U.S. DEPARTMENT OF COMMERCE Economics and Statistics Administration U.S. CENSUS BUREAU

FORM

IN-51207 (11-16-2011)

2012 ECONOMIC CENSUS

Sound Recording Studios and Other Sound Recording Industries

OMB No. 0607-0934: Approval Expires 12/31/2013

DUE DATE FEBRUARY 12, 2013

Need help or have questions?

- Read the accompanying information sheet(s) before answering the questions.
- Visit <u>econhelp.census.gov</u>
- Call 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

(Please correct any errors in this mailing address.)

IN-51207

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Report Online - It's fast and secure! **Go to:** econhelp.census.gov

- OR -

Mail your completed form to:

U.S. CENSUS BUREAU 1201 East 10th Street Jeffersonville, IN 47134-0001

YOUR RESPONSE IS REQUIRED BY LAW. Title 13, United States Code, requires businesses and other organizations that receive this questionnaire to answer the questions and return the report to the U.S. Census Bureau. By the same law, **YOUR CENSUS REPORT IS CONFIDENTIAL.** It may be seen only by persons sworn to uphold the confidentiality of Census Bureau information and may be used only for statistical purposes. Further, copies retained in respondents' files are immune from legal process.

- Use blue or black ballpoint pen.
- Do not use pencil or felt-tip pen.
- Do not put slashes through 0 or 7.
- Please center numbers in their respective boxes.
- Place an "X" inside the box.

Examples:

∅ 0 1 2 3 4 5 6 7 8 9

The reporting unit for this form is an establishment. An **establishment** is generally a single physical location where business is conducted or where services or industrial operations are performed. For further clarification, see information sheet(s).

1 EMPLOYER IDENTIFICATION NUMBER

Is the Employer Identification Number (EIN) shown to the left of the mailing address the same as the one used for this establishment on its latest 2012 Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return?

021 Yes - Go to 2 0022 |

physical location No - Enter current EIN (9 digits) — • 00:

	-				

2 PHYSICAL LOCATION

A. Is this establishment's physical location the same as shown in the mailing address? (P.O. Box and rural route addresses are not physical locations.)

0035 Number and street

0036 City, town, village, etc.

0037 State 0038 ZIP Code

CONTINUE WITH 2 ON PAGE 2

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Form	114-512	(U) (11-16-2011)							Pa	age 2
2	PHYSIC	AL LOCATION - C	Continued							
		is establishment rk "X" only ONE b		located inside the le	gal boundaries	of the city, tow	vn, village	e, etc.?		
	0041	Yes	0042	No	0043	No legal bound	daries	0044	o not know	
	C. In w	hat type of munic rk "X" only ONE b	cipality is t	his establishment ph	ysically located	?				
	0046	City, village, or borough	0047	Town or township	0048 (Other		0024	o not know	
3	Which C	TIONAL STATUS ONE of the follow X" only ONE box.	_	escribes this establis				of 2012?		
	0011	In operation				OPY				
	0013	Temporarily or	seasonally	inactive MA	TION (RT			
	0014	Ceased operation	on - GN	ate at right —	= TO F	SELA	Month	Day	Year	
	0015	Sold or leased and Employer	e n.d. idd	op ra of - Give date ress of new owner of on Number (EIN) belo	r operator	0018				
		0060 Name of ne	w owner o	operator		006	1 EIN (9 di	gits)		
							_			
		0062 Mailing add	Iress (Numb	per and street, P.O. Box	, etc.)					
		0063 City, town,	village, etc.			0064 State 006	5 ZIP Code)		
			_					<u> </u>		
	0016	Other - Specify		>						
4	MONTH	S IN OPERATION	I						ark "X" 201 None Num	
	Number	of months in op	eration du	ring 2012 (If none, m	nark "X" and go	to 10 .)		0002		
	HOW TO	tho	ar figures usands of	should be rounded dollars.	to	Mark "X" if None	\$ Bil.	2012 Mil.	Thou.	
	REPORT DOLLAR FIGURE	If a	figure is \$	2,035,628.79:	Report -	→ □		2	03	6
		If a	value is "0	" (or less than \$500.0	00): Report -	\longrightarrow \boxtimes	E	XAM	PLE	
5	SALES,	SHIPMENTS, REG	CEIPTS, OI	R REVENUE		Mark "X"		2012		
						if None	\$ Bil.	Mil.	Thou.	
	Operation	ng receipts				0100				
6	Not App	olicable.								

