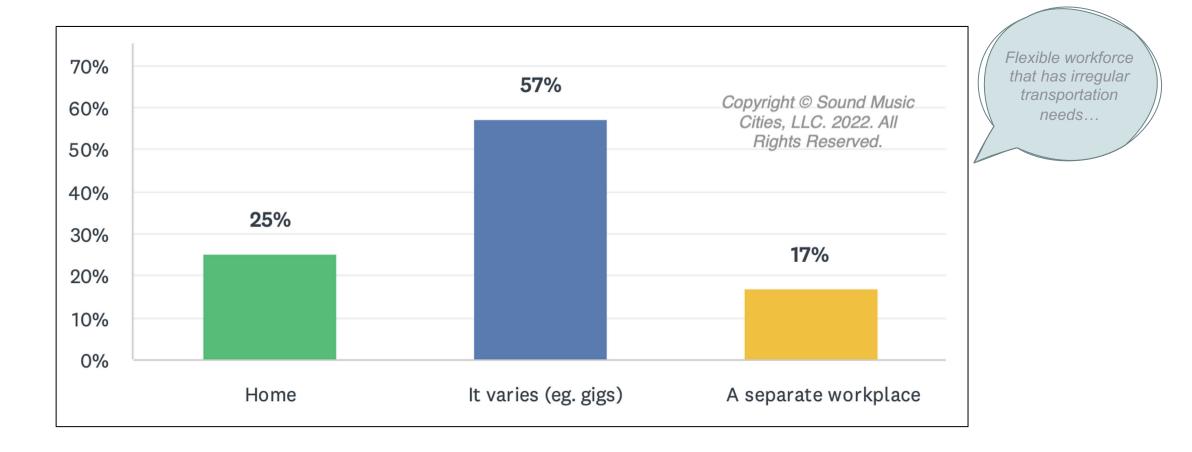


78745 has the most music population currently (9.8%)





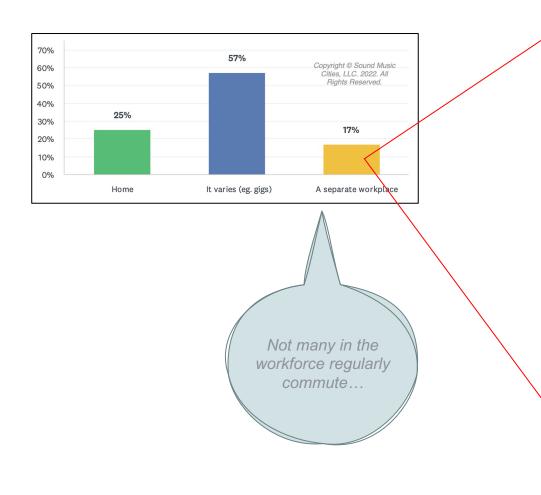
Geography: Work Location







Geography: Work Location (top 10 by zip code)





Top 10 Workplace Zip Codes (2022)

(if outside the home, and at same location)

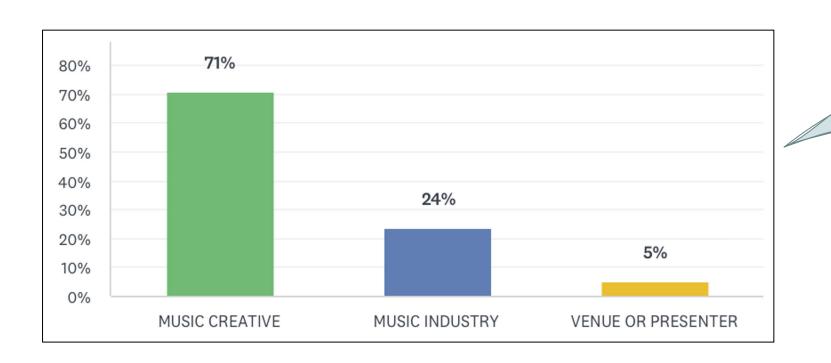
<u>Percentage</u>
19.0%
15.5%
10.2%
5.3%
3.5%
3.2%
2.6%
2.6%
2.3%
2.0%

...but those who do, it is pretty central...





Primary Industry Sector

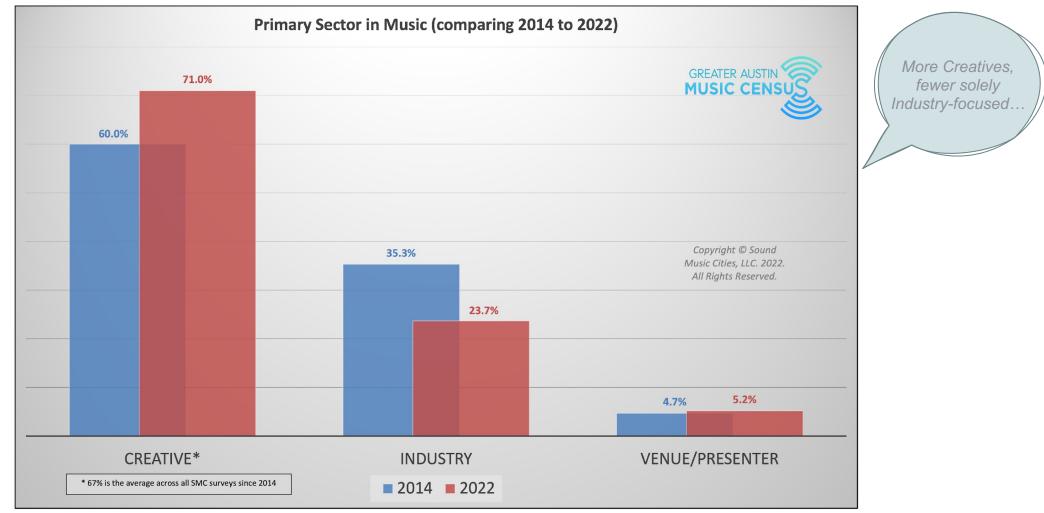


This choice defines which branch of sectorspecific questions respondents receive...,





Primary Industry Sector (Comparing 2014 to 2022)

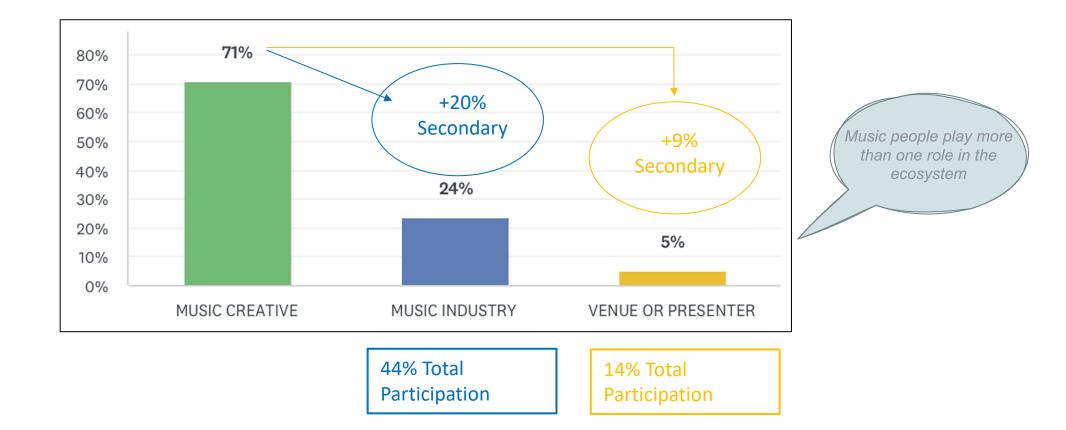




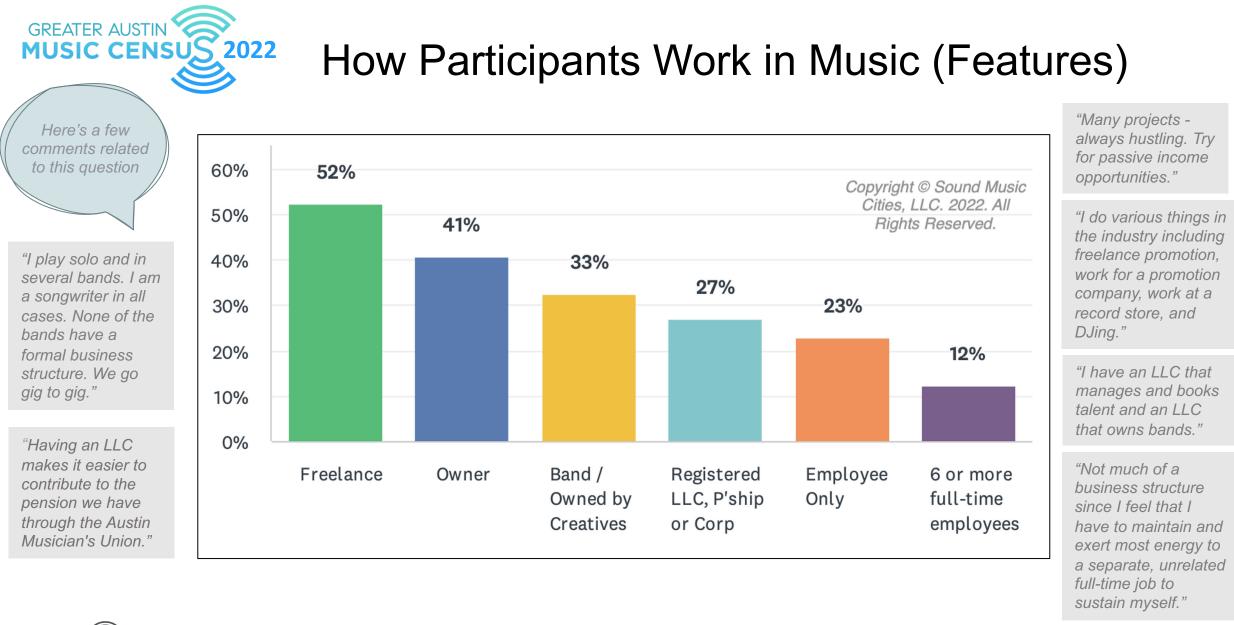
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Primary Industry Sector + Secondary Branch Participation



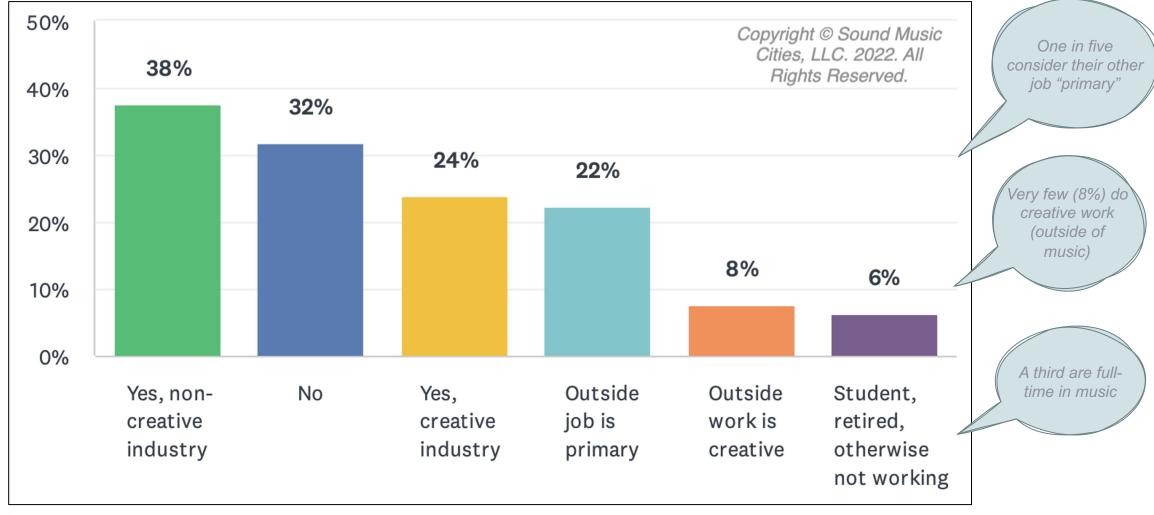








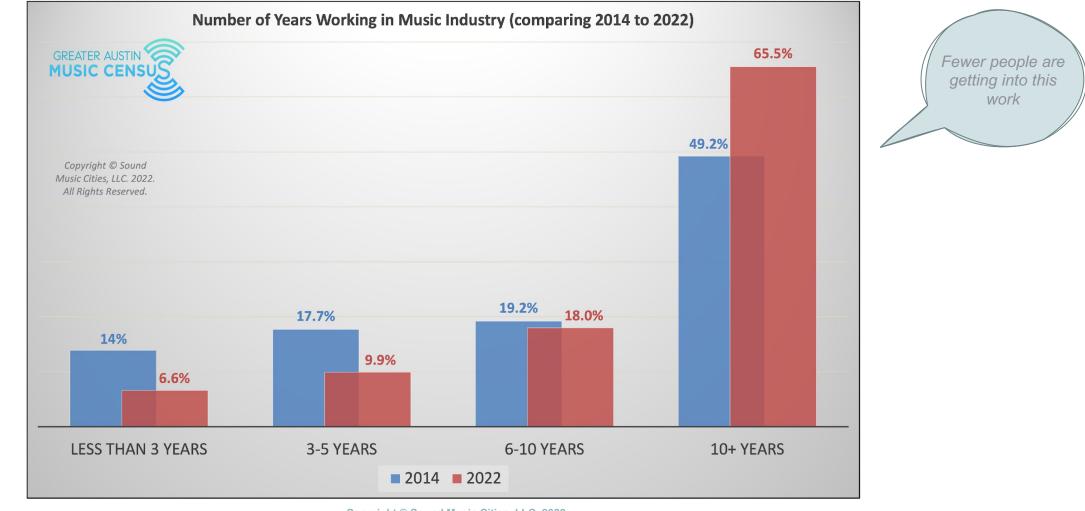
Work Outside of Music (Features)







Years of Profession Experience (vs 2014)



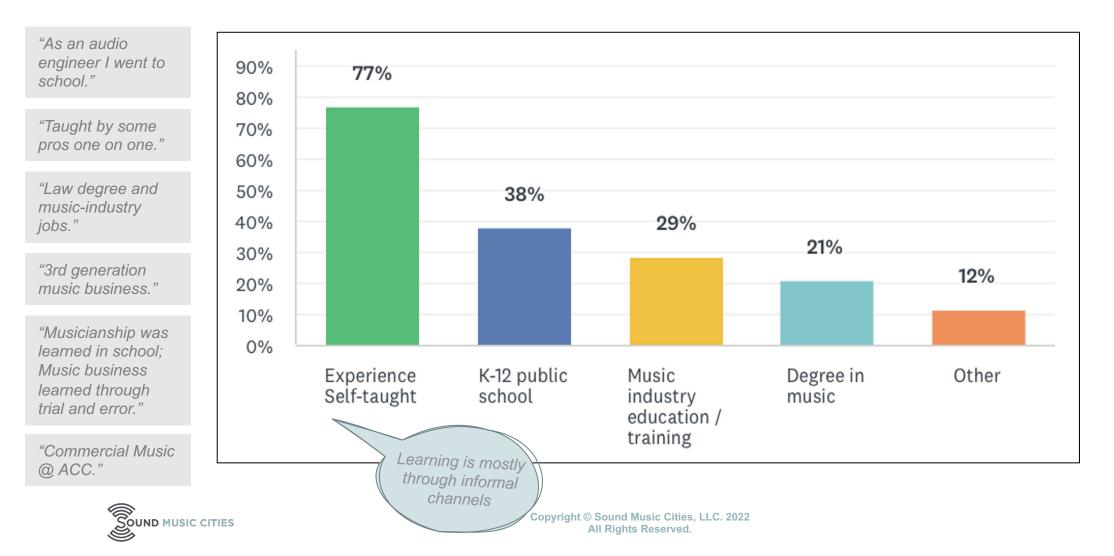


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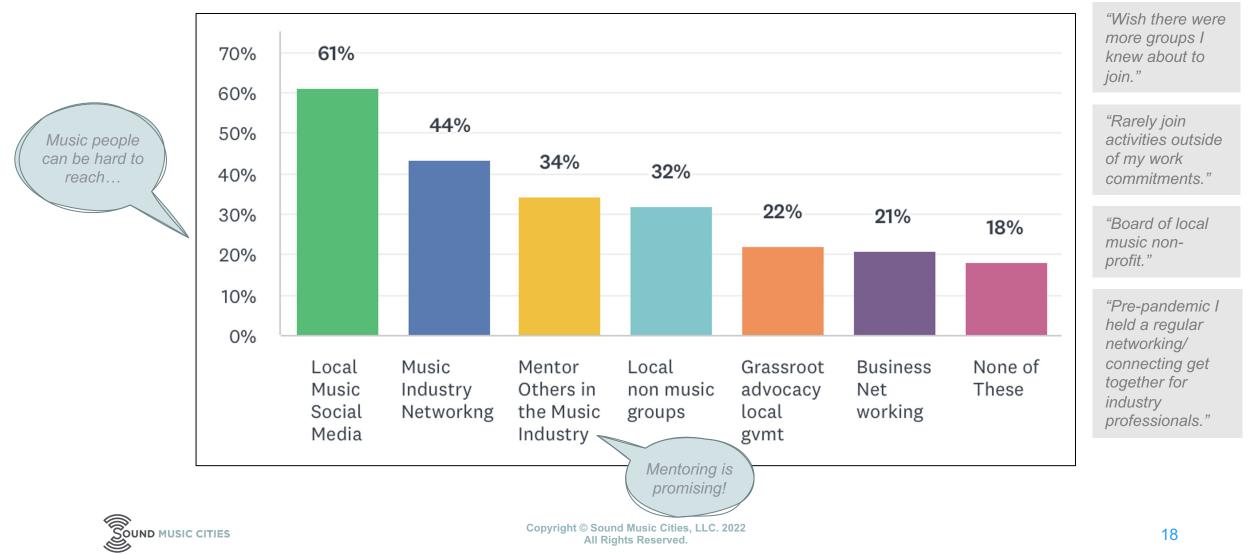
Types of Music-Related Training Participants Have Received

