



# MUSIC WITH THE MOST

2021  
ANNUAL REPORT



DUA LIPA PERFORMS AT THE 63RD ANNUAL GRAMMY AWARDS

*Photo by Kevin Winter/Getty Images for The Recording Academy*

A photograph of Lil Baby performing on stage. He is wearing a black long-sleeved shirt and a black sequined vest. He has his right arm raised, pointing upwards, and is holding a microphone to his mouth with his left hand. The background is a large, bright fire. The text 'ASCAP is 100%' is overlaid on the top right of the image.

# ASCAP is 100%

committed to protecting the value of our members' music and giving them the tools, support and guidance they need to succeed.

We are grateful to serve our family of songwriters, composers and publishers so they can keep creating the music the world loves most.

LIL BABY PERFORMS AT THE 63RD ANNUAL GRAMMY AWARDS

*Photo by Kevin Winter/Getty Images for The Recording Academy*

# MUSIC AS A FORCE FOR GOOD

A MESSAGE FROM ASCAP PRESIDENT AND CHAIRMAN OF THE BOARD

## Paul Williams

In the most challenging of times, you created music with the most heart, soul and impact in 2021. It continued to beam a powerful light in the darkness and spread joy around the world.

Your music also gave us the hope we needed – as people, a community and a country – to move forward and embrace the future: forever changed, but with renewed passion and purpose. It is energizing, and it is why all of us at ASCAP are more focused than ever on getting you paid fairly and consistently and supporting your life as a music creator.

ASCAP is the only performing rights organization in the United States founded and governed by its members. In 2021, we held our biennial election for ASCAP's Board of Directors. I am honored to serve alongside some of today's most talented

and successful songwriters, composers and music publishers – all ASCAP members you have chosen to serve ASCAP – as we work together on common goals and make decisions that achieve the greatest good for our community.

That mission was a calling for Marilyn Bergman, who we lost early this year. Her lyrics to the song, "How Do You Keep the Music Playing?" written with her husband Alan, and composer Michel Legrand, famously asked the question. *(Continued next page)*



**“Let’s keep the music playing and embrace the values that define us as music creators – collaboration, diversity, empathy, courage, gratitude and hope. That is who we are as an organization.”**

Marilyn answered that question with her 32 years of service on the ASCAP Board of Directors, initially as the first woman elected to the Board, and then as ASCAP President and Chairman for 15 years. She was a fierce advocate for music creators and her noteworthy achievements will have a positive and lasting impact for years to come.

We continue to prove over and over again that your music and our community can be a force for change in the wider world. ASCAP's Fight for Change initiative continues to provide resources to promote a more just, inclusive and engaged society.

And, we continue to build upon the work we started in 2020 with our ASCAP Citizen initiative. Being engaged citizens is essential to a strong future for the entire American music community.

We continue to advocate for the rights of music creators and defend the value of your music in Washington. Last year, dozens of ASCAP songwriters and composers took part in our virtual ASCAP "Stand with Songwriters" Advocacy Month meetings with key members of Congress. The meetings gave lawmakers a chance to hear directly from you about the policy issues

that affect your livelihoods. This is the ASCAP I love in action. Many thanks to all of you who used your voice for the good of our community.

Let's keep the music playing and embrace the values that define us as music creators: collaboration, diversity, empathy, courage, gratitude...and hope. That is who we are as an organization. Collectively, let's continue being a force for good in a world that needs our music...most.

Thank you for being part of the ASCAP family.

OLIVIA RODRIGO, who was the #1 Hot 100 Songwriter of 2021 on the Billboard charts

Photo by Denise Truscello/Getty Images for iHeartMedia



TANIA LEÓN, who won the Pulitzer Prize in music for her orchestral work, *Stride*

Photo by Gail Hadani



VIJAY IYER, whose trio album *Uneasy* (with Linda May Han Oh & Tyshawn Sorey) was one of the most acclaimed jazz albums of the year

Photo by Jimmy Katz



AARON DESSNER, who won the Grammy for Album of the Year for co-writing and producing Taylor Swift's *folklore*

Photo by Kevin Winter/Getty

MICHAEL GIACCHINO, who scored *Spider-Man: No Way Home*, 2021's top box office film

Photo by Mike Marsland/Wireimage



# A STRONGER FUTURE FOR MUSIC CREATORS

## A MESSAGE FROM ASCAP CEO

# Beth Matthews



In 2021, our community of music creators showed the world its true colors, and thanks to your strength and resilience and the incredible value of your music, ASCAP continued to evolve with greater innovation, efficiency and progress.

