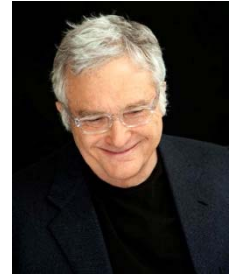


AFM Scoring 101

Recording in Los Angeles with the American Federation of Musicians

“The studio musicians of Los Angeles ... are certainly the world’s most versatile orchestra.
It’s an honor to make music with them.”

- Randy Newman, Oscar-winning composer (*Monsters Inc.*, *Toy Story*, *Seabiscuit*)



“The orchestral music of *Life of Pi* was entirely recorded in Los Angeles by my dear friends of Local 47... I was very moved by how hard the orchestra worked alongside of us to bring the notes to life. They gave me everything they had, and
there is simply no better scoring orchestra anywhere.”

- Mychael Danna, Oscar-winning composer (*Life of Pi*, *Moneyball*)

“The L.A. studio players are experienced, smart and professional. Their musicianship comprises an intimate mastery of the techniques and skills required in today’s studio playing. **Of all of the places to record my scores, my #1 choice is always here in Los Angeles.”**

- Jeff Beal, Emmy-winning composer (*House of Cards*, *Ugly Betty*, *Pollock*)



“Major” AFM Media Agreements

- Theatrical Motion Picture Agreement (\$45 million +)
 - Low Budget (\$45 million cap)
 - Low-Low Budget (\$15 million cap)
- Television-Videotape Agreement (Live TV)
- Television Motion Picture Agreement (TV Film)
- Commercials Announcements Agreement (Jingles)
- Sound Recording Labor Agreement

“Minor” AFM Media Agreements

- Cable TV
- Educational TV
- Public Radio
- Industrial Films
- Indie/Festival Films
- Videogames

Demo Agreements

Created and administered by Locals, rather than the AFM.

Music Preparation

Musicians who perform services such as Arranging, Orchestrating, Copying, Proofreading, Midi-Transcription, etc.

The Best of the Best

Los Angeles musicians are widely regarded as the best in the world. Composers, producers and directors around the world remark on the ease and efficiency of working in with L.A. studio musicians, who are highly regarded for their unrivaled ability to sight read new pieces of music.

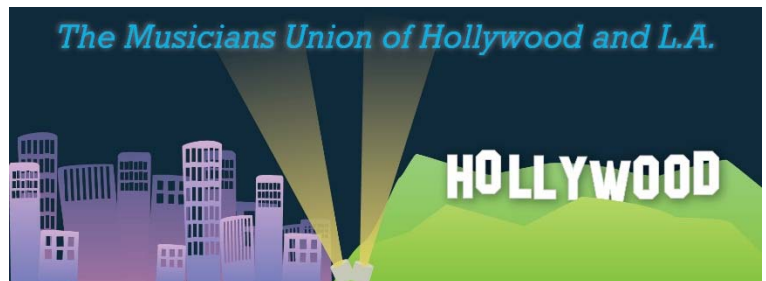
AFM Local 47 musicians are known not only for performing with unrivaled skill and precision, but with the heart and feeling that only the highest caliber of musicians can achieve. The music preparation teams in Los Angeles are of the highest caliber, further adding to the ease and professionalism of recording musical score soundtracks here.



Recording in the Entertainment Capital of the World

Hollywood has long been the epicenter of the film and television industry, and accordingly is home to several of the most prestigious, historic, and popular recording studios in the world. To name just a few:

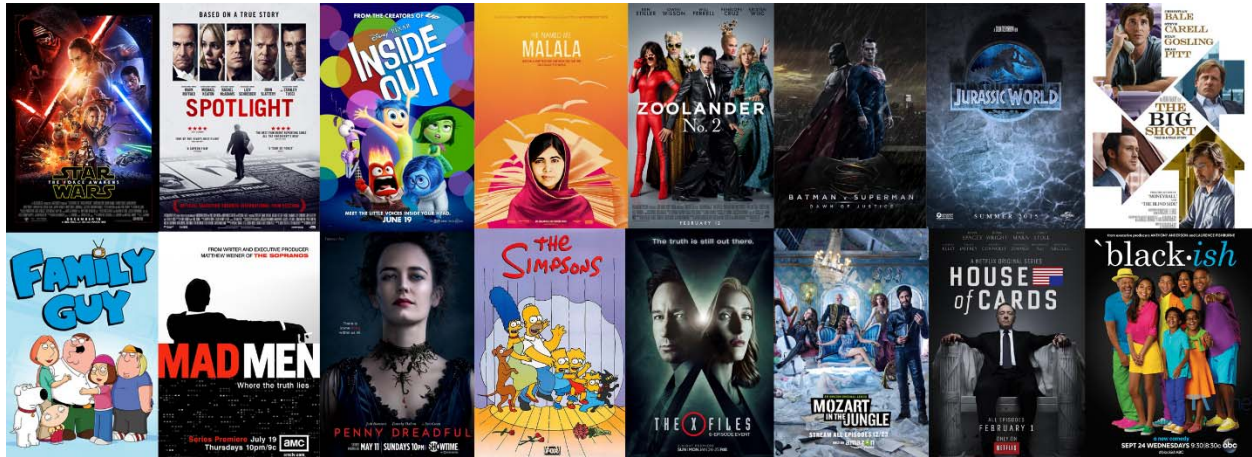
- Warner Bros. Eastwood Scoring Stage
- Sony Pictures Barbra Streisand Scoring Stage
- 20th Century Fox Newman Scoring Stage
- Capitol Records
- EastWest Studios
- NRG Recording Studios
- The Bridge Recording
- The Village
- Ocean Way Recording
- Henson Recording Studios