17



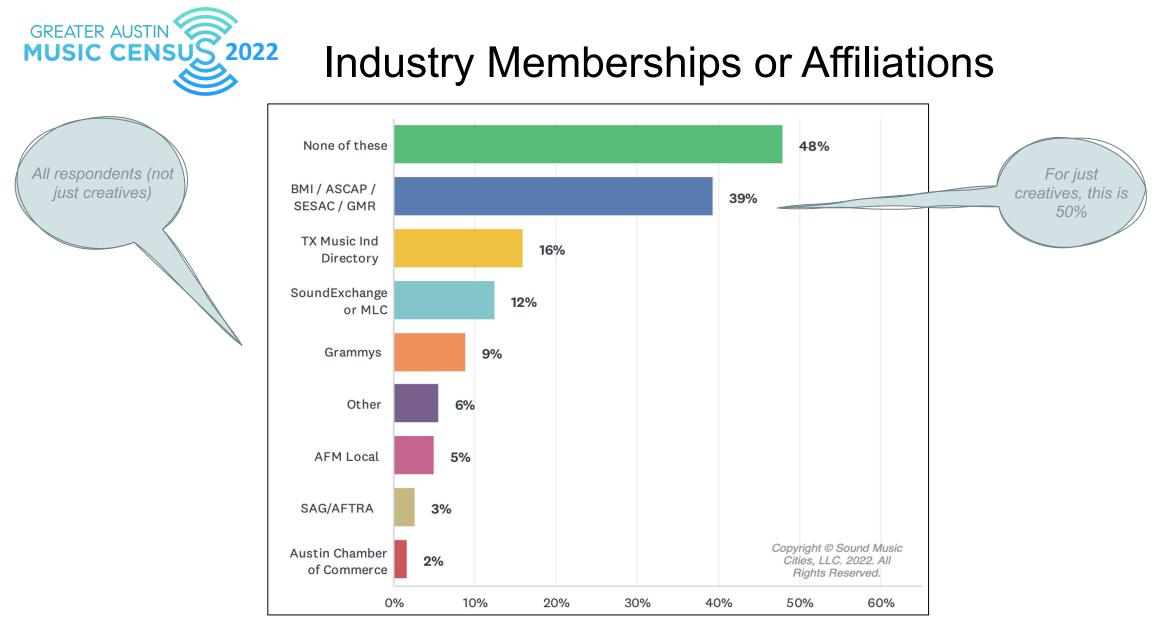


Local Activity Participation



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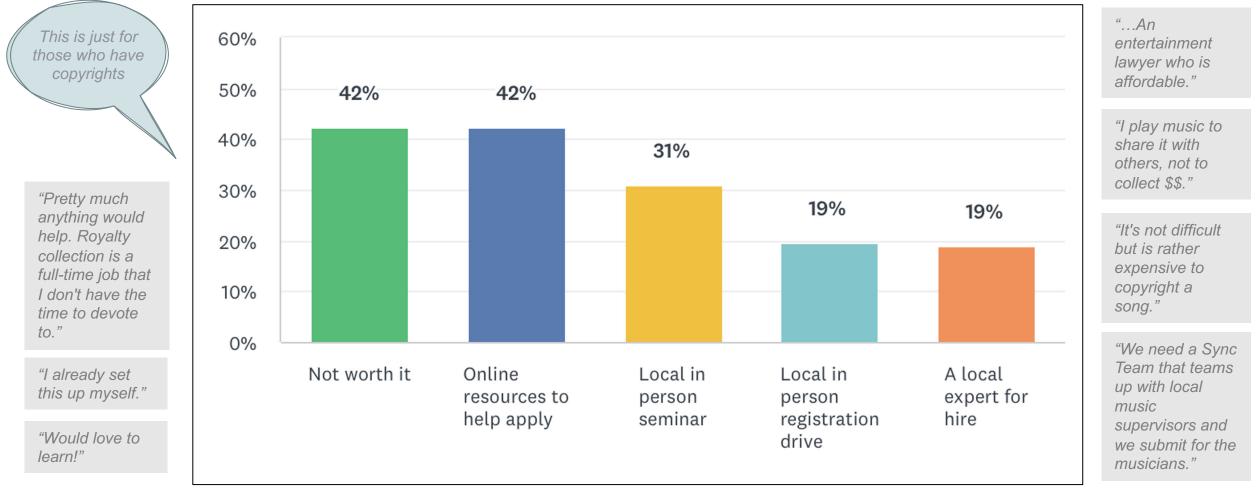
18



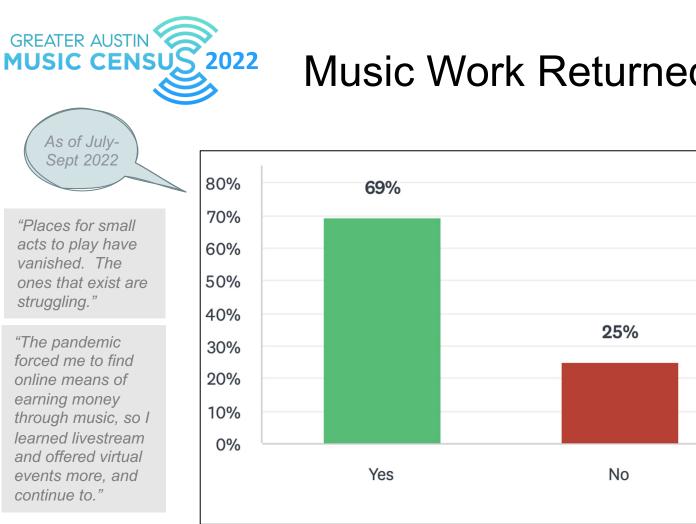




Suggested Assistance for Registering/Activating Royalty Collections







Music Work Returned to Pre-Pandemic Levels?

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6%

I didn't work in the

music industry before

"I work more because a lot of creatives left, causing less job competition."

"With all the changes and the new people coming to town, it is as if we are in a brand-new city. There is no memory of what was important from the past."

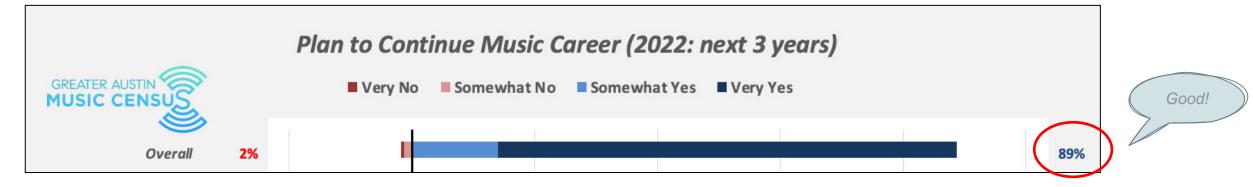
"I'm not making the money I made before but I'm also having to pay more rent so it's constantly living in fear of not having a place and as a female that's very difficult."

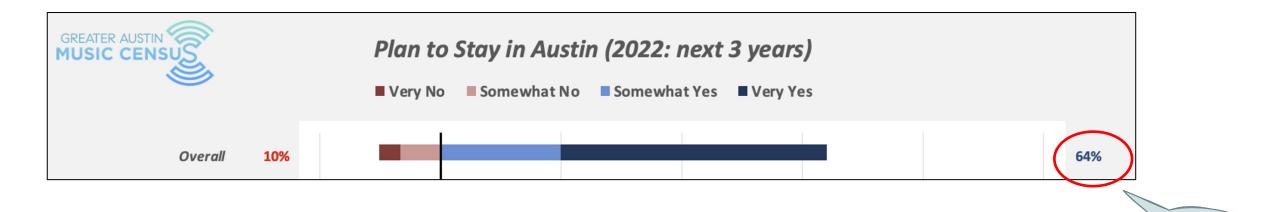
"Places for small acts to play I work in non-profit Tech now. I do music less. It makes me sad but my bills are paid."





Commitment to Music Career vs Staying in Austin



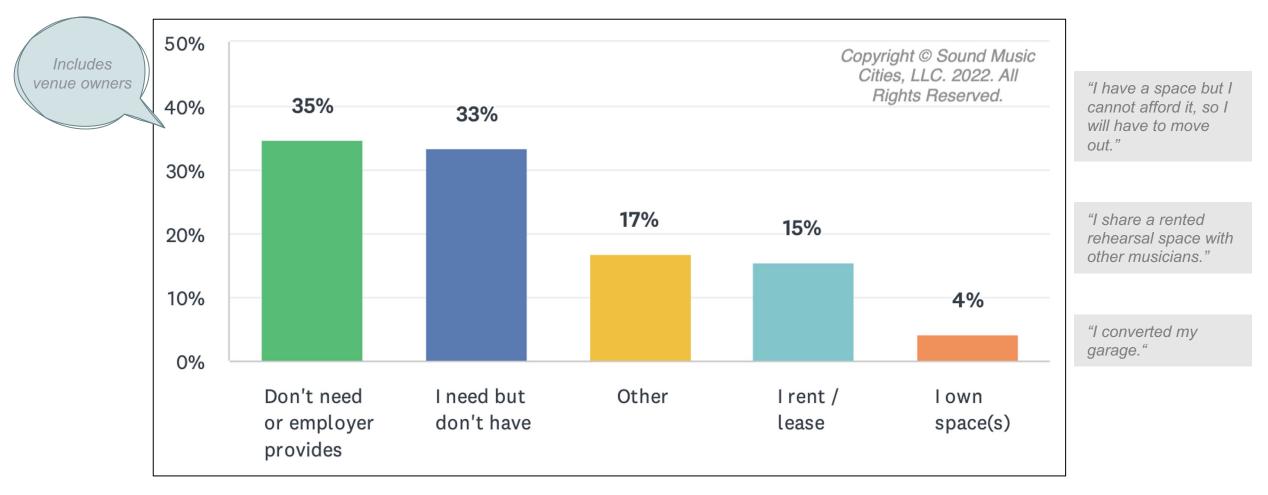




Not so good!



Separate Workspace Needs



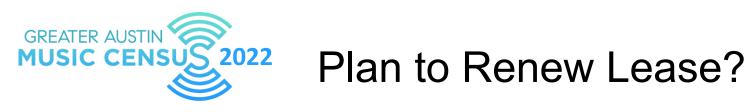


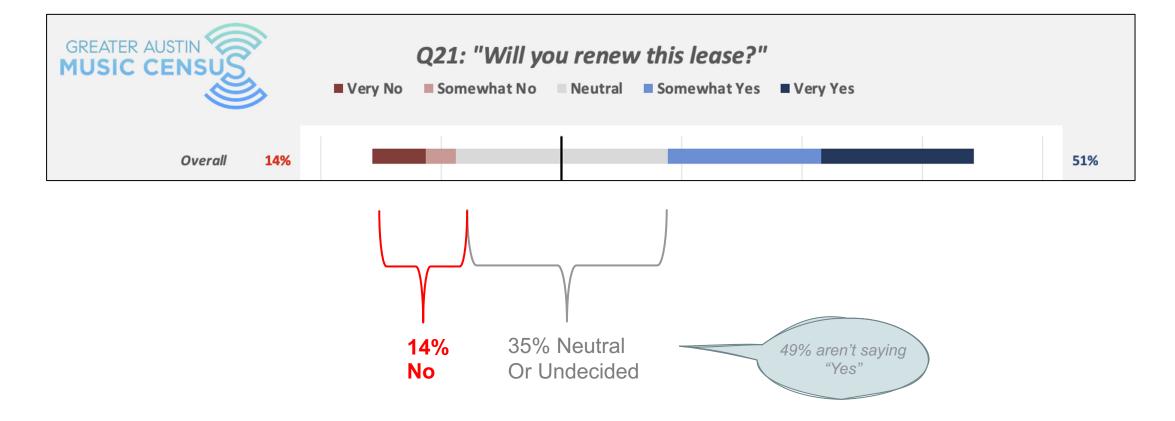


Lease Conditions





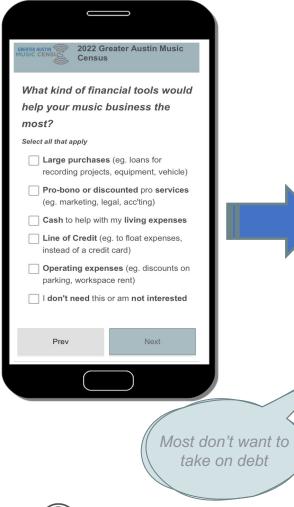


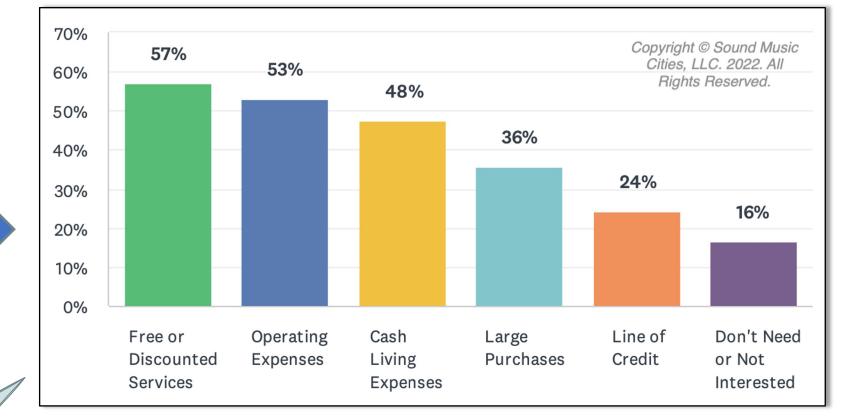






Access to Capital for Music Business Growth





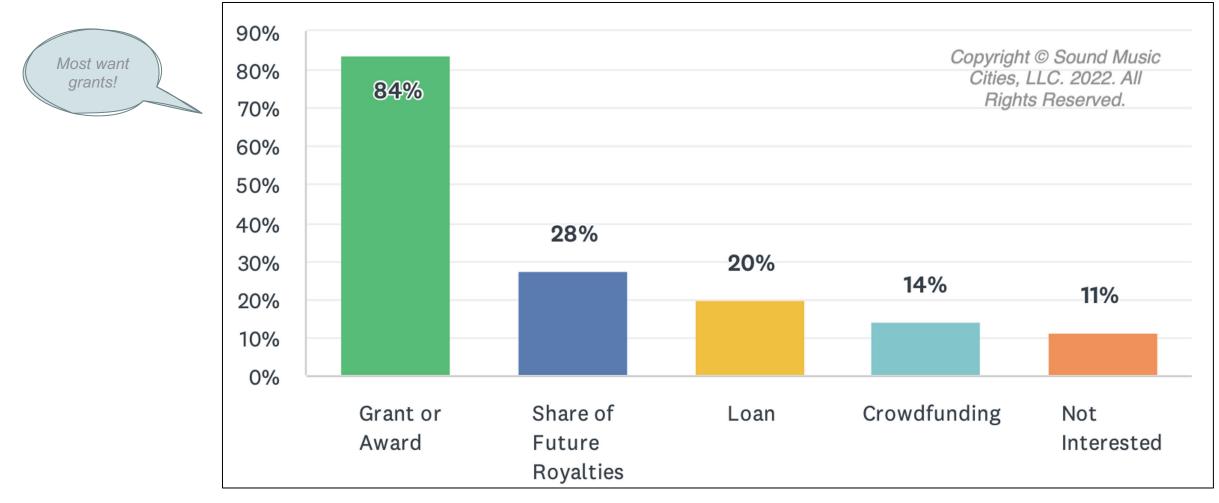
"I prefer pro-bono professional services, such a TALA, which includes a reasonable membership fee."