I am pleased to report record-setting financial results for 2021. Hard work and dedication by the ASCAP team drove total revenue collected to a record high of \$1.335 billion. Since the start of our strategic growth plan in 2015, ASCAP revenues have enjoyed a 5% compound annual growth rate. ASCAP members have benefited from a 6% compound annual growth rate in overall distributions, and an 8% compound annual growth rate in domestic distributions.



**It is so gratifying that ASCAP has delivered more money to our members when they need it most.**

In addition, 2021 revenue from U.S. licensed performances were over \$1 billion for the first time! Increases in collections from the audio streaming and audio/visual sectors pushed ASCAP's domestic revenue to \$1.011 billion in 2021, up 4.4% at \$42.5 million over 2020.

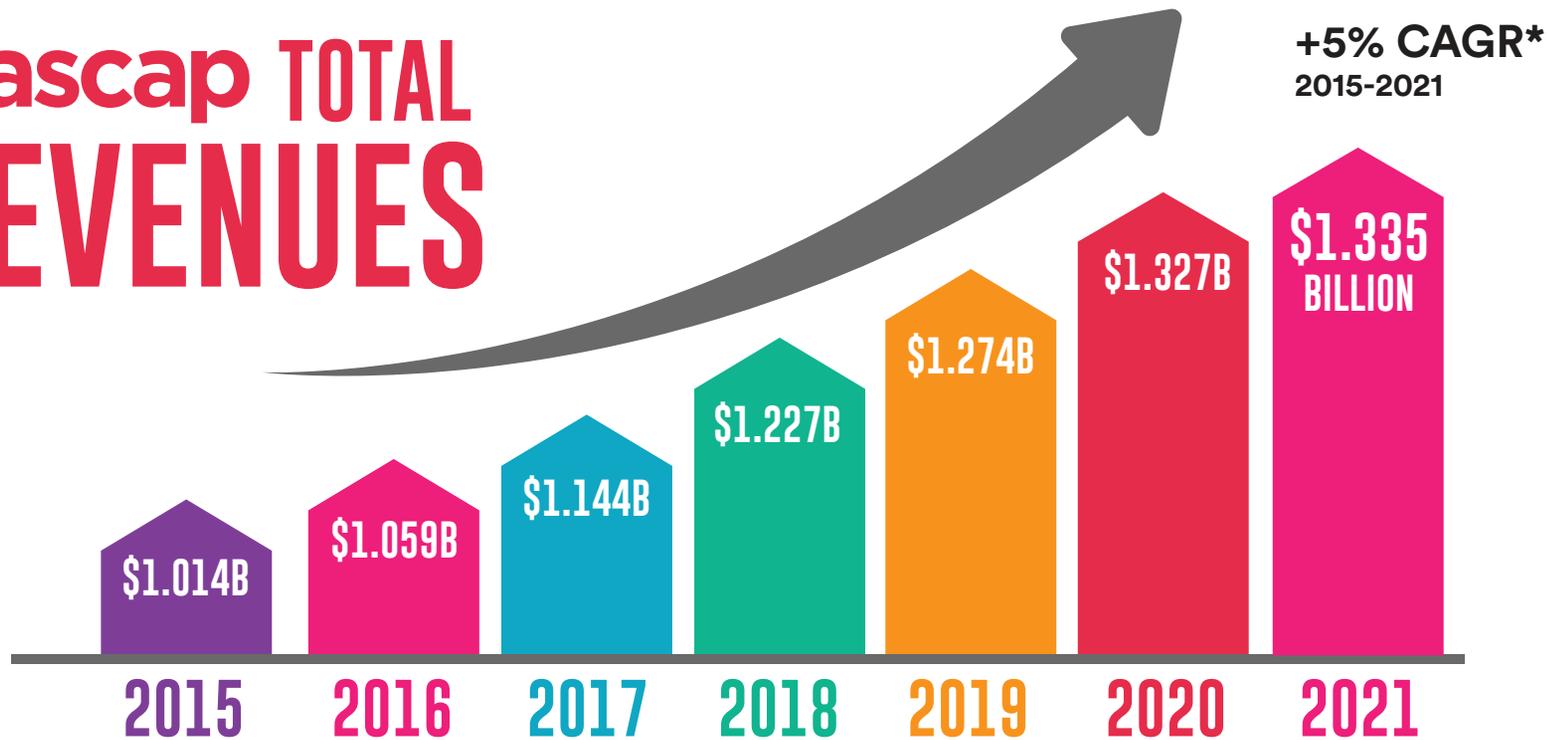
ASCAP's identification, matching, and processing of trillions of musical performances drove record-setting distributions that exceeded \$1 billion for the fifth year in a row. Distributions increased \$41 million over the previous year, for a total of \$1.254 billion available to our more than 850,000 songwriter, composer and publisher members in 2021.

