



# 2007 ECONOMIC CENSUS

## Sound Recording Studios and Other Sound Recording Industries

**DUE DATE**  
**FEBRUARY 12, 2008**

**Mail** your completed form to:  
**U.S. CENSUS BUREAU**  
1201 East 10th Street  
Jeffersonville, IN 47134-0001

IN-51207

**INFORMATION COPY  
DO NOT USE TO REPORT**

(Please correct any errors in this mailing address.)

**Please read** the accompanying information sheet(s) before answering the questions.

**Need help or have questions about filling out this form?**

**Visit** [www.census.gov/econhelp](http://www.census.gov/econhelp)

**Call** 1-800-233-6136, between 8:00 a.m. and 6:00 p.m., Eastern time, Monday through Friday.

- OR -

**Write** to the address above. Include your 11-digit Census File Number (CFN) printed in the mailing address.

**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. • Please center numbers in their respective boxes. Examples:
  - Do not use pencil or felt-tip pen. • Do not put slashes through 0 or 7.
  - Place an "X" inside the box.
- 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 in the mailing address the same as the one used for this establishment on its latest 2007 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
<input type="text"/>	<input type="text"/>	<input type="text"/>	<input type="text"/>

**B.** Is this establishment physically located inside the legal boundaries of the city, town, village, etc.? (Mark "X" only ONE box.)

0041  Yes    0042  No    0043  No legal boundaries    0044  Do not know

**C.** In what type of municipality is this establishment physically located? (Mark "X" only ONE box.)

0046  City, village, or borough    0047  Town or township    0048  Other    0024  Do not know

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**3 OPERATIONAL STATUS**

Which ONE of the following best describes this establishment's operational status at the end of 2007?  
(Mark "X" only ONE box.)

0011  In operation 0013  Temporarily or seasonally inactive

0014  Ceased operation - Give date at right \_\_\_\_\_ → 

Month	Day	Year

0015  Sold or leased to another operator - Give date at right \_\_\_\_\_ → 

Month	Day	Year

  
AND enter name and address of new owner or operator and Employer Identification Number (EIN) below ↴

0060 Name of new owner or operator	0061 EIN (9 digits)		
		-	
0062 Mailing address (Number and street, P.O. Box, etc.)			
0063 City, town, village, etc.	0064 State	0065 ZIP Code	
			-

0016  Other - Specify \_\_\_\_\_ → 0815 \_\_\_\_\_

**4 MONTHS IN OPERATION**

Mark "X" if None 

2007
Number

Number of months in operation during 2007 (If none, mark "X" and go to 50.) . . . . . 0002

<b>HOW TO REPORT DOLLAR FIGURES</b>	▶	Dollar figures should be <b>rounded</b> to <b>thousands</b> of dollars.	Mark "X" if None	2007			
		If a figure is <b>\$1,025,628.79</b> :	Report → <input type="checkbox"/>	\$ Bil.	Mil.	Thou.	Dol.
		If a value is "0" (or less than \$500.00):	Report → <input checked="" type="checkbox"/>				

**5 SALES, SHIPMENTS, RECEIPTS, OR REVENUE**

Mark "X" if None 

2007
Number

Operating receipts . . . . . 0100

**6 Not Applicable.**

**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 in 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 . . . . . 0320

<b>B.</b> Payroll before deductions (Exclude employer's cost for fringe benefits.)		Mark "X" if None	2007			
			\$ Bil.	Mil.	Thou.	Dol.
		1. Annual payroll . . . . . 0300 <input type="checkbox"/>				
2. First quarter payroll (January-March, 2007) . . . . . 0310 <input type="checkbox"/>						

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

**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 2007?  
(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 6  Music production for commercials
- 512 240 00 3  Audio postproduction services
- 512 290 90 1  Audio taping services, including meetings, conferences, etc.
- 512 290 20 1  Producers of taped radio programs
- 512 290 90 2  Stock music library
- 512 290 90 3  Background recorded music providers
- 512 220 00 1  Integrated record production/distribution (Primarily engaged in releasing, promoting, and distributing sound recordings, including audio tapes and compact discs.)
- 512 210 00 1  Record production, contracting with musical artists, arranging, and financing the production of original master recordings
- 334 612 00 2  Audio tape, cassette, or compact disc 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
- 512 230 10 1  Sheet music publishers
- 512 230 20 1  Music book publishers
- 512 230 90 2  Music rights collection society

**Other kind of business or activity**

- 454 113 23 2  Record club, selling records, tapes, or compact discs by mail
- 711 130 90 5  Musical groups and artists
- 711 510 00 7  Songwriters
- 773 000 00 2  Other kind of business or activity - Specify ↴

0701

**20 and 21** Not Applicable.

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<b>HOW TO REPORT PERCENTS</b>		2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
If figure is <b>38.76%</b> of total sales:		<b>Report whole percents</b>			3	9

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

*(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 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 re-mastering 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.

**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 sounds into an audiovisual work. Examples include footsteps, doors closing, bird calls, heavy breathing, short gasps, etc.

**Line 4d** - Report receipts from recording of additional 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, etc.).

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 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	Census use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<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					
<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. Sum 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. Sum lines 3a and 3b</b> . . . . .	35440					

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	Cen- sus use	2007				
		Estimates are acceptable. Report dollars OR percents.				
		\$ Bil.	Mil.	Thou.	Dol.	Percent
0723	0720	0721				0722
<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>Specify</i> ↴ _____	35477					
<b>h. Sum lines 4a through 4g</b> . . . . .	35470					
<b>5.</b> Sound editing and design services, excluding audiovisual works . . . . .	35630					
<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. Sum lines 6a and 6b</b> . . . . .	35640					
<b>7.</b> Rental of recording studio facilities . . . . .	39555					
<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 music for audiovisual works . . . . .	35540					
<b>13.</b> Graphic design services . . . . .	38550					
<b>14.</b> All other receipts - <i>Specify if more than 10 percent of total receipts</i> ↴ _____	39712					
<b>15. TOTAL RECEIPTS - Sum of lines should equal 5 if reporting in dollars</b> . . . . .	39850					1 0 0

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**23** and **24** Not Applicable.

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

**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 B

0912  No - Go to **30**

2007			
\$ Bil.	Mil.	Thou.	Dol.

**B.** Amount of receipts or revenue for exported goods or services . . . . . 0914

**26-29** Not Applicable.

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

**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	TO	Month	Year

Name of person to contact regarding this report

Title

Telephone	Area code	Number			Extension	Fax	Area code	Number		
			-						-	

Internet e-mail address

Date completed

Month Day Year

**Thank you for completing your 2007 ECONOMIC CENSUS form.**  
**PLEASE PHOTOCOPY THIS FORM FOR YOUR RECORDS AND RETURN THE ORIGINAL.**

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