"This basically requires business schooling for working musicians and boldly getting help from colleagues with greater skills."





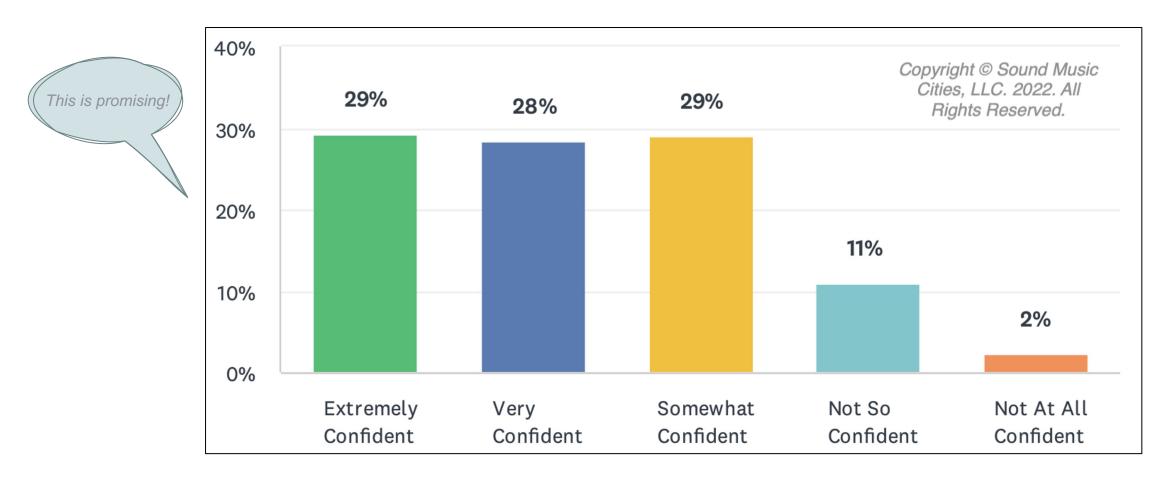
Desired Outside Support







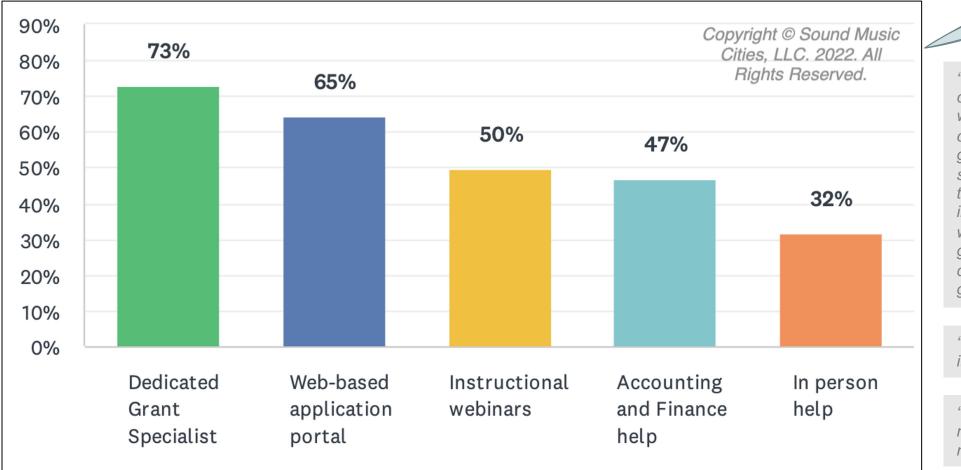
Confidence in Skills to Navigate Grant Process







Suggested Grant Assistance



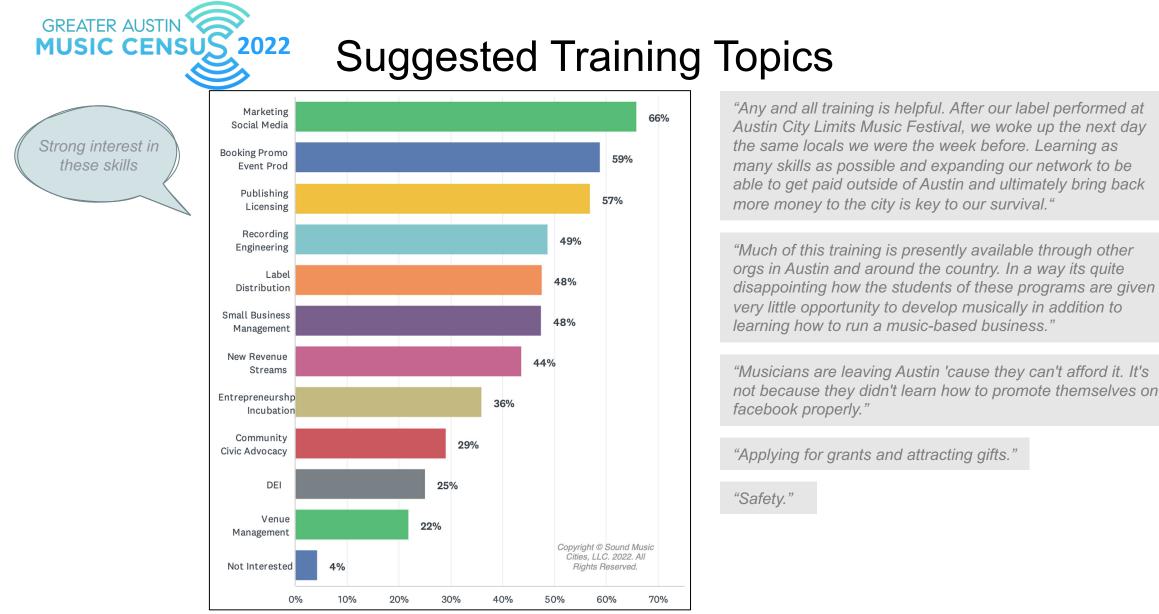
Helpful for program design

"Please hire people at the cultural arts division to help with this complex and confusing process. The city's grant application process siphons creative energy and time so I don't do it independently, only when working with community groups because the process demands more that I can give on my own."

"I've done it before and got it, it was a big help in 2022."

"Awareness of grants that match our eligibility and needs."

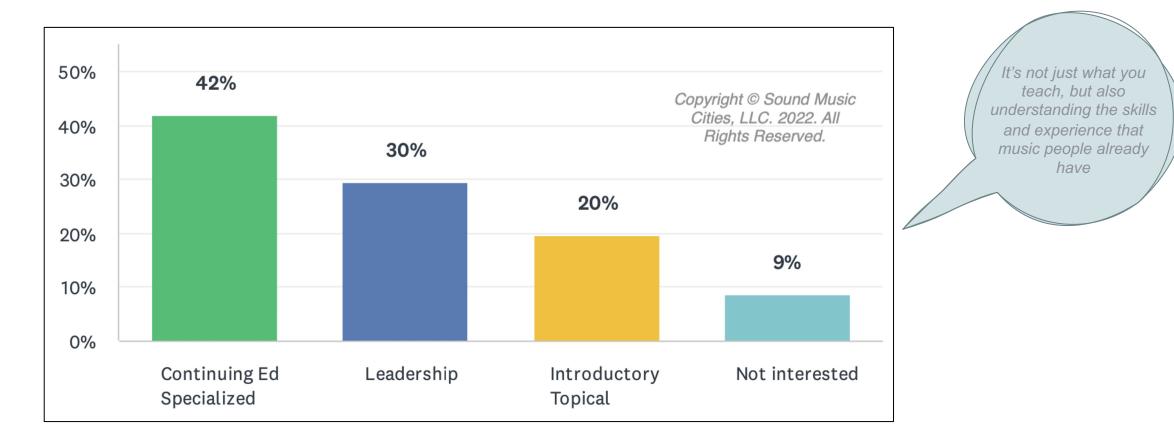




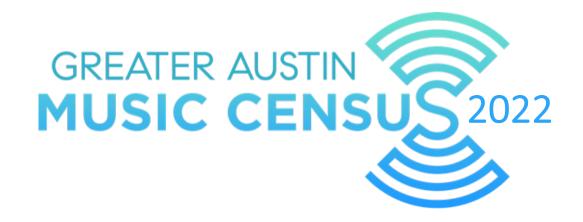




Suggested Training Levels



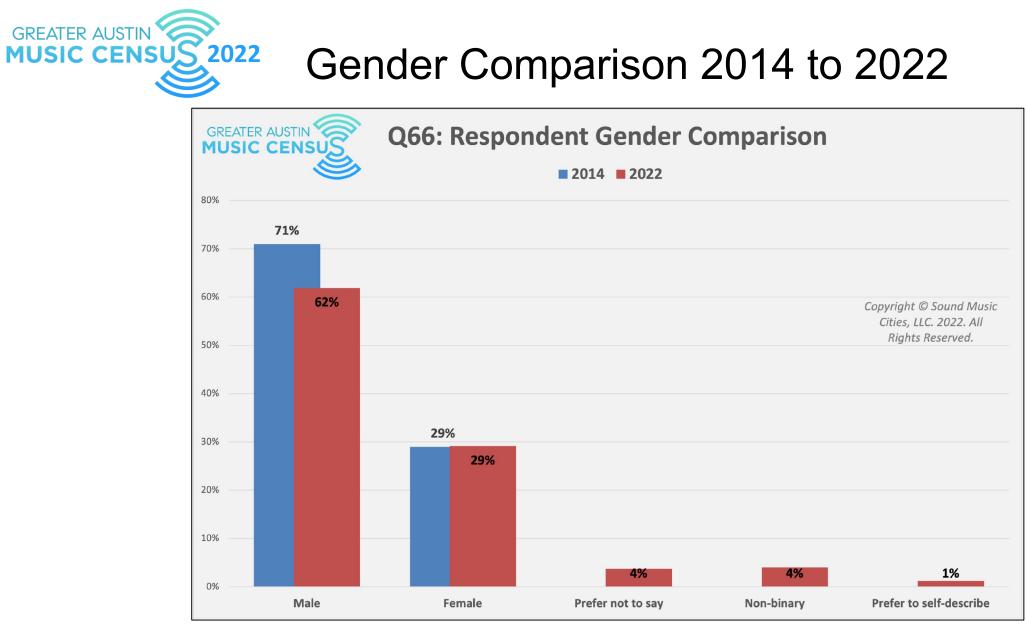




DEMOGRAPHICS

The Following Section Includes **All Respondents**



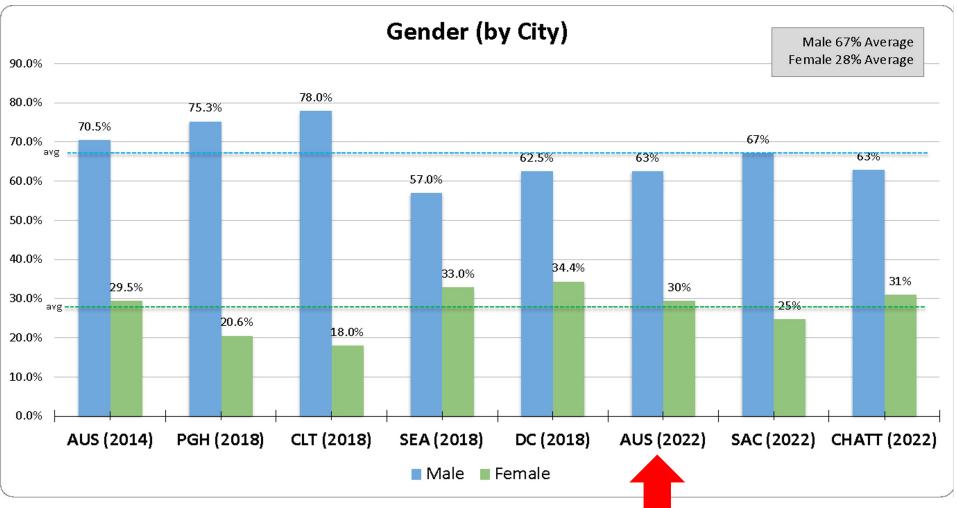




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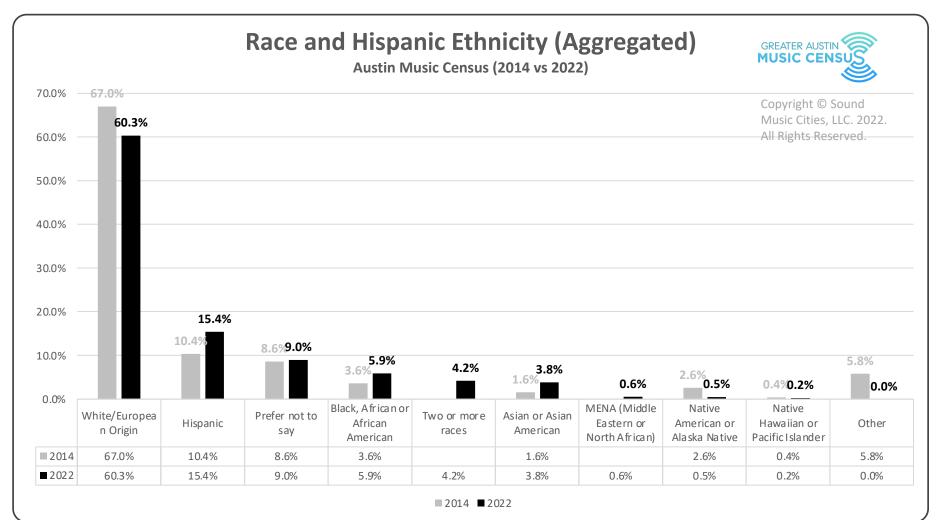
Gender: Benchmarking against 8 other music studies





