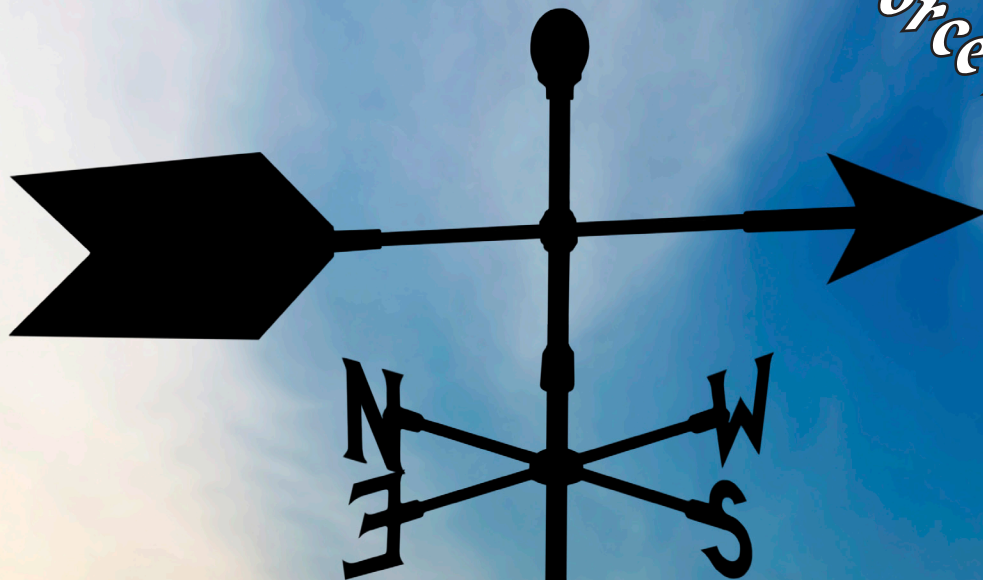


AMTA Member Survey & Workforce Analysis

2012



A Descriptive
Statistical Profile of the
AMTA Membership



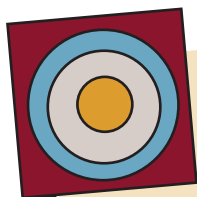
A DESCRIPTIVE STATISTICAL PROFILE OF THE 2012 AMTA MEMBERSHIP

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At a Glance: Survey Highlights

The average salary reported for all music therapists in 2011 was \$49,396.

It is estimated that nearly one million people received music therapy services in 2011.

Music therapists provided services in an estimated 26,048 facilities in 2011.

AMTA Members live in 37 countries and 6 continents; in every state in the United States.

The overall average salary increased by \$1,330 over 2011 reports.

The most commonly reported job title was "Music Therapist" with over 56% of survey respondents.

The overall median salary reported in 2012 increased by \$1,000 when compared to 2011 data.

Average salaries increased in 22 states when compared to last year's data.

Average salaries increased in five of seven regions across the United States and outside the U.S.

At least 16% of survey respondents reported receiving some kind of 3rd Party Reimbursement for music therapy services.

66 new music therapy jobs were created in 2011.

The annual salary for those with 10 or fewer years' experience was a reported \$42,522.

Average rates for individual music therapy services across the country are \$60/hour.

Thanks to all those who submitted survey responses to make this profile possible!

Overview

The 2012 AMTA Member Profile, or, *A Descriptive Statistical Profile of the AMTA Membership*, contains a detailed descriptive statistical narrative about demographics, employment, salaries, and other helpful information. Information regarding employment has been collected since 1990. Each year, with input from members, a set of questions is determined for the membership survey, which is distributed with annual membership dues invoices. All AMTA members as well as non-member music therapists are encouraged to complete the online survey. Salary comparisons by ages served as well as population, work setting, region, state and job title are included. The *Descriptive Statistical Profile of the AMTA Membership* is designed to be used by music therapists, administrators, and members of the general public who are attempting to advance the mission of AMTA to increase access to quality music therapy services provided by qualified professional music therapists. Statistical information provided herein is divided into categories to best serve the varying needs of the profession across the United States and the broad span of settings in which music therapists work.

Comprehensive data detailing the profession of music therapy based on AMTA member survey responses are provided herein. Basic statistical information is included to give a comprehensive picture of compensation offered for music therapy services across the country and the composition of the profession. Data are organized by demographic and salary information.

What follows are simple frequency counts, ranges, and averages. Modes and medians have been calculated to give a more comprehensive picture of salaries for full time music therapy services. Whereas the average is an important indicator of reported salaries for music therapists, the mode is also indicative of reported salaries because it is the most frequently occurring, or repetitive, value reported. The median listed is the number in the middle of the range of a set of numbers, i.e., half the numbers reported have values that are greater than the median, and half have values that are less.