Form IN-51207 (11-16-2011)	Page 3
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	ot shown, please nber (CFN) from t		er your 11-digit Census File nailing address.								
7	EMPLOYMENT AN	ID P	AYROLL								
	Service Form	941	e employees working at this establishment whose payroll was , Employer's Quarterly Federal Tax Return, and filed under the								
	(EIN) shown to the left of the mailing address or corrected in 1.										
		taffin	g obtained from a staffing service.								
			ontractors, or independent contractors.								
	•		leased employees whose payroll was filed under an employee	_	pany's EIN.						
			naged services, such as janitorial, guard, or landscape services								
			chnical services purchased from another firm, such as softwar gineering, or accounting services.	e consulting	g, computer						
				Mark "X"	2	2012					
	For further clarific	atior	n, see information sheet(s).	if None	Nu	ımber					
	A Number of em	nlov	ees for pay period including MarcT to N. COPY estions INFORMATE TO REPO actions for fringe benefits. USE TO RAR' "X" if None	200							
	A. Number of em	pioy	NEORMA SEPO	RH							
	R Payroll before	dedi	etions INFO	•	2012						
	(Exclude emplo	oyer'	s cost for fringe benefits.	\$ Bil.	Mil.	Thou.					
			DOMO								
	 Annual pay 	roll									
	2. First quarte	r pay	roll (January-March 2012)								
8	-18 Not Applicable	le.									
19	KIND OF BUSINES	s o	R ACTIVITY								
		/idec	owing best describes this establishment's principal kind of bus I selections seem appropriate, provide a specific description of DOX.								
	Sound recording	ng in	dustries								
070	512 240 00 1		Sound recording studio, including independent establishmen but not engaged in production or distribution	ts recording	musical pe	rformances,					
	512 240 00 3		Audio postproduction services								
	512 240 00 6		Music production for commercials								
	512 290 90 1		Audio taping services, including meetings, conferences, etc.								
	512 290 20 1		Producer of taped radio programs								
	512 210 00 1		Record production - contracting with musical artists, arrangin original master recordings	g, and finar	ncing the pro	oduction of					
	512 290 90 2		Stock music library								
	512 290 90 3		Background recorded music provider								
	512 220 00 1		Integrated record production/distribution (Primarily engaged in releasing, promoting, and distributing sound recordings, including audio tapes and compact discs.)								
	334 612 00 2		Compact disc, audio tape, or cassette duplication on a contra releasing, promoting, and distributing sound recordings	ct or fee bas	sis and not	engaged in					
	512 230 90 1		Music publishing, excluding sheet music and music books								
			CONTINUE WITH 10 ON PAGE 4								

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		<u> </u>			
19 KIND OF BUSINES	ss o	R ACTIVITY - Continued			
Other kind of k	ousii	ness or activity			
⁰⁷⁰⁰ 454 113 23 2		Record club - selling compact discs, etc. by mail			
711 130 90 5		Musical group or artist			
711 510 00 7 Songwriter					
Other kind of business or activity - Describe type of business or activity					
0701					
20 and 21 Not Appl	icabl	e.			
		2012			
	P	ercents should be rounded to Re of thousands of dollars OR whole percents.			
HOW TO	W	whole percents.			
REPORT PERCENTS		Thou. Percent			
T ENGENTS	lf	ercents should be rounded to thole percents. Figure is 38.76% of otal sales. Report 2012 Cap dit thousands of dollars OR whole percents. Figure is 38.76% of otal sales. Report 3 9			

DETAIL OF SALES, SHIP WENTS, RECEIPTS, OR REVENUE

(Report receipts by source either as a dollar figure or as a whole percent of total receipts (reported in §). See HOW TO REPORT DOLLAR FIGURES on page 2 and HOW TO REPORT PERCENTS above. Do not combine data for two or more receipts lines.)