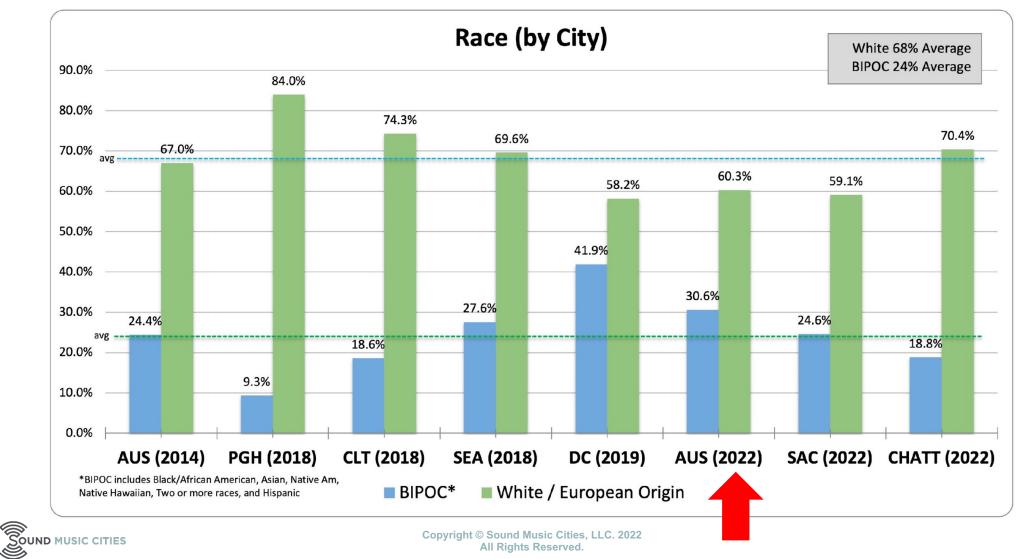


Race and Ethnicity (2014 vs 2022)





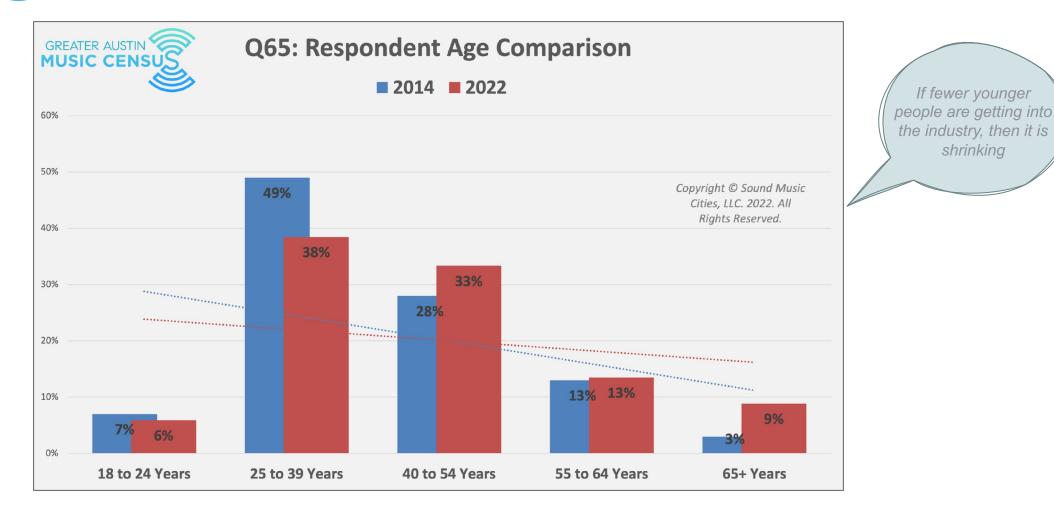
Race and Ethnicity: Benchmarking against 8 other music studies



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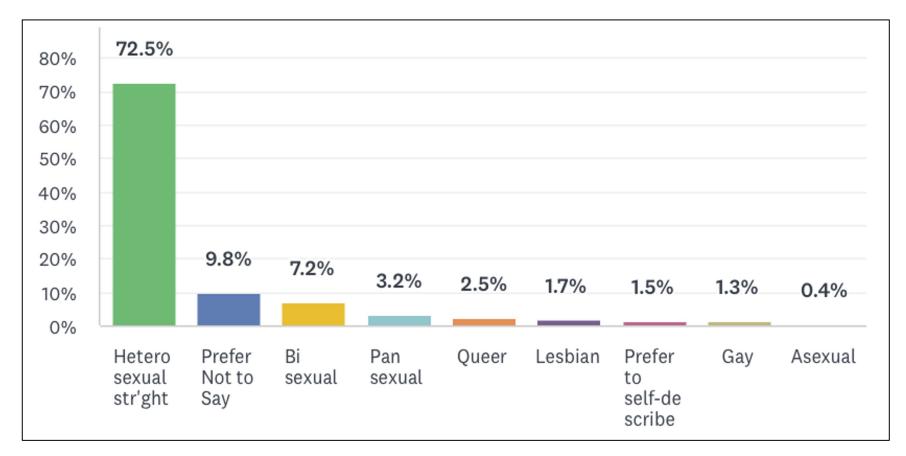
Age Comparison 2014 to 2022



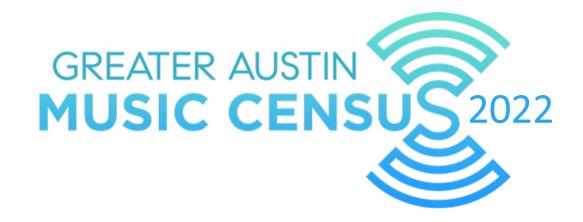




Sexual Orientation







BUSINESS OF MUSIC CREATIVES

The Following Section Includes Creatives Only



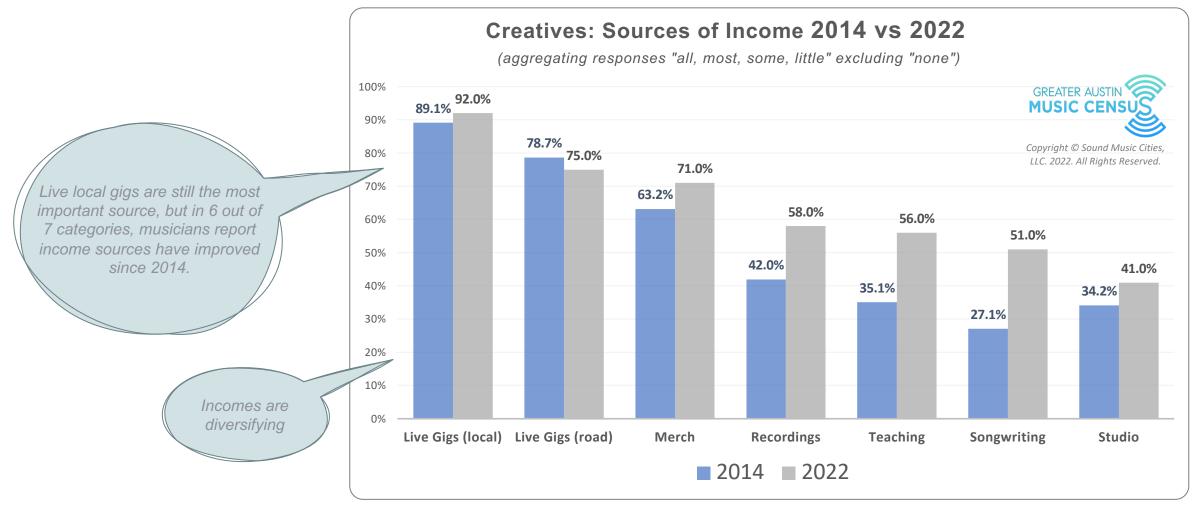
GREATER AUSTIN MUSIC CENSU **2022 Creatives: Sources of Current Music Income** Live Gigs Live local gigs are 13% 38% 24% 17% 8% (Local) still the most important Live Gigs 11% 37% 27% 25% (Road) Recordings 4% 23% 42% 29% Royalties Merchandise 23% 29% 3% 44% Studio Work 7% 25% 25% 42% Songwriting 3% 31% 16% 49% Mechanicals Teaching 2% 12% 14% 14% 59% 0% 40% 80% 10% 20% 30% 50% 60% 70% 90% 100% All Most Some Little None



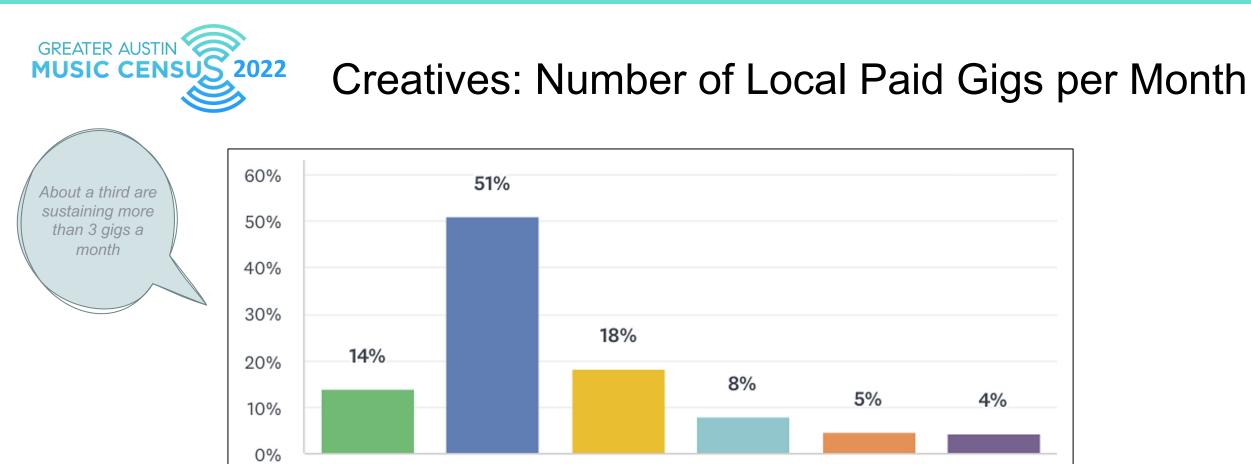
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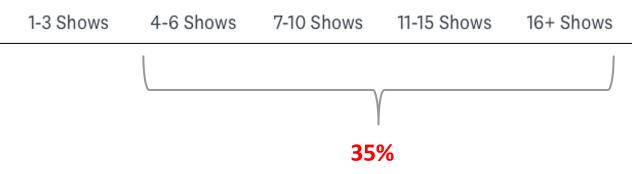


Creatives: Sources of Current Music Income (vs 2014)







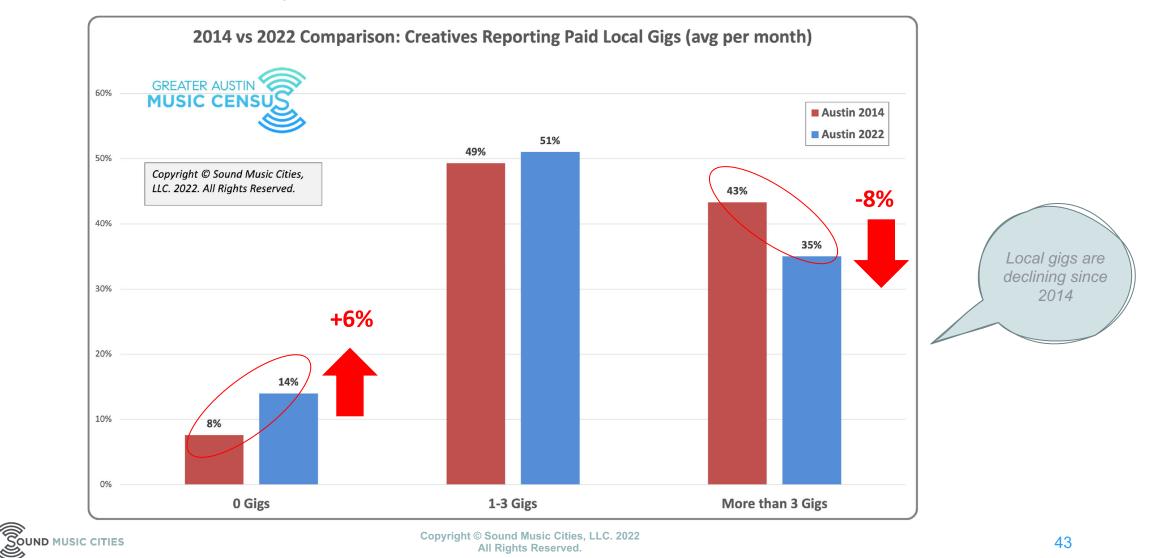




0 shows

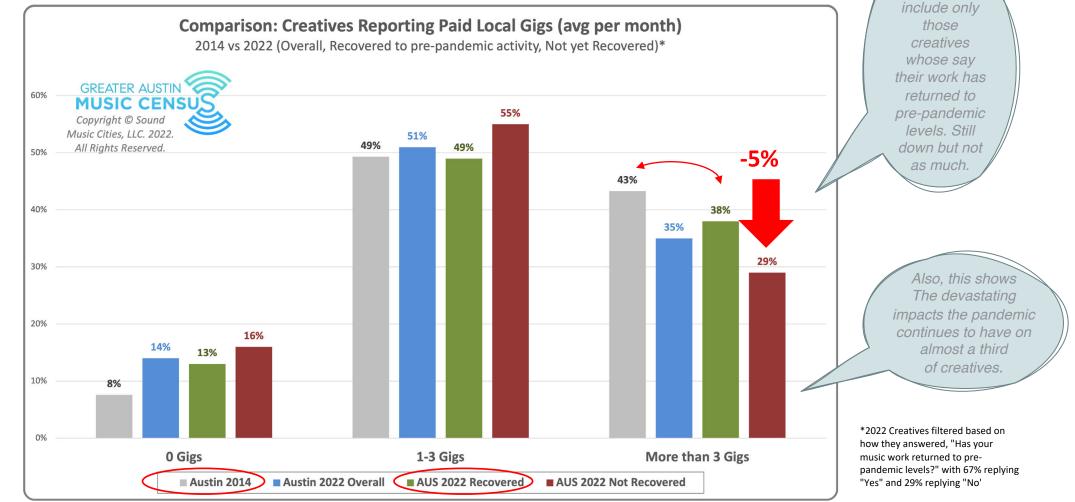


Creatives: Paid Local Gigs per Month Comparison 2014 to 2022





Creatives: Paid Local Gigs (adjusting for pandemic impacts)



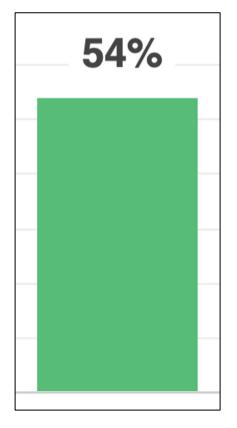


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When and Why Percentage Deals are Accepted

Gigs paying a base guarantee



"I do not accept percentage gigs. Our overhead is too high. We need a guaranteed base pay, and we negotiate and contract that well before the gig."

"The places that make the most sense to play for the growth of our fan base are primarily percentage. Places that have a flat rate (ie. 6th St) are less likely to allow you to play original music."

"We are trying to work with only guarantees now because in the percentage scenario the venue puts a lot of pressure on the band to sell tickets and takes money from the band's percentage to pay for ads."

"It is rewarding to sell tickets to fans and push myself to promote my live shows every so often."

"I would never accept a percentage deal for a cover gig, but original music is a different animal. If I believe in the artist/songwriter, I'm willing to the hit."

"The chance to make more money when more money is made. And also to maintain a good relationship with venues when no money is made."

Creatives exercise various strategies locally

"I don't accept them."

"If it's a 3-hour gig, percentage of bar sales is almost always higher than a base pay + tips."

"Want to play shows and that's all that the venue offers."



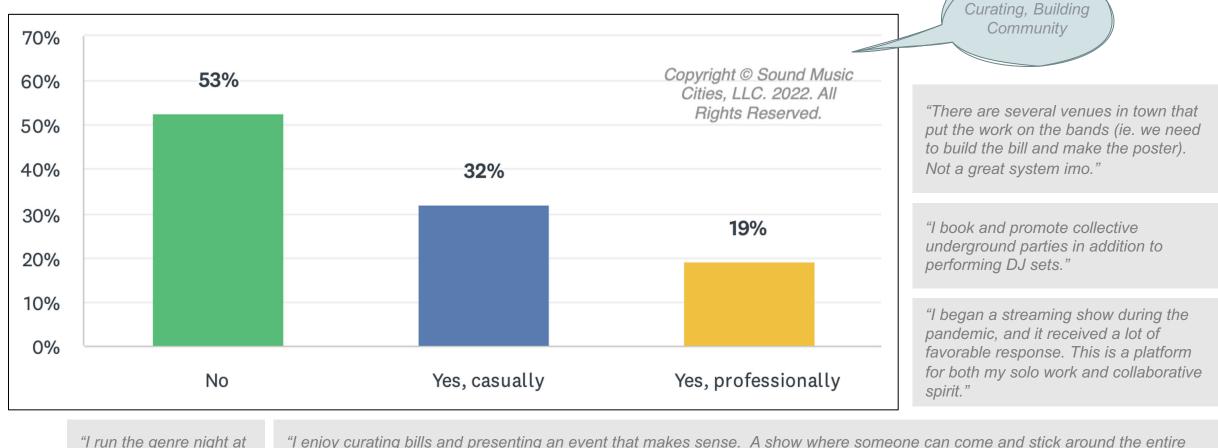


Creatives: Annual Spending by Category (Average)





Creatives: Presenting / Promoting Gigs (in addition to performing)



"I enjoy curating bills and presenting an event that makes sense. A show where someone can come and stick around the entire night and enjoy bands they never knew about before gives me great satisfaction."