Total monies available for domestic distributions of licensed and administered performances amounted to \$912.6 million, a 2.4% increase of \$22 million over 2020.

Strong domestic performance helped to offset the challenges in foreign revenues, due to the ongoing global impact of the COVID pandemic. Revenue from foreign societies in 2021 totaled

*(Continued next page)*

# ascap TOTAL REVENUES



\*Compound Annual Growth Rate

\$323.5 million, down 9.7% from 2020 due largely to business closures and the lack of vaccinations. Nevertheless, due to ASCAP’s technological and distribution process efficiencies and timing, international distributions were up \$19 million, or 5.9%, bringing total monies available for distributions up 3.4% over 2020.

We know music creators have been deeply affected by the pandemic, and that is why it is so gratifying that ASCAP has delivered more money to our members when they need it most. We strive to provide the stability, advocacy and support that our members need to weather chal-

lenging times and to plan for the future.

One way we did that in 2021 was to expand our Audio-Visual Premium payment plan (the “AVP”) to ensure that ASCAP composers have the ability to share in the success of top-streamed shows on major “over-the-top” (OTT) streaming services such as Netflix, Hulu, Amazon, Apple TV+, Disney+ and HBO Max. This is in addition to the continuation of AV premium eligibility for top-rated series on cable and broadcast.

ASCAP also accelerated its Symphonic, Recital and Educational distribution to provide

much-needed support to those composers and publishers whose livelihoods were especially impacted by the loss of live performance income in the Symphonic and Concert Music field.

The ASCAP team is dedicated to building a better music future for our songwriter, composer and music publisher members. I am so grateful for the incredible work the team delivered around the clock in 2021 to achieve that goal. I promise you we will continue to take every step necessary to ensure that you can keep creating the world’s greatest music.



JUSTIN BIEBER



BLACKBEAR



JANELLE MONÁE



OLIVIA RODRIGO



DUA LIPA



ADAM LEVINE



OLD DOMINION



LEWIS CAPALDI



MIGOS



PAUL MCCARTNEY



JOHN DEBNEY



SUMMER WALKER



MIDLAND



LIL UZI VERT



JIMI HENDRIX

# Growth

Over 58,000 songwriters, composers and publishers joined ASCAP in 2021, expanding our family to more than 850,000 members. We welcomed aboard some of the world's most talented and successful music creators, and renewed our relationships with many all-time greats.