As with any business endeavor, multiple factors must be considered when establishing fees and negotiating salaries for professional music therapy services. These factors include: level of education; experience; geographic location; business costs (i.e., liability insurance, space, equipment, travel, office supplies, etc.) benefits such as health, life, and disability insurance, worker's compensation, vacation and sick time; and actual time involved in assessments, interventions, documentation, billing, meetings, and treatment team communication. It is recommended clinicians consider a combination of several of these factors, rather than any one single category when setting fees to determine a reasonable and customary rate that is agreeable to prospective clients, employers and service providers. AMTA does not establish fees for services. It is recommended that music therapists consult with small business advisors and/or accountants to assist in establishing appropriate professional fees for delivery of music therapy services.

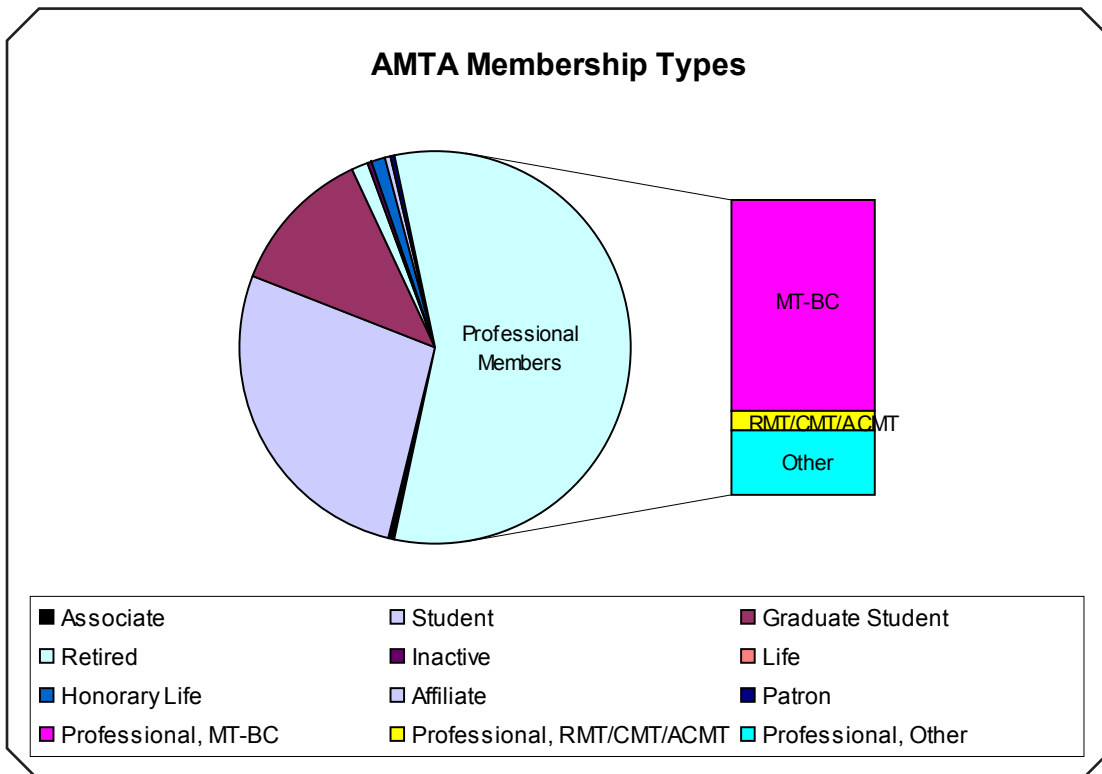
Due in part to the online nature of this survey, the percentage of students and young professionals responding to the survey was significantly higher than in some prior years and that younger age group may be over-represented. Therefore, questions related to employment, salary and education may appear skewed low by this higher percentage of younger respondents. (It should be noted, however, that survey invitations were distributed to the same pool or potential respondents, which includes all age groups and individuals in the AMTA database, and all were asked to respond.) Despite the larger number of young respondents, the overall average salary report still saw a marked increase when compared to last year's salary data.

We hope that you will be able to use this information to help you more accurately describe the profession of music therapy and in determining salaries, increases and benefits. Establishing secure jobs is but one step along the path of providing quality services to the clients we serve.

AMTA Membership Categories

AMTA is the professional association and intellectual home for music therapists. Members of AMTA not only support the mission (to advance public awareness of the benefits of music therapy and to increase access to quality music therapy services in a rapidly changing world), but are also committed to their profession through volunteering to help AMTA programs and initiatives that make music therapy strong. The following chart and graph show the number of members in each membership category as well as its percentage of the entire membership as of August 1, 2012.