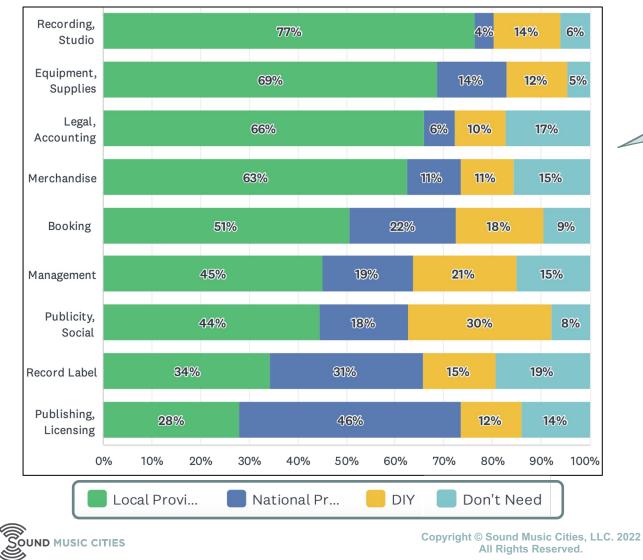


a coffeehouse."



Creatives: Where they go for music industry services

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The green (local providers) is impressive! That's what a big music city ecosystem looks like.

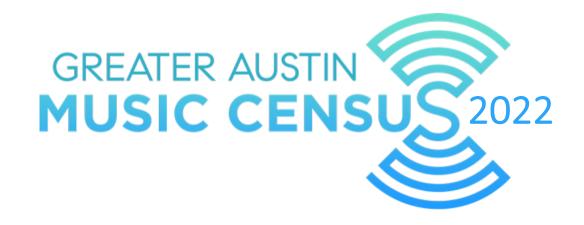
Top Local Service: Recording Studios (77%)

Top National Service: Publishing/Licensing (46%)

Top DIY Service: Publicity/Social Media (30%)

Top Don't Need: Record Label (19%)

48



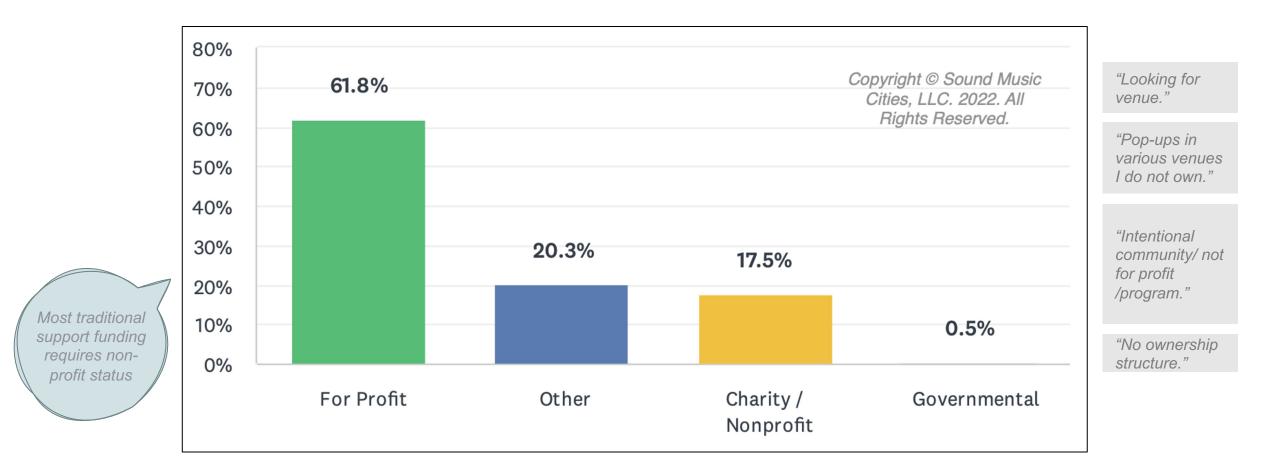
BUSINESS OF VENUES/PRESENTERS

The Following Section Includes **Venues and/or Presenters Only**





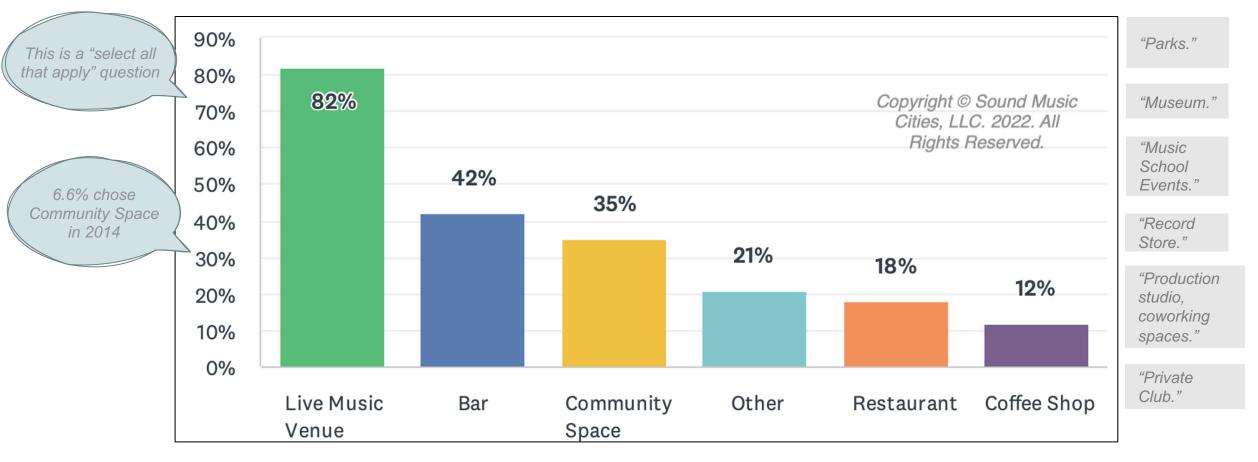
Venue / Presenters: Venue Ownership Structure





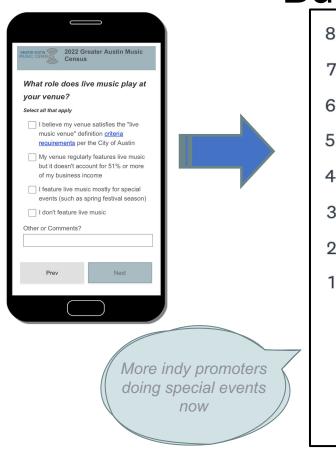


Venue / Presenters: Venue Type

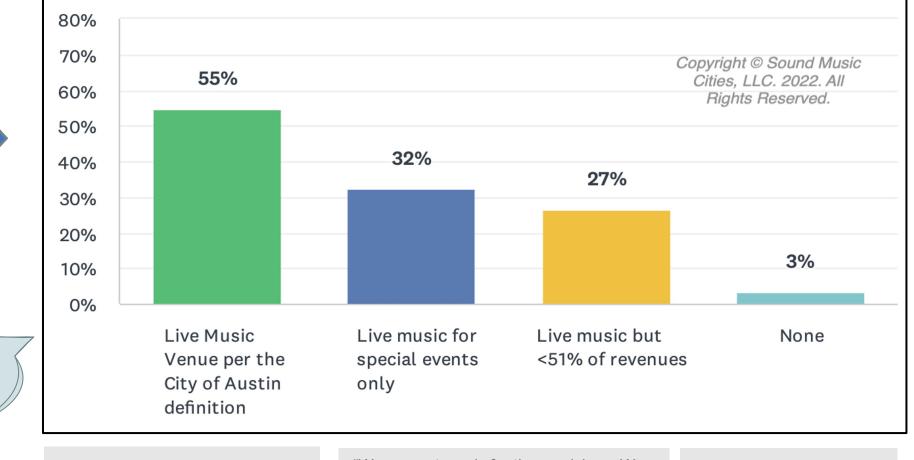








Venue / Presenters: Role of Live Music in Business



"Record shop that hosts in-store performances about once a week."

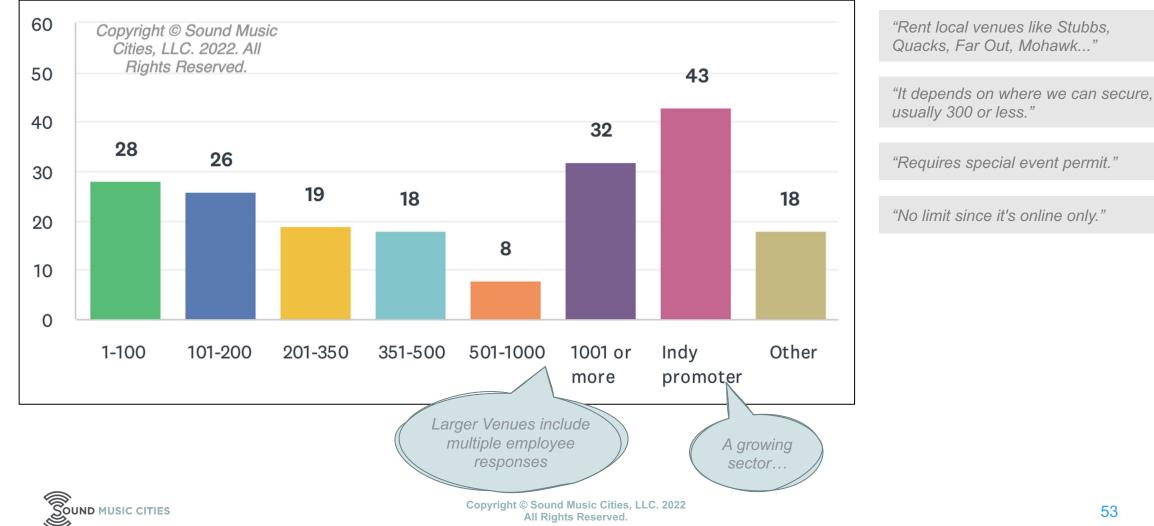
"We present music for the musicians. We don't make any income from this venue."

"DIY with performances."



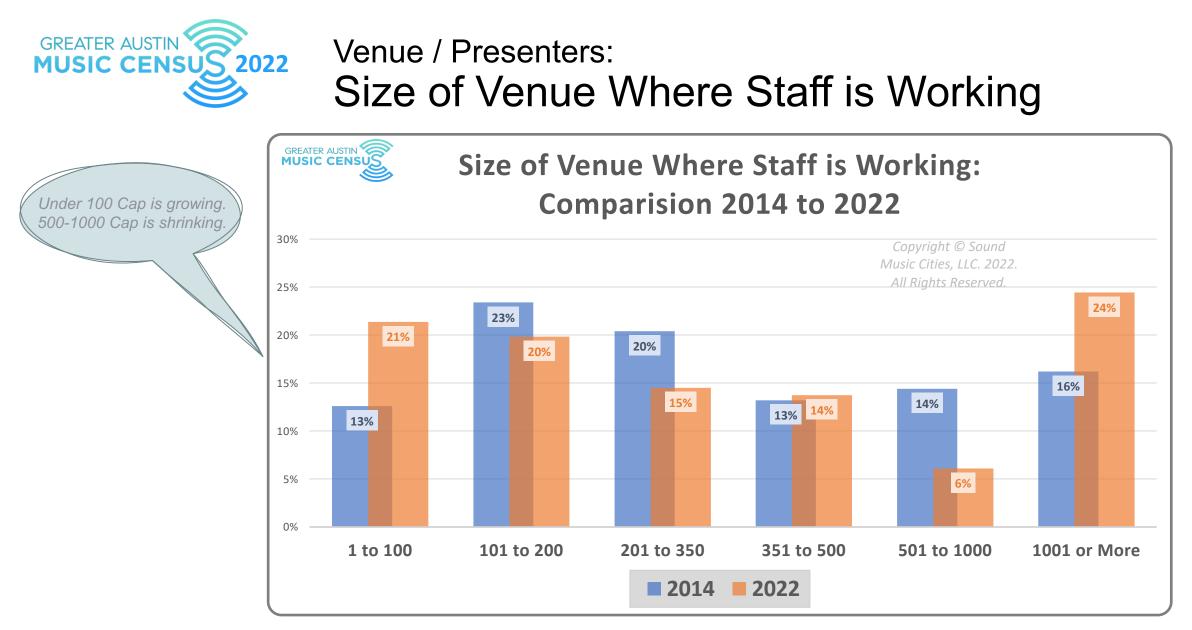


Venue / Presenters: Legal Capacity



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53



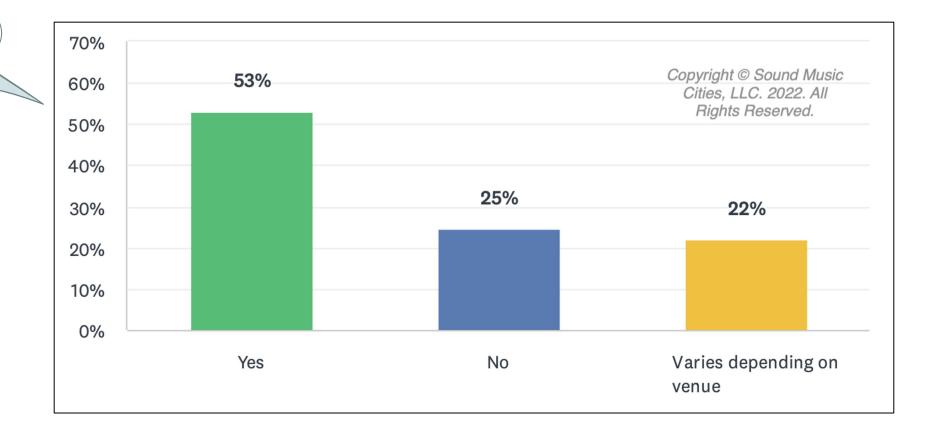


40% had an outdoor permit

in 2014



Venue / Presenters: Can Host Live Music Outdoors



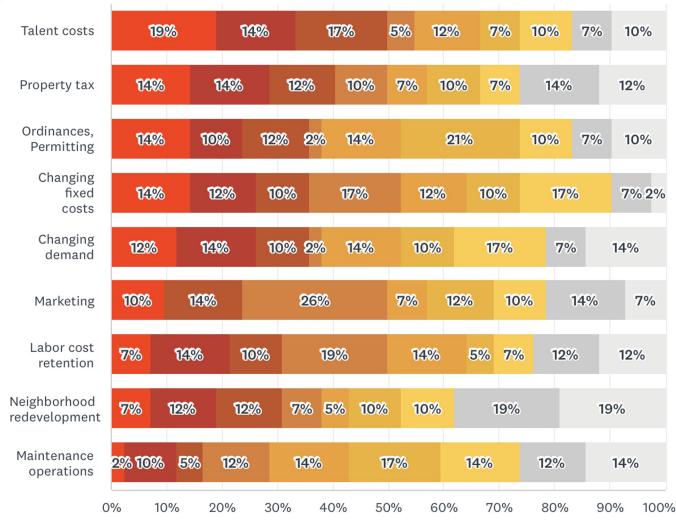


GREATER AUSTIN MUSIC CENSUS 2022 Venue Owners/Operators Only: Greatest Challenges 25% 10% 13% 6% 8% 9% 8% 10% 10% Property tax Labor cost 18% 14% 8% 16% 10% 6% 6% 12% 9% retention Reflects pressures of running a physical Maintenance space 14% 19% 10% 17% 16% 4% 9% 8% operations 6% 10% 13% 10% 16% 10% 10% 14% 9% Talent costs Changing 10% 12% 9% 6% 13% 12% 14% 10% 13% demand Neighborhood 10% 10% 6% 5% 6% 16% 16% 10% 19% redevelopment Changing 8% 6% 22% 18% 14% fixed 12% 6% 5% 8% costs Ordinances, 6% 12% 8% 10% 9% 12% 19% 13% 10% Permitting 5% 10% 10% Marketing 8% 14% 16% 22% 13% 20% 30% 50% 60% 100% 0% 10% 40% 70% 80% 90%