LOUIS BELL



CAMILO



JHAY CORTEZ



CALVIN HARRIS



DAN NIGRO



NESSA BARRETT



SHENSEEA



TRAVIS BARKER



COREY CROWDER



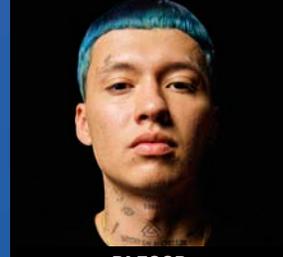
G-EAZY



SOLANGE



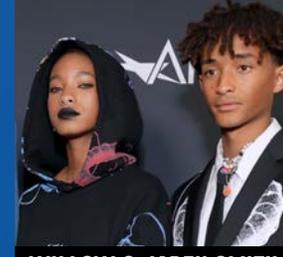
STEVEN TYLER



BLESSD



VIJAY IYER



WILLOW & JADEN SMITH

# Success

From the very first #1 song of 2021 (Mariah Carey & Walter Afanasieff's "All I Want for Christmas Is You") to the year-end triumph "Easy on Me" (co-written and produced by Greg Kurstin), ASCAP members created the most impactful, acclaimed music of the year. Our family wrote and published #1 songs on 37 separate Billboard Year-End charts, dominated streaming rankings and made Grammy history. They won Oscars and Tonys, Emmys and Latin Grammys, CMAs and the Pulitzer Prize. ASCAP composers soundtracked the year's top 3 box office hits, and every one of the top 10 most-watched series on Netflix.

**SUMMER WALKER**



Most album streams in a single day by a woman on Apple Music

**FINNEAS**



#1 Hot Rock & Alternative Producer

**JOSH OSBORNE**



MusicRow CountryBreakout Songwriter of the Year

**LIL DURK**



Most Hot 100 entries of any artist in 2021

**LIL BABY**



#1 Hot Rap Songwriter of 2021

**JAY-Z**



Most Grammy-nominated artist in history

**ASHLEY GORLEY**



#1 Hot Country Songwriter of 2021

**KALI UCHIS**



First solo Latina to top Hot Latin Songs chart in nearly a decade

**JUNG JAE-IL**



Composer of #1 Netflix series *Squid Game*

**JAZMINE SULLIVAN**



Performed national anthem at Super Bowl LV



DAN WILSON & CHRIS STAPLETON

# Support



DUA LIPA



DADDY YANKEE

ASCAP continued to maximize the opportunities created by the extended shift to virtual events. We took an innovative approach to bring our previously live events to a broader audience and added new virtual showcases to the mix, including all seven of our major award shows and songwriter showcases such as the **Sundance ASCAP Music Café**, **On the Come Up: United Kingdom** and **ASCAP Urban Presents: On the Come Up**. Combined with series such as our **VERSED** podcast, **ASCAP Screen Time**, **Women Behind the Music** and others, we discovered new ways to celebrate, educate, support and grow our diverse community of music creators.



JON BATISTE

We expanded the reach of our successful **ASCAP Experience** educational series. In 2021, we hosted 22 sessions and offered two feedback opportunities to our community, drawing nearly 17,000 registrants from 93 countries (a 54% increase compared to the prior year) and generating over 40K views of our 2021 original programming.



LETOYA LUCKETT



MATTHEW WEST & CARLY PEARCE

In the fall, ASCAP became the first PRO to offer telemedicine services to its members as part of our **ASCAP Wellness Program**, complemented with cyber support groups offered in partnership with MusiCares. We also rolled out curated wellness articles especially for music creators and ASCAP Experience hosted sessions addressing mental health, mindfulness and more with members like Michael Franti, Cassadee Pope, Sam DeRosa and Tim Fain.



(clockwise from top left) ASCAP SVP NICOLE GEORGE-MIDDLETON, TIMBALAND, SWIZZ BEATZ & D-NICE >



NATALIA JIMÉNEZ & DRACO ROSA



# BoarD of DiRectors

The 12 writers and 12 publishers on the ASCAP Board of Directors know the needs of our members first-hand, represent no outside interest group, and combine deep experience and strategic vision to lead the organization.