#ListenLA: Celebrating Film & TV Projects Scored Union in L.A.

- Education and outreach campaign dedicated to preserving the rich legacy of the Los Angeles recording community.
- Encourages film, television and other productions to score music with AFM Local 47 musicians.
- [Listen-la.com](http://listen-la.com) features recent L.A.-scored projects & a form where you can submit your project & hire musicians.
- Endorsed by AFM, FilmL.A. Inc, Los Angeles Alliance for a New Economy, SAG-AFTRA Los Angeles, Film Musicians Secondary Markets Fund, AFM & SAG-AFTRA Intellectual Property Rights Distribution Fund, CA Labor Federation, LA County Federation of Labor, UFCW Local 770, Film Works CA, Fair Trade Music Los Angeles, Los Angeles Mayor Eric Garcetti





Size Doesn't Matter

No matter the scope, location or budget of a project, Los Angeles musicians of the American Federation of Musicians do it all.

Recent TV shows scored Local 47:

- *Network:* The Simpsons, Family Guy, The X-Files, The Big Bang Theory, Nashville, Black-ish, Castle, Blindspot, NCIS, Elementary, New Girl, Glee, Modern Family
- *Cable:* The Walking Dead, Mr. Robot, American Crime Story, Penny Dreadful, Mad Men, Da Vinci's Demons, American Horror Story
- *Netflix/Hulu:* House of Cards, Mozart in the Jungle, Marvel's Jessica Jones, The Mindy Project
- *Live TV:* The Tonight Show Starring Jimmy Fallon, Dancing With the Stars, Grease Live!, Jimmy Kimmel Live, Conan, The Late Late Show with James Corden, Super Bowl Halftime Show
- *Awards shows:* Academy Awards, Emmys, Grammys, Golden Globes, SAG Awards

Recent Motion Pictures scored Local 47:

- Star Wars: The Force Awakens
- Deadpool
- Spotlight
- Straight Outta Compton
- Jurassic World
- Inside Out
- Frozen
- Joy
- The Big Short
- Creed
- Hail, Caesar!
- Batman v Superman: Dawn of Justice
- Zoolander 2

Question: Say the distributor of a film or TV show makes \$1 million from DVD sales. How much do you think they pay in residuals for musicians?

Answer: Less than \$2,000 — for ALL the musicians combined. The contribution rate is 0.2%.

Other Media AFM Local 47 covers:

- Web series
- YouTube videos
- Low-low budget films
- Demo recordings

Tax Credit Incentives for Music Scoring

When you film in California, you receive an additional tax credit boost when you record the music in the state.

The California Film & Television Job Retention and Promotion Act, signed by Gov. Jerry Brown in September 2014, expands and improves California's Film and TV incentives.

Added provisions in the program as provided by AB 1839 boost the credit for qualified expenditures relating to music scoring and music track recording by musicians in California by an additional 5%.



Gig Junction

GigJunction.com, Local 47's musicians referral service, is a valuable resource to find and hire AFM Local 47 musicians. Visitors to the site can view profiles, photos and sound clips of Gig Junction members, and contact them directly for any type of employment.



Rates & Scales

Visit afmrecording.org to view the various contracts, rates & scales.

GLOSSARY OF ELECTRONIC MEDIA MUSIC TERMS

Clip Use – When clips 2 minutes or less are taken from a TV show or movie and placed in another film/show

Conversion – New-Use payment for commercials used in different advertising media (e.g. music from a TV jingle placed in a radio commercial)

Cycles – A type of Re-Use payment that allows for unlimited exhibition of a commercial for a specified period of time

Dubbing – A Re-Use payment allowing music in a prior commercial to be adapted for use in subsequent commercials

Dubs – The number of commercials that can be used from one jingle session without additional payment; or the additional payment required when exceeding the maximum allowed (typically 13 weeks)

New Use – When music recorded under an AFM Electronic Media Agreement is later used as content governed by a different Electronic Media Agreement (e.g., a Sound Recording is licensed to be used in a Motion Picture)