



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**

(Please correct any errors in this mailing address.)

**Need help or have questions?**

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

**IN-51207**

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**Go to:** [econhelp.census.gov](http://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?

0021 ☐ Yes - Go to **2**      0022 ☐ No - Enter current EIN (9 digits) → 0025

-

**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.)

0031 ☐ Yes - Go to line B

0032 ☐ No - Enter physical location →

0035 Number and street

0036 City, town, village, etc.

0037 State

0038 ZIP Code

-

CONTINUE WITH **2** ON PAGE 2

**PENALTY FOR FAILURE TO REPORT**

**CONTINUE ON PAGE 2**

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

## 7 EMPLOYMENT AND PAYROLL

### Include:

- Full- and part-time employees working at this establishment whose payroll was reported on Internal Revenue Service Form 941, Employer's Quarterly Federal Tax Return, and filed under the Employer Identification Number (EIN) shown to the left of the mailing address or corrected in **1**.

### Exclude:

- Temporary staffing obtained from a staffing service.
- Contractors, subcontractors, or independent contractors.
- Full- or part-time leased employees whose payroll was filed under an employee leasing company's EIN.
- Purchased or managed services, such as janitorial, guard, or landscape services.
- Professional or technical services purchased from another firm, such as software consulting, computer programming, engineering, or accounting services.

For further clarification, see information sheet(s).

**A.** Number of employees for pay period including March 12, 2012 . . . . . 0000 ☐

**B.** Payroll before deductions (Exclude employer's cost for fringe benefits.) . . . . . Mark "X" if None

**1.** Annual payroll . . . . . 0300 ☐

**2.** First quarter payroll (January-March 2012) . . . . . 0310 ☐

Mark "X" if None

2012  
Number

|  |  |  |  |  |  |
|--|--|--|--|--|--|
|  |  |  |  |  |  |
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Mark "X" if None

2012

| \$ Bil.              | Mil.                 | Thou.                |
|----------------------|----------------------|----------------------|
| <input type="text"/> | <input type="text"/> | <input type="text"/> |
| <input type="text"/> | <input type="text"/> | <input type="text"/> |

**8-18** Not Applicable.

## 19 KIND OF BUSINESS OR ACTIVITY

Which **ONE** of the following best describes this establishment's principal kind of business or activity in 2012?

If none of the provided selections seem appropriate, provide a specific description of the primary business activity.

**Mark "X" only ONE box.**

### Sound recording industries

- 0700
- 512 240 00 1 ☐ Sound recording studio, including independent establishments recording musical performances, but not engaged in production or distribution
- 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, arranging, and financing the production of original master recordings
- 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 contract or fee basis and not engaged in releasing, promoting, and distributing sound recordings
- 512 230 90 1 ☐ Music publishing, excluding sheet music and music books

CONTINUE WITH **19** ON PAGE 4

CONTINUE ON PAGE 4

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**Other kind of business 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

5

## Songwriter

773 000 00 2



Other kind of business or activity - *Describe type of business or activity*

0701

Percents should be **rounded** to **whole** percents.

## HOW TO REPORT PERCENTS

If figure is **38.76%** of total sales. **Report** →

2012

Report thousands of dollars OR whole percents.  
Estimates are acceptable.

Estimates are acceptable.

| Thou. | Percent |
|-------|---------|
|-------|---------|

| Year | Mean | Percent |
|------|------|---------|
| 2000 |      |         |
| 2001 |      |         |
| 2002 |      |         |
| 2003 |      |         |
| 2004 |      |         |
| 2005 |      |         |
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| 2096 |      |         |
| 2097 |      |         |
| 2098 |      |         |
| 2099 |      |         |
| 2100 |      |         |

Page 3 of 3

3

(Report receipts by source either as a dollar figure or as a whole percent of total receipts (reported in **5**). 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 3a** - Report receipts from recording of radio spots, including commercials, promotional announcements, political ads, and public service announcements.

CONTINUE WITH 22 ON PAGE 5

**CONTINUE ON PAGE 5**

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

**22** 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 sound into an audiovisual work. Examples include footsteps, doors closing, bird calls, heavy breathing, shot noises, etc.

**Line 4d** - Report receipts from creating or editing dialogue for an audiovisual work using the original actors, or voice-doubles for the original actors as part of the initial production process. This process corrects speaking errors not caught in the original production process, improves the existing dialogue recording, or replaces dialogue that was corrupted by outside noises (such as a passing jet).