## WRITERS



**PAUL WILLIAMS**  
ASCAP PRESIDENT AND CHAIRMAN  
OF THE BOARD, SONGWRITER



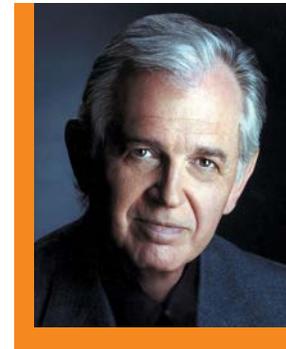
**DAN FOLIART**  
ASCAP BOARD WRITER VICE CHAIRMAN,  
COMPOSER



**JON BATISTE**  
SONGWRITER



**RICHARD BELLIS**  
COMPOSER



**BRUCE BROUGHTON**  
COMPOSER



**DESMOND CHILD**  
SONGWRITER



**SHARON FARBER**  
COMPOSER



**MICHELLE LEWIS**  
SONGWRITER



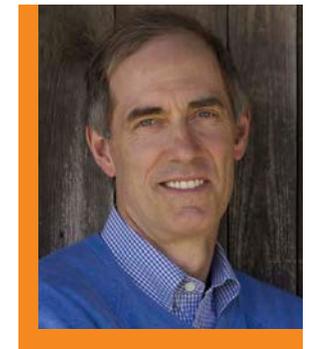
**MARCUS MILLER**  
COMPOSER



**ALEX SHAPIRO**  
COMPOSER



**JIMMY WEBB**  
SONGWRITER



**DOUG WOOD**  
COMPOSER

# Board of Directors

ASCAP is best prepared to meet today's challenges and beyond. Read on to learn how the collective work of ASCAP and our members in 2021 helped to build a stronger future for music creators.

## PUBLISHERS



**IRWIN Z. ROBINSON**  
ASCAP BOARD PUBLISHER  
VICE CHAIRMAN, CROMWELL MUSIC, INC.



**PETER BRODSKY**  
SONY MUSIC PUBLISHING



**BOB BRUDERMAN**  
KOBALT MUSIC GROUP



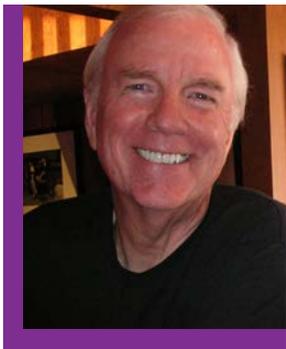
**BARRY COBURN**  
TEN TEN MUSIC GROUP, INC.



**MARTI CUEVAS**  
MAYIMBA MUSIC



**KEITH HAUPRICH**  
BMG GOLD SONGS



**DEAN KAY**  
LICHELE MUSIC COMPANY



**JAMES M. KENDRICK**  
ASCAP BOARD TREASURER  
SCHOTT MUSIC



**EVAN LAMBERG**  
UNIVERSAL MUSIC CORPORATION



**LEEDS LEVY**  
LEEDS MUSIC



**CARIANNE MARSHALL**  
WARNER CHAPPELL MUSIC, INC.



**MARY MEGAN PEER**  
SONGS OF PEER LTD.



RHYMEFEST

# Advocacy

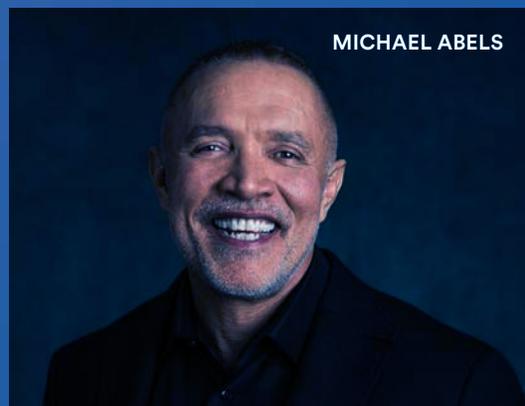


PAT BENATAR AND NEIL GIRALDO



EMILY BEAR

In 2021, ASCAP continued to advocate for the rights of music creators and defended the value of their music in Washington. Dozens of ASCAP members took part in our virtual **ASCAP “Stand with Songwriters”** Advocacy Month meetings with key members of Congress. The meetings gave lawmakers a chance to hear directly from ASCAP songwriters and composers about the policy issues that affect their livelihoods. Along with ASCAP Board members, participants included Pat Benatar, Neil Giraldo, Rhymefest, Siddhartha Khosla, Dennis DeYoung, Michael Abels, Gene Simmons, John Rich, Matthew West and many others. Lawmakers also enjoyed performances from talents like Emily Bear, Joss Favela, ROE and Chris DeStefano.