Independent Presenters Only: Greatest Challenges

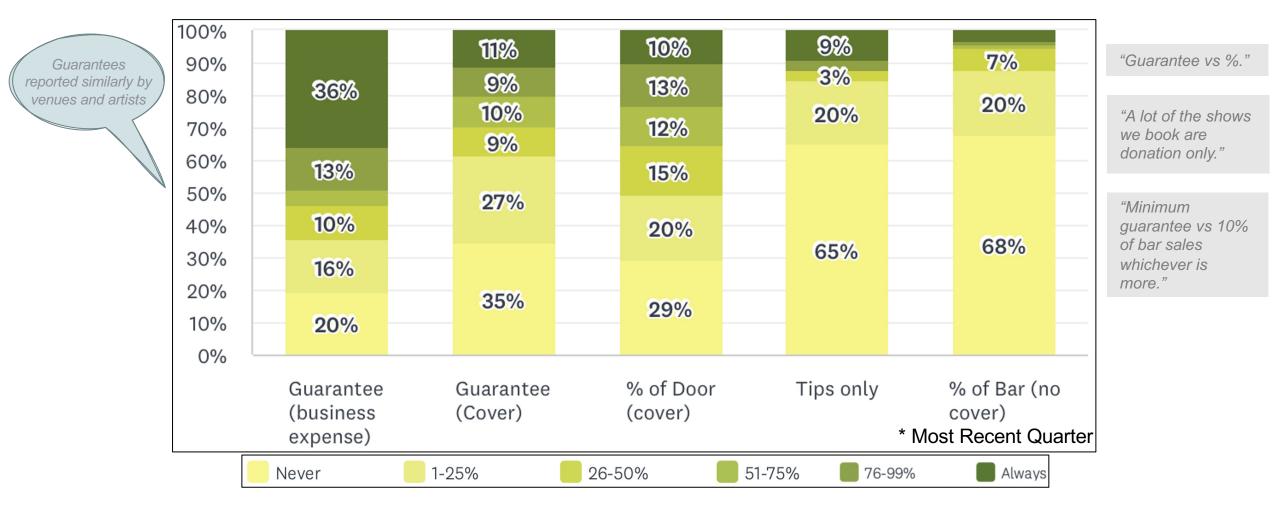








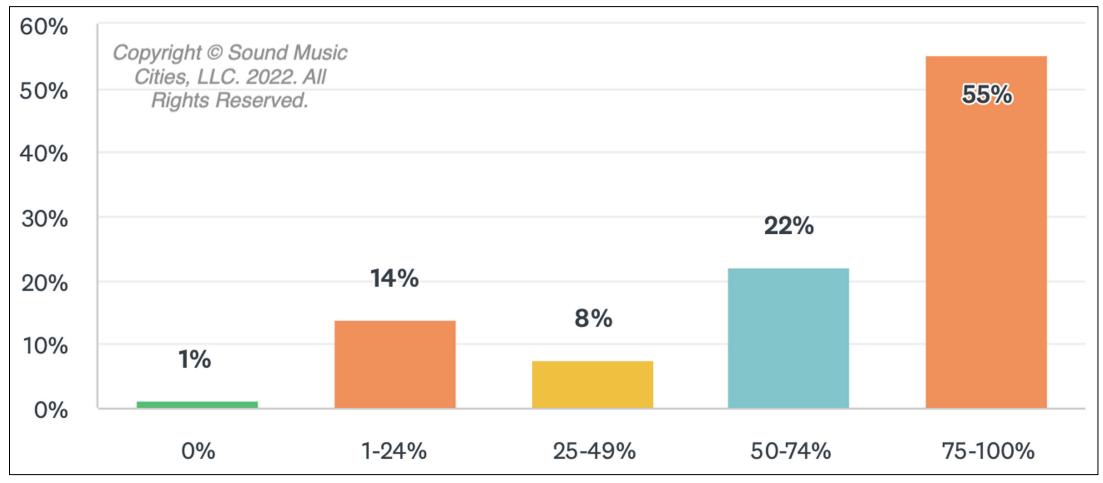
Venue / Presenters: Deal Structure with Creatives*







Venue / Presenters: Local Talent Bookings*

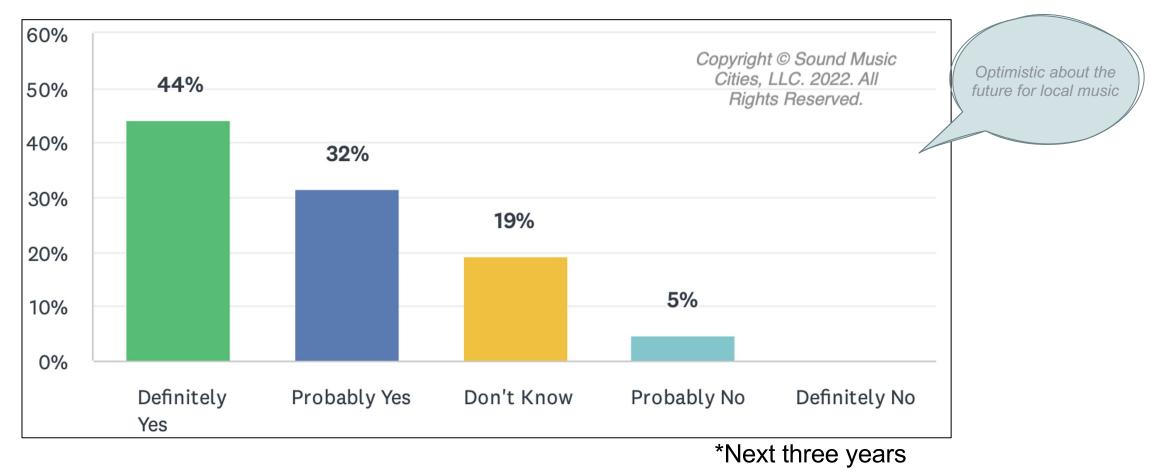


* Most Recent Quarter

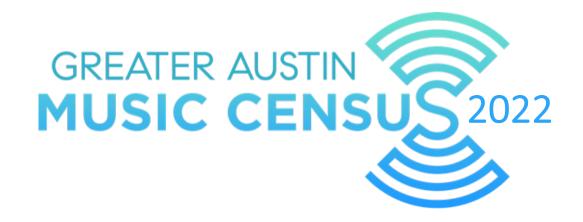




Venue / Presenters: Intent to book more local artists*





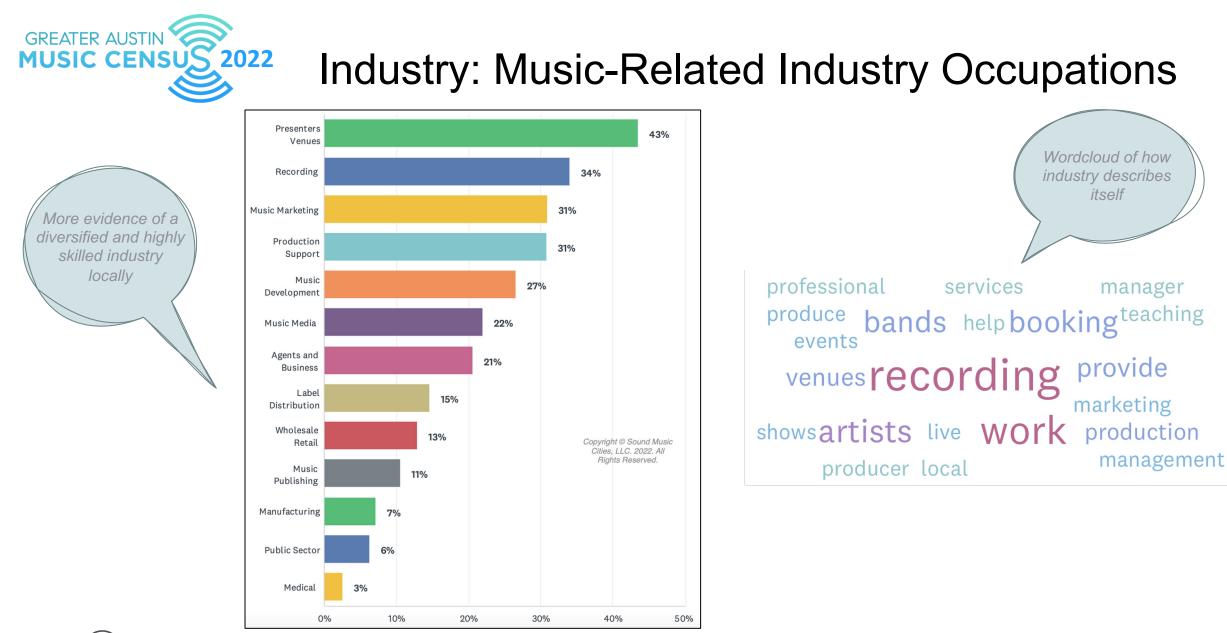


BUSINESS OF INDUSTRY SERVICES

The Following Section Includes Industry Only



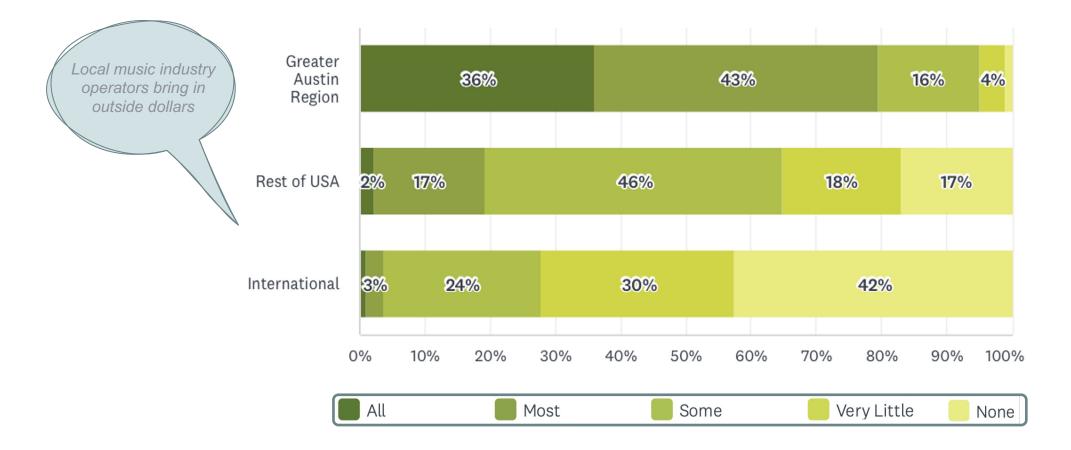
Music Industry Only



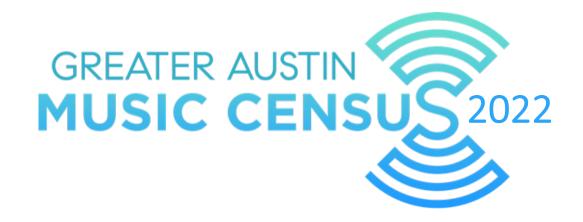




Industry: Geography of Music Clientele







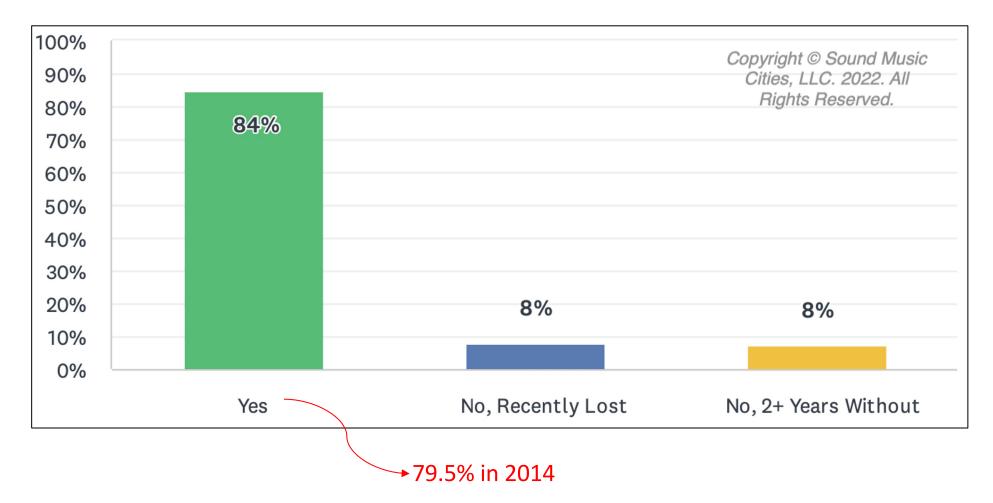
HEALTH & WELLNESS SECTION

The Following Section Includes **All Respondents**





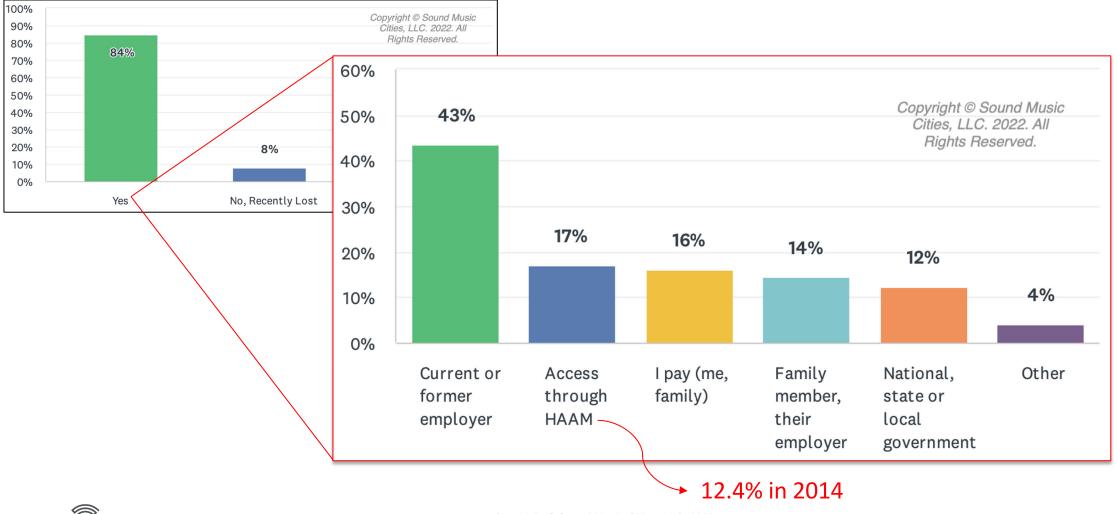
Health Insurance Coverage







Health Insurance Coverage Provided by

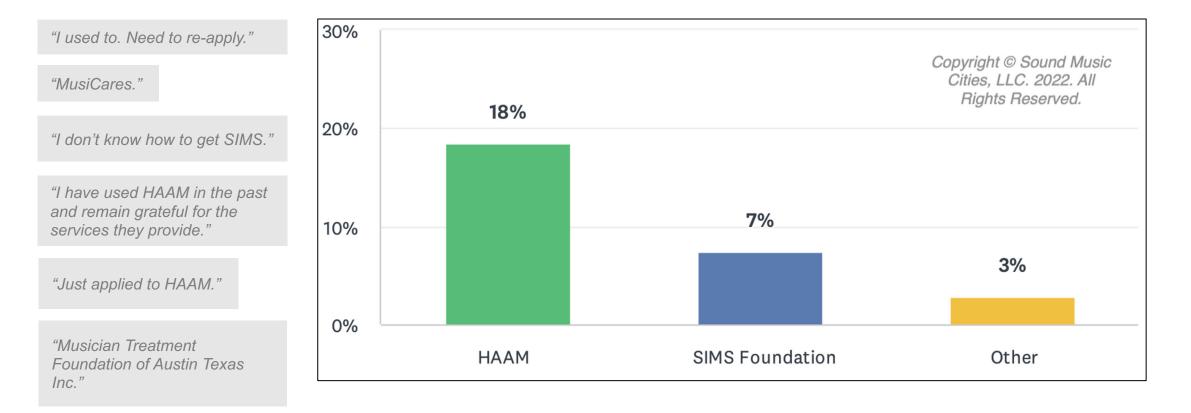




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Currently Receiving Health Services Through...