**Line 4e** - Report receipts from creating a foreign language dialogue soundtrack for an audiovisual work, so that the words of the new version correspond 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.


| Description of sales, shipments, receipts, or revenue              |       | 2012  |      |       |         |
|--|-------|---|------|-------|---------|
|  |       | Report thousands of dollars OR whole percents.<br>Estimates are acceptable. |      |       |         |
|  |       | \$ Bil.   | Mil. | Thou. | Percent |
| <b>1.</b> Studio recording services for music clients              |       |   |      |       |         |
| <b>a.</b> Studio recording, excluding mixing of musical recordings | 35421 |   |      |       |         |
| <b>b.</b> Studio recording, including mixing of musical recordings | 35422 |   |      |       |         |
| <b>c.</b> Mixing of musical recordings                             | 35423 |   |      |       |         |

CONTINUE WITH **22** ON PAGE 6

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

| Description of sales, shipments, receipts, or revenue  | 2012  |      |       |         |
|--|---|------|-------|---------|
|  | Report thousands of dollars OR whole percents.<br>Estimates are acceptable. |      |       |         |
|  | \$ Bil.   | Mil. | Thou. | Percent |
| <b>1.</b> Studio recording services for music clients - Continued  |   |      |       |         |
| <b>d.</b> Mastering of musical recordings . . . . . 35424  |   |      |       |         |
| <b>e.</b> Mixing and mastering of musical recordings . . . . . 35425   |   |      |       |         |
| <b>f.</b> Remixing and remastering of musical recordings . . . . . 35426   |   |      |       |         |
| <b>g. Add lines 1a through 1f</b> . . . . . 35420  |   |      |       |         |
| <b>2.</b> Studio recording services for spoken word clients . . . . . 35430  |   |      |       |         |
| <b>3.</b> Studio recording services for radio material   |   |      |       |         |
| <b>a.</b> Radio spots . . . . . 35441  |   |      |       |         |
| <b>b.</b> Radio programs . . . . . 35442   |   |      |       |         |
| <b>c. Add lines 3a and 3b</b> . . . . . 35440  |   |      |       |         |
| <b>4.</b> Sound editing and design services for audiovisual works  |   |      |       |         |
| <b>a.</b> Contract production services for original music . . . . . 35471  |   |      |       |         |
| <b>b.</b> Orchestration . . . . . 35472  |   |      |       |         |
| <b>c.</b> Foley stage . . . . . 35473  |   |      |       |         |
| <b>d.</b> Additional dialogue recording (ADR) . . . . . 35474  |   |      |       |         |
| <b>e.</b> Foreign language dubbing . . . . . 35475   |   |      |       |         |
| <b>f.</b> Sound integration and synchronization . . . . . 35476  |   |      |       |         |
| <b>g.</b> Other sound services for audiovisual works - <i>Describe</i>  |   |      |       |         |
| <div style="border: 1px solid black; height: 30px; width: 400px;"></div> . . . . . 35477   |   |      |       |         |
| <b>h. Add lines 4a through 4g</b> . . . . . 35470  |   |      |       |         |
| <b>5.</b> Sound editing and design services, excluding audiovisual works . . . . . 35630   |   |      |       |         |

CONTINUE WITH **23** ON PAGE 7


CONTINUE ON PAGE 7

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

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

| Description of sales, shipments, receipts, or revenue   | 2012  |      |       |         |
|---|---|------|-------|---------|
|   | Report thousands of dollars OR whole percents.<br>Estimates are acceptable. |      |       |         |
|   | \$ Bil.   | Mil. | Thou. | Percent |
| <b>6.</b> Live audio recording services   |   |      |       |         |
| <b>a.</b> Audio recording of meetings, conferences, and seminars . . . 35641  |   |      |       |         |
| <b>b.</b> Audio recording of other events . . . . . 35642   |   |      |       |         |
| <b>c. Add lines 6a and 6b</b> . . . . . 35640   |   |      |       |         |
| <b>7.</b> Rental of recording studio facilities . . . . . 39515   |   |      |       |         |
| <b>8.</b> Licensing of rights to use music . . . . . 35520  |   |      |       |         |
| <b>9.</b> Support services for sound recording by others . . . . . 35650  |   |      |       |         |
| <b>10.</b> Audio transfer services . . . . . 35660  |   |      |       |         |
| <b>11.</b> Audio copying services . . . . . 35670   |   |      |       |         |
| <b>12.</b> Contract production services for original music, excluding<br>music for audiovisual works . . . . . 35540  |   |      |       |         |
| <b>13.</b> Graphic design services . . . . . 38550  |   |      |       |         |
| <b>14.</b> All other receipts - Describe if more than 10 percent of total<br>receipts  |   |      |       |         |
| <div></div> . . . . . 39712   |   |      |       |         |
| <b>15. TOTAL RECEIPTS - Sum of lines should equal 5 if<br/>    reporting in dollars</b> . . . . . 39850   |   |      |       | 100     |

**23** and **24** Not Applicable.**25** EXPORTS OF GOODS AND SERVICES

**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 5) include any amounts for exported goods or services?0911 ☐ Yes - Go to line B0912 ☐ No - Go to 30**B.** Amount of receipts or revenue for exported goods or services . . . . . 0914

| 2012    |      |       |
|---------|------|-------|
| \$ Bil. | Mil. | Thou. |
|         |      |       |

CONTINUE ON PAGE 8

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**26-29** Not Applicable.

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

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DO NOT USE TO REPORT**

**30** CERTIFICATION - This report is substantially accurate and was prepared in accordance with the instructions.

Is the time period covered by this report a calendar year?

☐

Yes

☐

No - Enter time period covered →

FROM

Month

Year

Month

Year

TO

Name of person to contact regarding this report

Title

Tele-  
phone

Area code

Number

Extension

Fax

Area code

Number

E-mail address

Date  
completed

Month

Day

Year

**Thank you for completing your 2012 ECONOMIC CENSUS form.****PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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