MICHAEL ABELS



JOSS FAVELA

We also built upon the work we started in 2020 with **ASCAP Citizen**. Being engaged citizens is essential to a strong future for the entire American music community. That is why ASCAP signed a joint statement expressing our support for protecting voting access organized by the Civic Alliance, a nonpartisan group of businesses working together to build a future where everyone participates in shaping our country.



SIDDHARTHA KHOSLA



# Innovation



engine to manage and match cue sheets to existing series and to ASCAP work records; we continued our migration to the cloud; implemented the Snowflake platform and moved closer to launching **ASCAP One**, the rewriting of our licensing systems. These improvements are already providing more efficient processes, more stable operations and more accurate results.

Additionally, we took a vital step forward in protecting our members and ASCAP with the introduction of **Two-Factor Authentication** for Member Access and for the third-party applications we log into as employees. With cyber security top of mind, this was a cross-departmental project of material importance to ASCAP and our members.

# Responsibility



Pictured (top): Amythyst Kiah, who participated in our Black History Month celebration; Kazi during our Elevating Asian Voices celebration for Asian American and Pacific Islander Heritage Month; (bottom) Olga Tañon (right) and Maria Pía Cassinelli during our celebration of Hispanic Heritage Month

Part of our commitment to our members means acknowledging how ASCAP as an organization can impact the world we all live in. In 2021, ASCAP did its part to work towards a more equitable, diverse, just and sustainable world.

We launched **editorial campaigns to elevate underrepresented sectors of our membership**, including celebrations for **Black History Month, Pride Month, Asian American and Pacific Islander Heritage Month and Hispanic Heritage Month**. We also participated in wider conversations surrounding race, gender, gender identity and social justice. Our efforts were inspired by a recent ASCAP survey, which found that music creators rated racial justice, women's rights and LGBTQ+ equality as important for a PRO to address.

In response to an uptick in violent acts against Asian Americans in March 2021, we expanded our **Fight for Change** initiative to include resources related to the #StopAsianHate movement.

In June, **ASCAP once again matched employee contributions** to two national organizations on the frontlines of the fight against systemic racism – Color of Change and the NAACP Legal Defense Fund.

As part of our **ASCAP ASPIRE** program, we offered seven students from Historically Black Colleges & Universities real-world experience to help nurture their talents and empower the next generation of music business leaders. *(Continued next page)*

# ResPonsibility



ASCAP also initiated internal programs to help ASCAP employees make a difference in their personal and professional lives. We launched **Studio Green @ ASCAP**, which offers our staff tools and resources to drive environmental awareness and reduce ASCAP's carbon footprint. Building on the success of our ASCAP Black Affinity Group, we announced the expansion of our **ASCAP Affinity Groups** to give employees more opportunities to connect around their shared interests and experiences. And our **ASCAP Notes the Cause** volunteer program continued to inspire our employees to help others in need.

<< Pictured left, top to bottom:  
Madeline The Person, Villano Antillano & Ty Defoe, interviewed for our "Pride & Joy" article during Pride Month

Pictured right, top to bottom: >>  
Panelists from our Women Behind the Music: Homecoming Edition session for ASCAP Experience:  
Jamila Thomas, VP of Marketing, Motown Records & Co-Founder of #TheShowMustBePaused; Phylcia Fant, EVP, Head of Urban Music, Columbia Records; Alicia Ferriabough Taylor, Esq., Attorney, Law Offices of Robert A. Celestin





ascap

# MUSIC WITH THE MOST

JOHN OSBORNE AND T.J. OSBORNE OF BROTHERS OSBORNE  
PERFORM AT THE 55TH ANNUAL CMA AWARDS  
*Photo by Terry Wyatt/Getty Images*