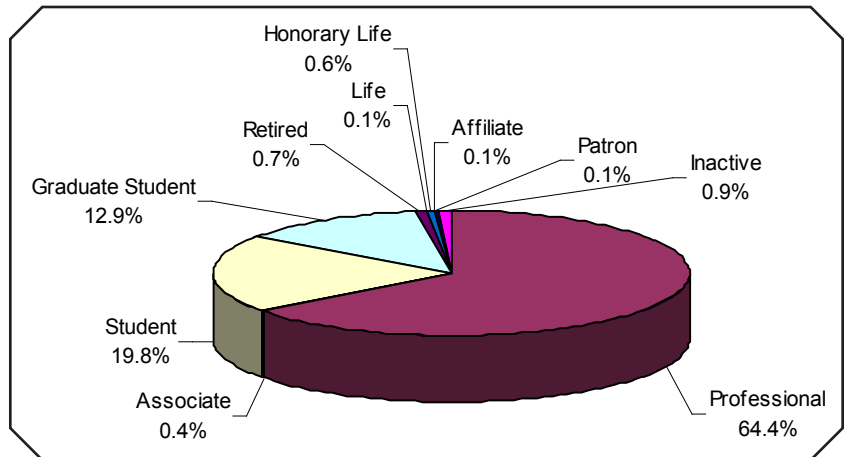
Type of Membership	Number	% of Membership
Professional, MT-BC.....	1,496.....	40.8%
Professional, ACMT/CMT/RMT.....	134.....	3.7%
Professional, Other.....	453.....	12.4%
Associate.....	21.....	0.6%
Student.....	983.....	26.8%
Graduate Student.....	450.....	12.3%
Retired.....	59.....	1.6%
Inactive.....	7.....	0.1%
Life.....	2.....	<0.1%
Honorary Life.....	36.....	1.0%
Affiliate.....	23.....	0.6%
Patron.....	4.....	0.1%
Total Members	3,668	



Survey Response: Innovation

The AMTA Member Survey was conducted online during the summer of 2012. Over 9,000 potential survey respondents were invited to participate in the online member survey via direct email, Facebook, Twitter, Music Therapy ENews and website updates. These invitees included AMTA Members, members of the National Music Therapy Registry, former members of the American Music Therapy Association and other music therapists who have provided their information to AMTA in the past. 1,672 responses were received, which represents a .01% decrease in responses compared to 2011.

Of the 1,672 survey responses, 1,637 surveys were returned by those identifying themselves as AMTA members, 98% of the survey response. 1,672 surveys returned by AMTA members represents 46% of the total AMTA membership (as of 8/1/12). An additional 2% of the survey responses were from people who had not yet become 2012 members of AMTA by 8/30/12.



73.1% of all the survey responses come from those who identified themselves as practicing music therapists. 26.9% of survey respondents identified themselves as not currently practicing music therapy, most of whom are students, graduate students, or interns. The number of survey respondents in the 20-29 age group (which is comprised of mostly students and music therapists in their first ten years in the profession) represents a larger percentage than in prior years (see page 8). Data herein should be viewed with this in mind.

Member Responses

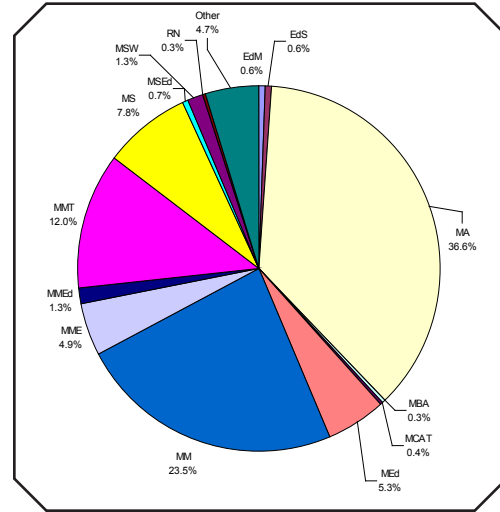
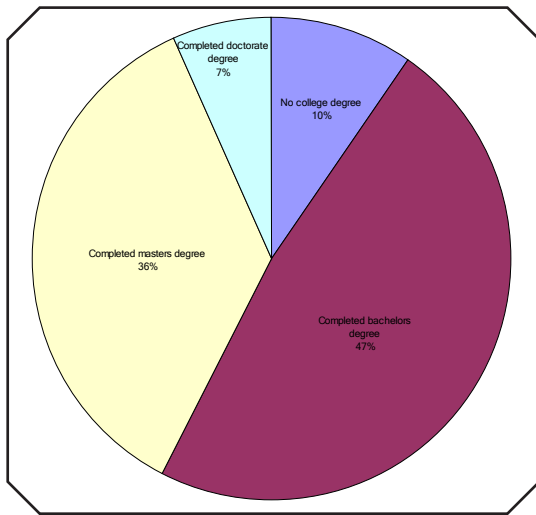
Survey respondents were asked to indicate their AMTA member status. Of the 1,672 individuals who responded to the survey, the member categories they reported holding appear below:

Member Type	Responses
Professional	1,064
Associate.....	7
Student.....	328
Graduate Student.....	213
Retired	12
Inactive	15
Life.....	1
Honorary Life.....	10
Affiliate.....	1
Patron	2
No-response to this question	19
Total	1,672

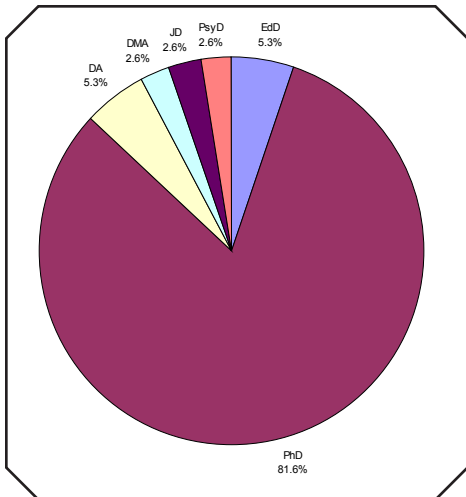
Education and Advanced Degrees

Survey respondents largely comprise people holding a baccalaureate degree (47%). 36% of survey respondents holds a degree at the master's level, while 7% holds a doctoral degree. The majority of those reporting no degree (10% of survey respondents) are students and interns. A breakdown of master's and doctoral degrees held by survey respondents can be seen below.

Education	Responses
No college degree.....	158
Bachelor's degree.....	777
Master's degree.....	582
Doctorate degree.....	108
Total Survey Respondents	1,625



Doctoral Degree	Responses
DA.....	6
DMA.....	3
EdD.....	6
JD.....	3
PhD.....	93
PsyD.....	3
Total Respondents³	113



Master's Degree	Responses
EdM.....	4
EdS.....	4
MA.....	263
MBA.....	2
MCAT.....	3
MEd.....	38
MM.....	169
MME.....	35
MMEd.....	9
MMT.....	86
MS.....	56
MSEd.....	5
MSW.....	9
RN.....	2
Other.....	34
Total Respondents³	653

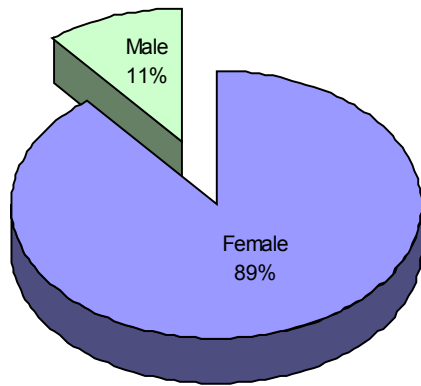
The category "Other" in Masters Degrees included: CRC, MAE, MAP_{sy}, MAT/ED, MCM, MFA, MHA, MHI, MHR, MHSA, MLS, MOT, MPA, MPS, MRcPk, MSA, MSc, MSE, MSM, MSOL, MSP

³ Respondents were permitted to list as many categories as appropriate. Therefore, the total number of responses exceeds the number of survey respondents.

Gender, Ethnicity and Age of Survey Respondents

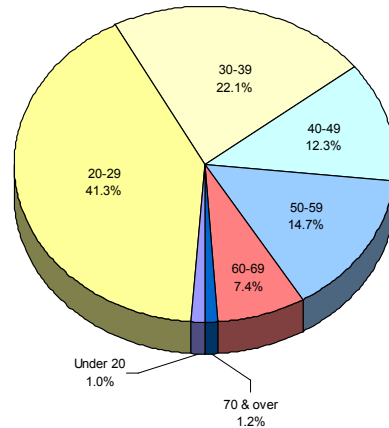
GENDER

Gender	Number
Female	1,467
Male	180
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Total Responses	1,647