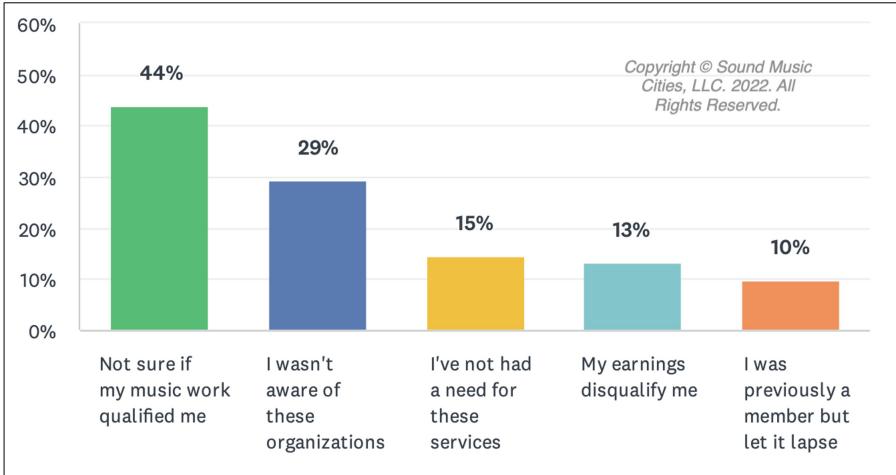


"I've tried applying and was denied because audio engineers do not qualify."

"I'm not qualified since I'm not a musician, but a music industry worker."

"HAAM limited to Travis county."

Reasons Support or Health Services Have Not Been Sought (through HAAM or SIMS)







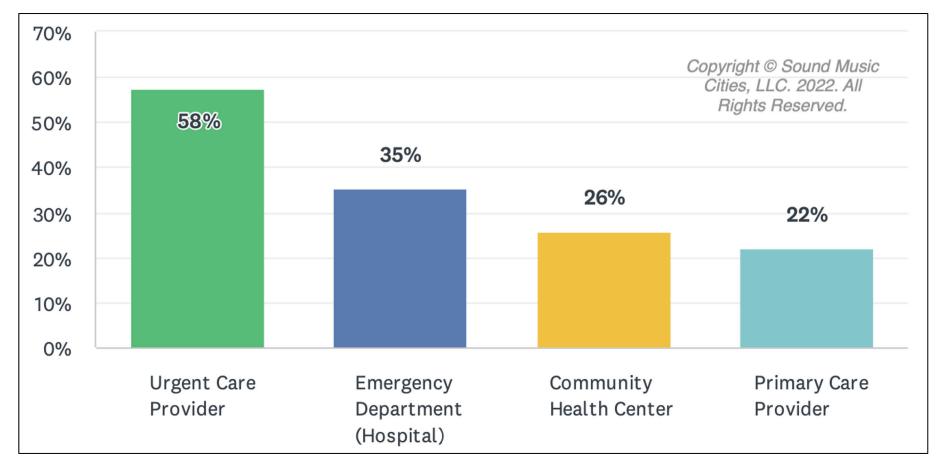
Where Uninsured Go When Sick or Need Healthcare

"The emporium of crossed fingers."

"Haven't been sick enough to need professional attention in the last year."

"Been lucky so far."

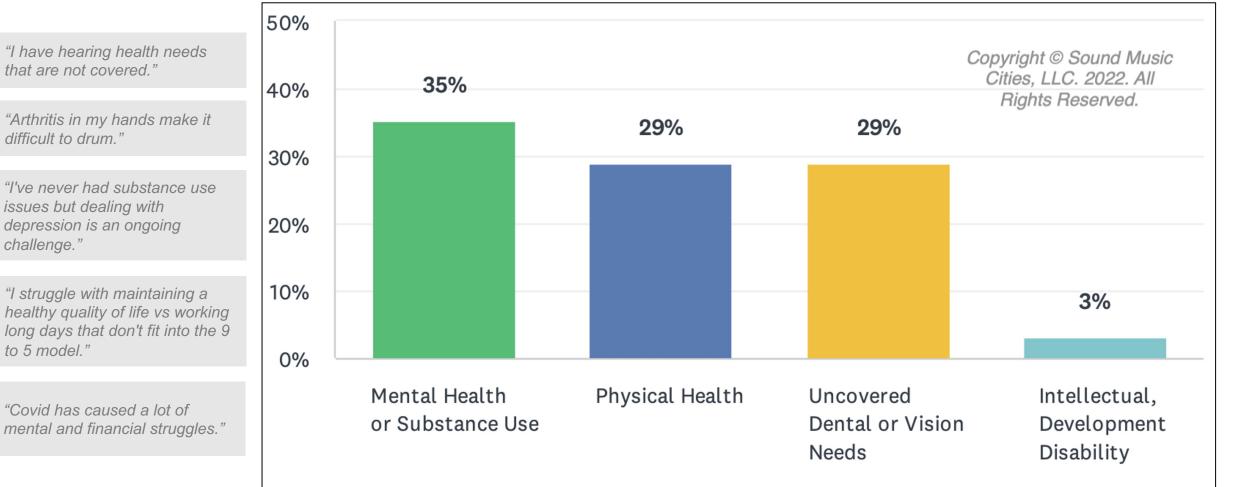
"Nowhere. Can't afford it."







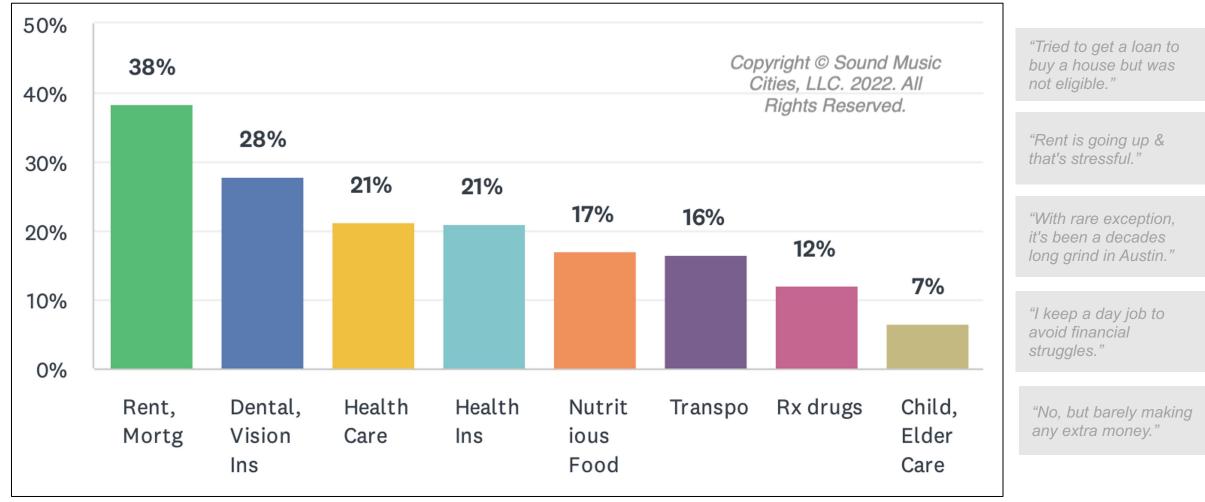
Health and Wellness Concerns







Expenses Currently Struggling to Afford







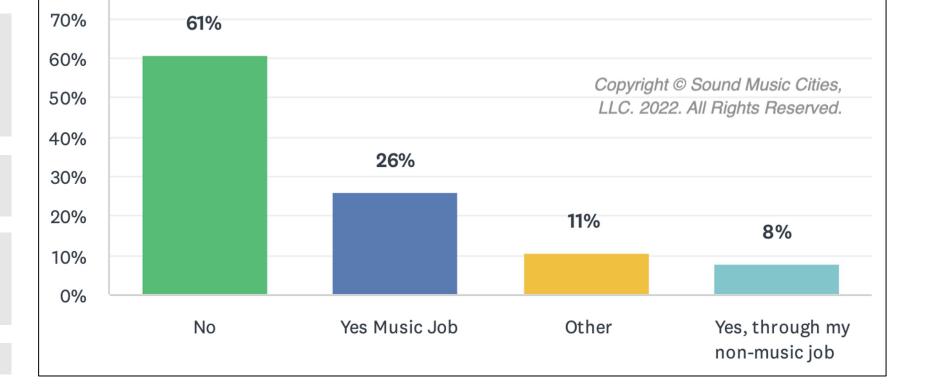
Received COVID Relief

"PPP and SBA loans."

"I got those couple of checks from the national government, and I got checks from the city of Austin for being a musician in need. Thanks Austin!"

"Living expense assistance from HOMEAustinOrg."

"Retail businesses were excluded from qualifying for CoA - only venues, bars and restaurants. A big oversight."



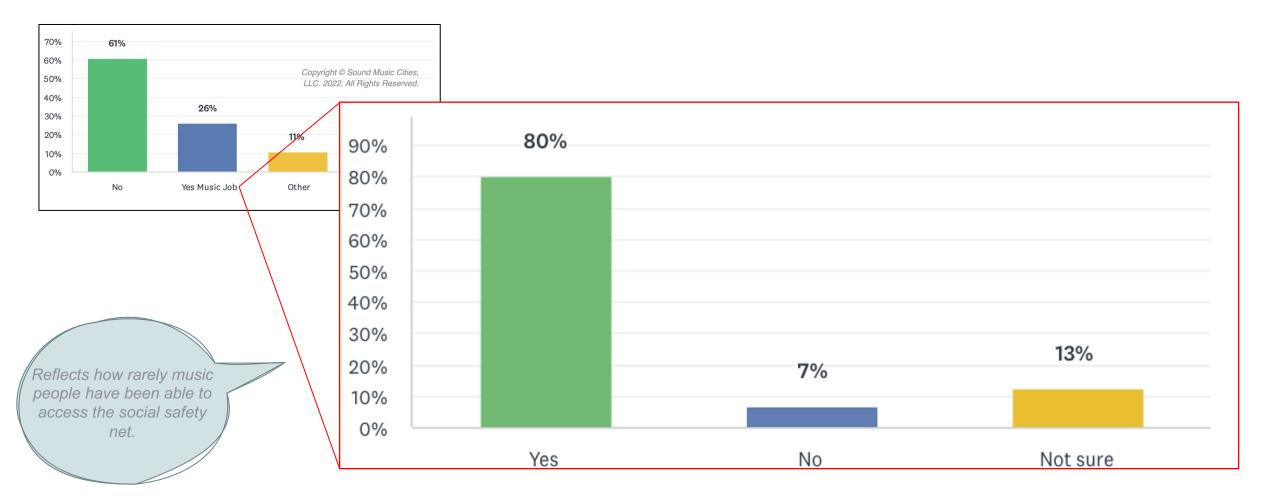
"Austin's musician relief grant."

"Rental assistance."



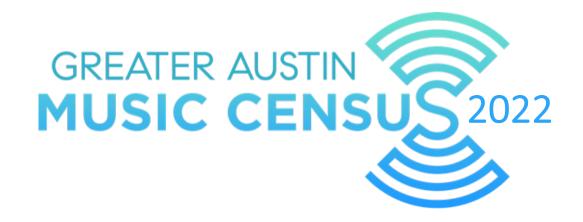


COVID Relief was First-Ever Government Support, as a Music Professional





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HOUSING SECTION

The Following Section Includes **All Respondents**





Current Housing

"Living with my parents."

"Rent is going up and I keep getting pushed farther out of Austin."

"I'm squatting the end of a friend's lease, till I find a place or go."

"I was able to purchase a small "affordable" studio condo through a city program. However, the mortgage, HOA and other bills are more than 50% of my income."

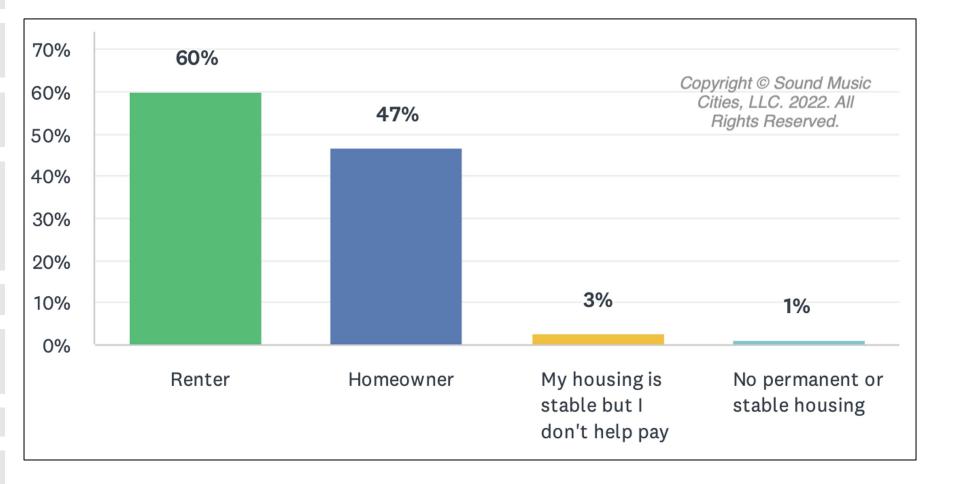
"I'm in an affordable housing unit."

"I am near the poverty line and have to rely on a family member for rent \$."

"I live in a travel trailer."

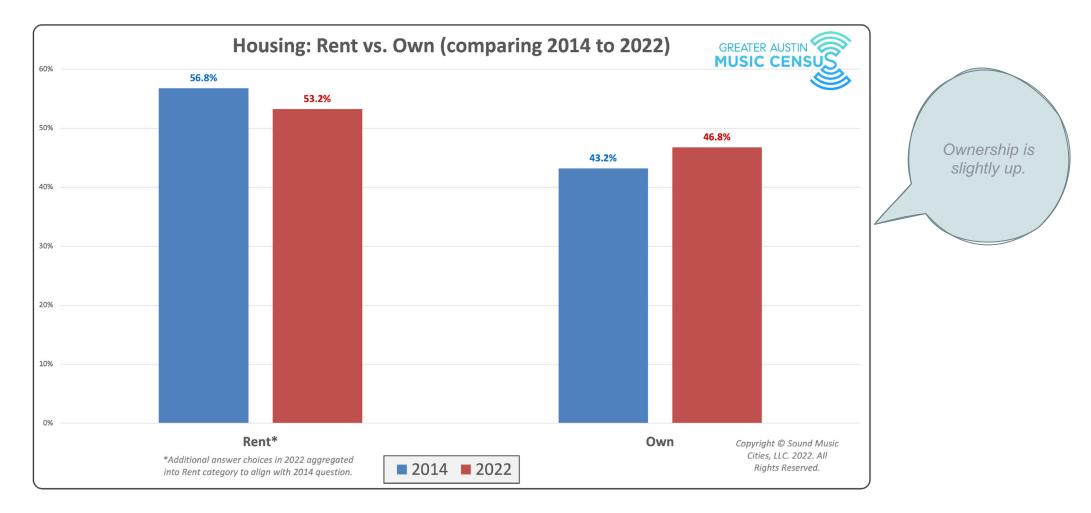
"This city is too expensive for me."