- Line 1 Report receipts from studio recording services for making a musical recording in a sound recording studio. Include the recording of music albums, singles, and demos. Include recording, mixing, mastering, re-mixing, and remastering work done with material for motion picture soundtracks to produce a soundtrack album. Report recordings produced primarily for spoken-word clients on line 2; recordings produced primarily for radio material on line 3; recordings made for synchronization with an audiovisual work, such as a television program, feature film, video release, etc., on the appropriate detail lines under line 4.
- **Line 1a** Report receipts from producing an initial recording for a music client in a sound recording studio, with the intent of conducting primary mixing at a later time.
- **Line 1b** Report receipts from producing an initial recording for a music client in a sound recording studio, where the primary mixing is done alongside the production of the initial recording. This recording will proceed to mastering with only minor mixing done in the future, as part of the mastering process. This process is commonly used for making orchestral recordings, in which there are a large number of sound elements. Include recording and mixing sold together.
- **Line 1c** Report receipts from altering and enhancing the sound elements in an existing musical recording. The end results of the mixing process are the conversion from a multi-track recording to a stereo recording and the production of a recorded "track" for each musical piece that is suitable for mastering. Include all intermediate mixing sessions between production of the initial recording and mastering.
- **Line 1d** Report receipts from converting a set of pre-existing recordings of musical performances into a format that is suitable for duplication. The final product is known as a "Grade A Redbook." Include normalization of the individual tracks, ordering and fading of the individual tracks, production of a PQ sheet, and final, minor alterations to the mixes on the individual tracks.
- **Line 1e** Report receipts from offering the service of mastering combined with any other step in the production process. Include mastering combined with the production of the initial recording and mastering combined with a primary mixing session. Report mastering offered without a recording session or special mixing session, where only minor mixing adjustments are made as part of the typical mastering process, on **line 1d**.
- **Line 1f** Report receipts from altering and enhancing sound elements on a musical recording that has already been mastered and distributed. Include mastering and mixing work done on a motion picture soundtrack to convert the recordings that were already made for the soundtrack into a retail musical album.
- **Line 2** Report receipts from studio recording services for recordings that are primarily non-musical in nature, such as audio books and comedic routines that are done inside a sound recording studio. For audio books, the literary work is adapted and recreated with the use of storytelling, background sounds, and sound effects. Include all phases of production from initial recording to mastering.
- **Line 3** Report receipts from producing prerecorded sound recordings intended for broadcast over radio, in a sound recording studio. The studio provides all services necessary to make the recording and provide the client with a recording that is suitable for broadcast.
- **Line 3a** Report receipts from recording of radio spots, including commercials, promotional announcements, political ads, and public service announcements.

CONTINUE WITH 22 ON PAGE 5



If not shown, please enter your 11-digit Census File Number (CFN) from the mailing address.



DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued

- Line 3b Report receipts from recording and producing feature programming intended for later broadcast over radio, including radio plays, prerecorded news broadcasts, and radio documentaries.
- Line 4 Report receipts from creating, adding, and recording the sound elements (dialogue, music, sounds, and silences) of an audiovisual work (film, video, digital media, etc.) for a soundtrack that synchronizes the audio with the visual portion of the work.
- Line 4a Report receipts from contract production services for the creation of original music for audiovisual works that can be protected by copyright. Include composing, recording, mixing, and mastering of original music that is timed to the sequence of and suitable for integration into an audiovisual work. The music may be either background or foreground music. Report contract production services for original music not included in audiovisual works on line 12.
- Line 4b Report receipts from recording of music that is timed to the sequence of an audiovisual work. The music may be either background or foreground music. May include mixing and/or mastering of the recording to render it suitable for integration into the audiovisual work.
- Line 4c Report receipts from creating, recording, and incorporating live to the sale house breathing that lasts to n to an audiovisual work. Examples include footsteps, doors closing, bird calls, heavy breathing, hot jasps
- Line 4d Report receipts from recording of actif by A dallague for an audiovisual act of using the original actors, or voice-doubles for the original actors as pair of the initial production process. This process corrects speaking errors not caught in the original profile on process, improves the ensine dangue recording, or replaces dialogue that was corrupted by outside noises (such as a passing let (3)).
- **Line 4e** Report receipte from the king a foleign language dialogue soundtrack for an audiovisual work, so that the words of the new version ob respond to the lip movements and actions of the actors in the original work.
- Line 4f Report receipts from integrating music and sounds into an audiovisual work and synchronizing the sound elements to coincide with the image of the work.
- Line 5 Report receipts from adding recorded sound elements (music, sounds, and samples) to an audio work.
- Line 6a Report receipts from on-location recording of a conference, meeting, or seminar.
- Line 6b Report receipts from on-location recording of live events not elsewhere classified, such as live recording of concerts.
- **Line 7** Report receipts from permitting others to use a sound recording studio, without provision of engineers, producers, and other operators of equipment. The studio may provide an expert assistant to supervise the client's operation of the sound recording equipment.
- Line 8 Report receipts from granting permission to use music protected by copyright owned or controlled by this establishment.
- Line 9 Report receipts from providing creative services, such as sound engineer, narrator, musician, graphic artist, and composing services that may be used to support the production of a sound recording by others.
- Line 10 Report receipts from converting an existing recording from one format to another format.
- **Line 11** Report receipts from reproduction of a sound recording based on an original master copy.
- Line 12 Report receipts from contract production services for the creation of original music for uses other than for audiovisual works. Include music that can be implicitly or explicitly protected by copyright. The contract specifies the disposition of any intellectual property rights arising from the work performed under the contract. Report contract production services for original music, included in audiovisual works on line 4a.
- Line 13 Report receipts from creating and designing graphic material for packaging and promotion of recordings, such as CD liners and promotional posters.