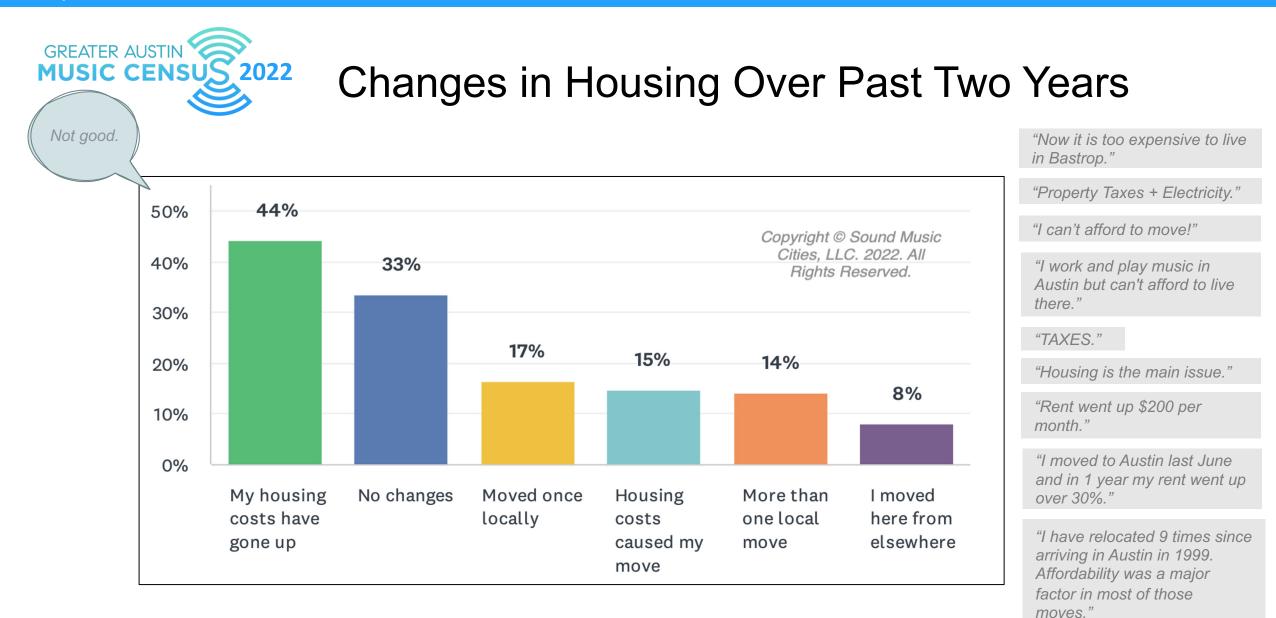




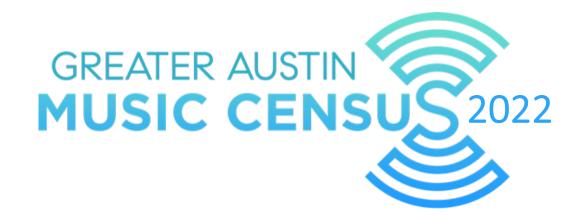
Housing Comparison (2014 to 2022)









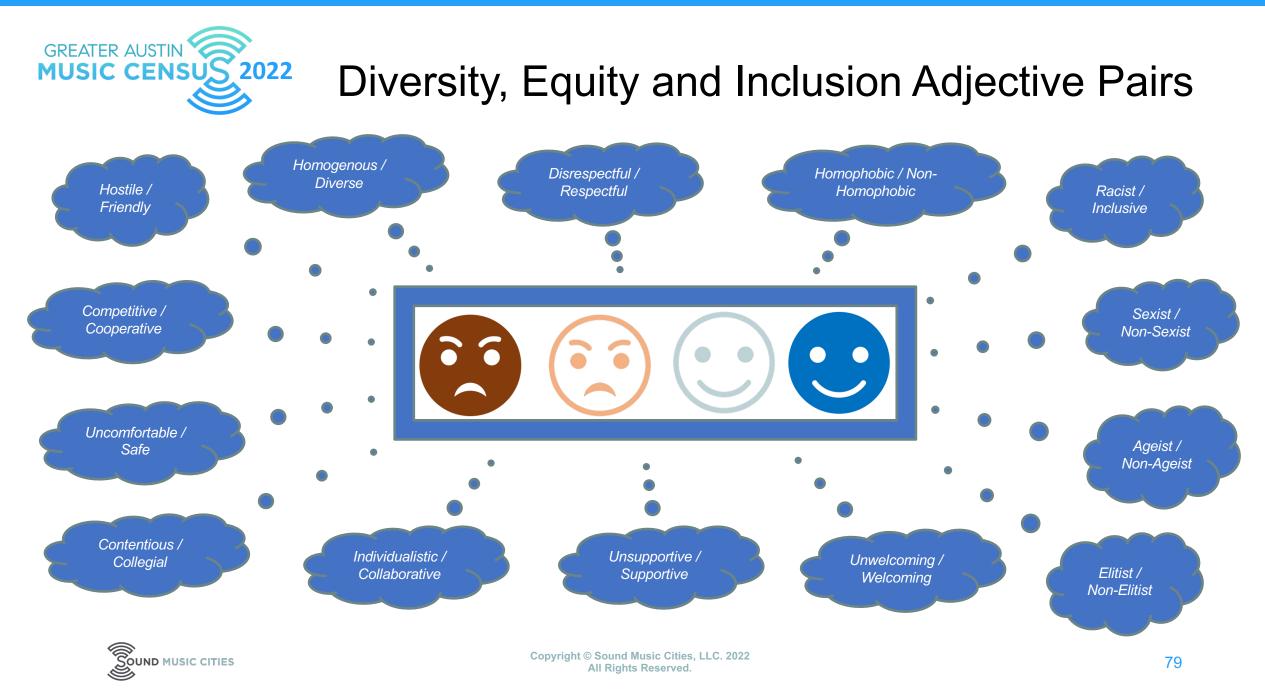


DIVERSITY, EQUITY, INCLUSION

The Following Section Includes **All Respondents**

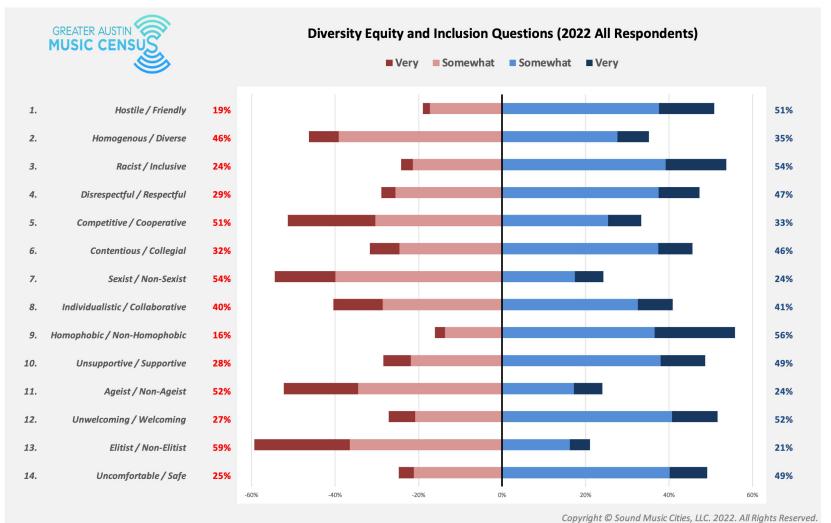








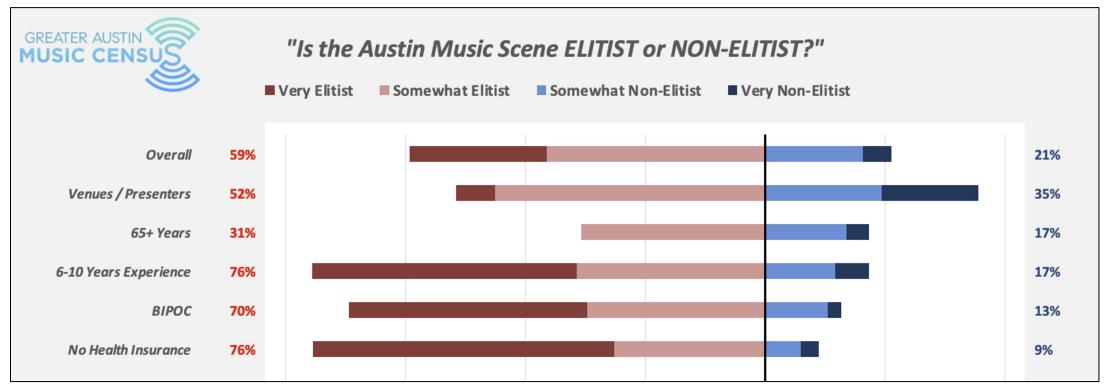
Diversity, Equity and Inclusion – Overall Results







DEI: Example of sub-sectors* that vary significantly from Overall

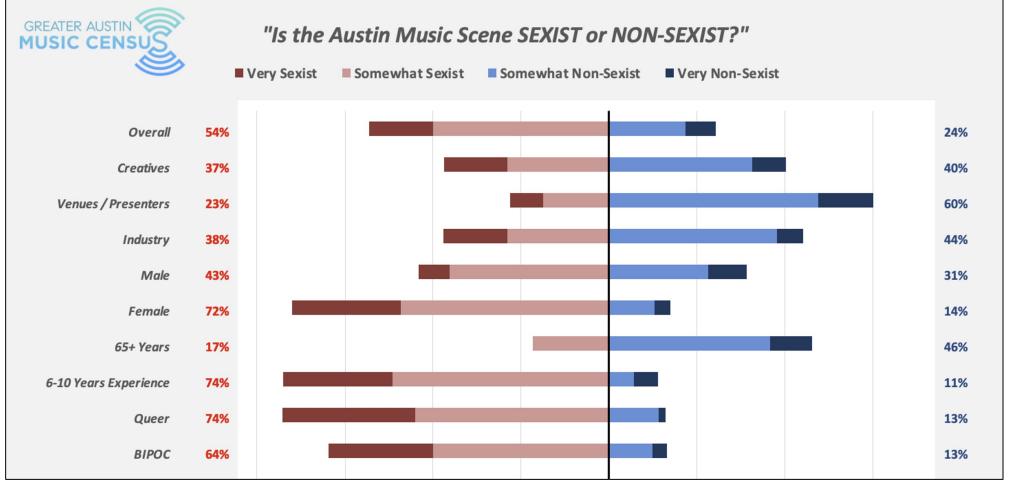


* Sub-sectors not included differed less than 10% from Overall score



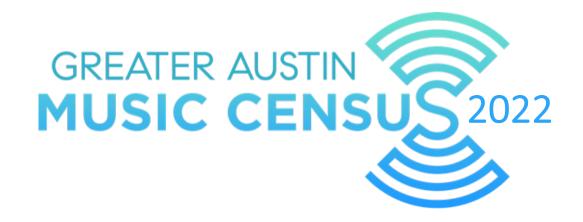


DEI: Example of sub-sectors* that vary significantly from Overall



* Sub-sectors not included differed less than 10% from Overall score





COMMENTS

The Following Section Includes **All Respondents**





Sample of Comments: Role of Non-Profits

"HAAM and Simms are life savers and should be given more funding to provide more service to Austin area musicians. Countless musician friends use their services and would not have any other resources if it weren't for them."

"Austin Symphony and Austin Opera both employ me. Austin Creative Alliance helped to get our own nonprofit off the ground."

"Some grants during Covid, HAAM & SIMS have been essential the past decade, radio play via KUTX & KOOP."

> "I used HAAM years ago and it was wonderful. I would be happy to pay a little more tax to make sure social lifelines are well-supported in the community."

"Austin Music Foundation. Helped with figuring out what to focus on at the beginning."

"None. With as many music related nonprofits we have here, we are still a complete shit-show of a music scene, and the nonprofits are part of the problem."

"Black Fret has provided the chance to play a show and get my music out to an audience that otherwise would probably not have heard it along with the chance to receive a grant."

> "They have not, yet I have played benefits for many for free over the last few decades."

"Very supportive, but it's hard to get actual paying gigs."

"None. I tried working with some of them. They are part of the problem. They all have their little crowd of worshipers they focus on and ignore if you're not in that mix."

"None."

"Most non-profit organizations that I encounter are largely only concerned with raising more funds and staying afloat."

"DAWA has been a lifesaver."

"Austin Jazz Society raised funds to supplement the income of unemployed Austin jazz musicians during the pandemic."

"I am a founder of a nonprofit that provides meaningful, compensated work for local musicians so my whole life exists at the intersection of music and nonprofits. The Recording Academy Texas Chapter has been instrumental in building my community; MusiCares assisted our family during an unexpected crisis."

"Without HAAM and SIMS, I would not be alive. Much less thriving."





Sample of Comments: Common Goal for the music scene?

"I think the Austin music scene has been pretty elitist for a long time. It used to really piss me off. Granted, certainly not everybody participates in that, and I have had the fortune to work with many wonderful people who have been very kind, encouraging, and helpful. I guess the common goal would be to foster that sense of community. I think it's there, and Austin is a special place in that way, but it could be better, stronger."

"Yes, several could be accomplished if we worked together. Hopefully this data will help identify opportunities without all the damn emotions attached." *"When you have to work 24/7 to pay rent, gigs and recording music get pushed to the back burner."*

"I have always felt the Austin music community is the most cooperative of any music city in the US. I am grateful there is consistent messaging towards that end, especially from our music nonprofits. However, there is still much room for improvement. I would like to think there are common goals of supporting artists and musicians and eliminating racism, homophobia, and misogyny in our community."

"Hopefully this data can help identify some common goals for the community and we can come together."

"Equality over equity. BE THE BEST! If you are NOT the best, you aren't a victim. The Music business is hard and unfair and should be."

"Nope, Austin music scene has become crabs in a bucket mentality."

"NYC and LA are considered cultural capitals of the world despite their unaffordability, but they show it is possible for music scenes to thrive in those environments. We can't look back to the way things were, we need to adopt a big city music culture." "Yes, if we had different leadership in the community. Current ones just drum up conflict."

"Yes, there can be. We have to cut through the noise. Hopefully this initiative will help provide some clear choices to what those goals should be. Thank you for doing this."

"Live music venues need the city's protection and support."

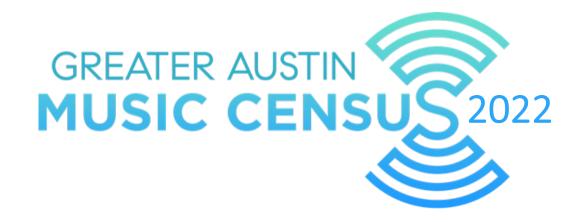




Sample of Comments: "What question do you wish we'd asked?"

"What genre of music do I compose and promote? So often, the Austin "Would you be interested in advocating for the music industry in Austin?" music scene doesn't include enough "art music," also called "classical" or "serious" music. The Austin Symphony and the "pop music" "I wish y'all would have asked how much of income goes towards rent so communities don't often mingle." v'all could gauge just how dire the situation has become." "Where do the City's regulations and ACE's involvement aid or "I'm glad you did not ask about income. We've been in a pandemic for 2 1/2 years." hinder the overall event planning process?" "The amount of cynicism rolling around. I would like to know how much that "Are you getting support from local media and radio??" impacts the music industry, and how much of it comes from the music industry. I understand the "don't move to Austin" movement, but it seems exhausting, and I think it's harmfully ineffective." "What is the city doing to support music ecosystem. They are doing NOTHING. A busking program is not helping anyone." "How is Austin preparing future musicians?" "What is your single biggest concern about the state of the Austin music ecosystem? Answer: the utter decimation of the professional "Why I'm involved in music? Too often, the "industry" part of "music industry" is songwriting community that has happened here in the last five or so overvalued at the expense of the artistic/emotional/psychological/spiritual side of vears." this culture." "How can we make Austin the Live Music Capital of the World "What is your ideal Austin music community?" instead of the Free Music Capital of the World?"





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