		2012 Report thousands of dollars OR whole percents. Estimates are acceptable.							
	Description of sales, shipments, receipts, or revenue								
	Description of suice, simplificates, recorpts, of revenue								
		\$ Bil.	Mil.	Thou.	Percent				
1.	Studio recording services for music clients								
i	a. Studio recording, excluding mixing of musical recordings 35421								
	b. Studio recording, including mixing of musical recordings . 35422								
	3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3								
	c. Mixing of musical recordings								

22	DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continued									
				2012						
	Description of sales, shipments, receipts, or revenue	Repo		dollars OR who are acceptable.						
		\$ Bil.	Mil.	Thou.	Percent					
1.	Studio recording services for music clients - Continued									
	d. Mastering of musical recordings									
	e. Mixing and mastering of musical recordings 35425									
	f. Remixing and remastering of musical recordings 35426									
		CO	PY							
	g. Add lines 1a through 1f A.T. O.		OPT							
	INFORMATION	RE	יאטל							
2.	Studio recording services for spoken word Herts S 35430									
3.	g. Add lines 1a through 1f									
O.	Ctade recording convices of Carlo material									
	a. Radio spots									
	b. Radio programs									
	c. Add lines 3a and 3b									
_										
4.	Sound editing and design services for audiovisual works									
	a. Contract production services for original music 35471									
	b. Orchestration									
	b. Orchestration									
	c. Foley stage									
	C. Foley Stage									
	d. Additional dialogue recording (ADR)									
	a. , idailiona, dialogao iocording (, izin,									
	e. Foreign language dubbing									
	f. Sound integration and synchronization									
	Other saved comices for audiovisual works. Describer									
	g. Other sound services for audiovisual works - Describe									
	35477									
	h. Add lines 4a through 4g									
	II. Add IIIIee ta tiiiougii ty									
5.	Sound editing and design services, excluding audiovisual works									
	CONTINUE WITH ② ON PAGE	GE 7								
	CONTINUE WITH & ON TAC	- /								

If no Nun	ot shown, please enter your 11-digit Census File nber (CFN) from the mailing address.									
22	DETAIL OF SALES, SHIPMENTS, RECEIPTS, OR REVENUE - Continu	ed								
	Description of sales, shipments, receipts, or revenue			Estimates	2012 dollars OR whole are acceptable.					
6	Live audio recording convices	\$ Bil.	I	Mil.	Thou.	Percent				
6.	a. Audio recording of meetings, conferences, and seminars . 3564	1								
	b. Audio recording of other events	2								
	c. Add lines 6a and 6b Rental of recording studio facilities NOT USE T G Licensing of rights to us Dusc 3552	CO	PY PO	RT						
7.	Rental of recording studio facilitiesUSE. T. 695	5 KEI								
8. 9.	Support services for sound recording by others									
10.	Audio transfer services	0								
	Audio copying services	0								
12.	Contract production services for original music, excluding music for audiovisual works	0								
	Graphic design services	0								
	397 ⁻	2								
	TOTAL RECEIPTS - Sum of lines should equal 6 if reporting in dollars	0				100				
	and 24 Not Applicable.									
25	NOTE - An export is a tangible or intangible product (e.g., good, license agreement, reproduction right, service) that is sold or transferred to a customer or client (individual, government, business establishment, etc.) located outside the United States (i.e., outside the 50 States, District of Columbia, U.S. Commonwealth Territories, or U.S. possessions). Include products transferred to, sold to, or services performed for unaffiliated and affiliated foreign firms (e.g., foreign parent firms, subsidiaries, branches). Exclude products provided to domestic subsidiaries of foreign firms. A. Did the receipts or revenue (reported in §) include any amounts for exported goods or services?									
	0911 Yes - Go to line B									
	0912 No - <i>Go to</i> 30			\$ Bil.	2012 Mil.	Thou.				
	B. Amount of receipts or revenue for exported goods or services		0914							

REMARKS (Please use this space for any explanations that may be essential in understanding your reported data.)

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30 CE	30 CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.									
	time period c	overed by this report a		Month	1	Year		Month	Year	
	Yes No - Enter time period covered		→ FROM				то			
Name	of person to	contact regarding this report			Title					
	Area code	Number	Extens	ion	Area code Number				mber	
Tele- phone		- 000 - 0000 -			Fax] - [-		
E-mai	l address						Month	Day	Year	
					Date com	pleted				
	Thank you for completing your 2012 ECONOMIC CENSUS form.									

PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.