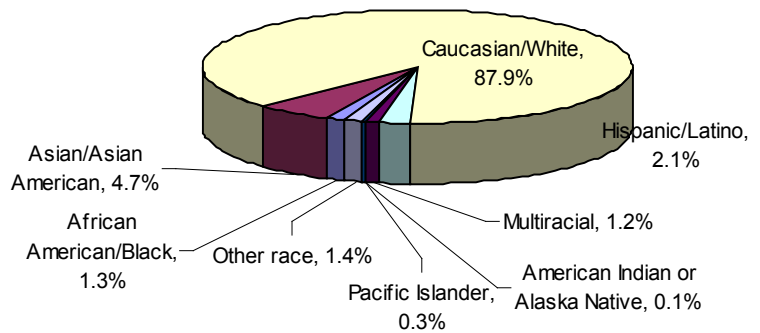
AGE

Age	Number
Under 20	16
20-29	654
30-39	350
40-49	195
50-59	233
60-69	118
70 & over	19
<hr/>	
Total Respondents	1,585



ETHNICITY

Ethnicity ¹	Number
African American/Black	22
Asian/Asian American <small>(includes Asian Indian, Chinese, Filipino, Japanese, Korean, Vietnamese, Other Asian)</small>	95
Caucasian/White	1,437
Hispanic/Latino	34
Multiracial	20
American Indian or Alaska Native	2
Pacific Islander <small>(includes Guamanian, Chamorro, Native Hawaiian, Samoan, Other Pacific Islander)</small>	2
Other race	23
<hr/>	
Total Respondents	1,635



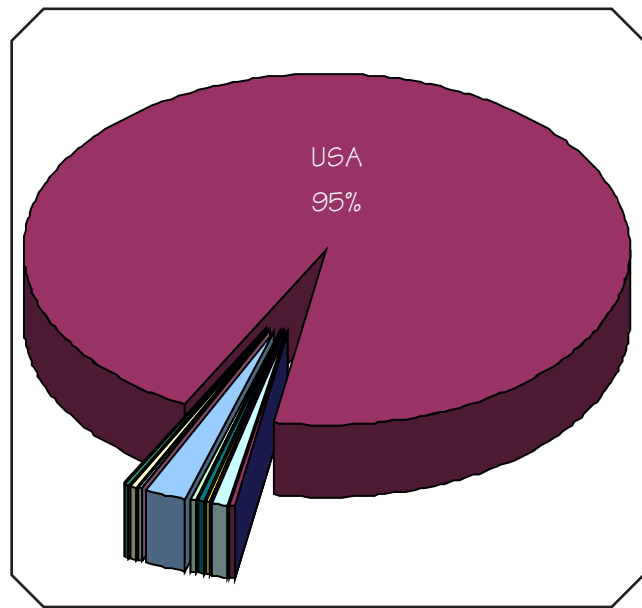
¹Race categories based on those noted by the US Census Bureau for the 2010 Census.

Global Reach - AMTA's International Members

AMTA's global focus continues around the world today. It is exciting to see so many countries represented by the AMTA membership each year. In 2012, AMTA members live in 30 countries and 6 continents around the globe. International members comprise 5% of the AMTA membership.

Country	# Members
Argentina	2
Australia	6
Bahrain	1
Canada	30
Cayman	1
Costa Rica	1
Cyprus	2
Denmark	2
Ecuador	1
Estonia	1
Germany	2
Great Britain	3
Greece	4
Hong Kong	3
Iceland	1
India	2
Ireland	3
Israel	5
Italy	2
Japan	79
Mexico	2
New Zealand	1
Poland	1
Portugal	1
Qatar	1
Scotland	1
Singapore	4
South Africa	1
South Korea	14
Spain	3

Sweden	1
Switzerland	2
Thailand	1
Taiwan	5
United Arab Emirates	1
USA	3,476
United Kingdom	2
Total	3,668*

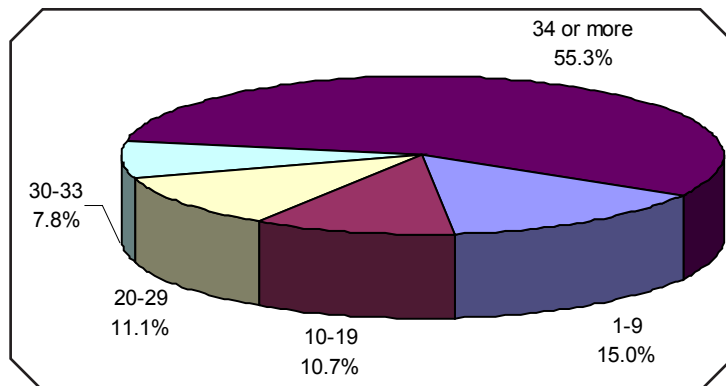


*as of August 1, 2012

Weekly Hours Worked by Survey Respondents

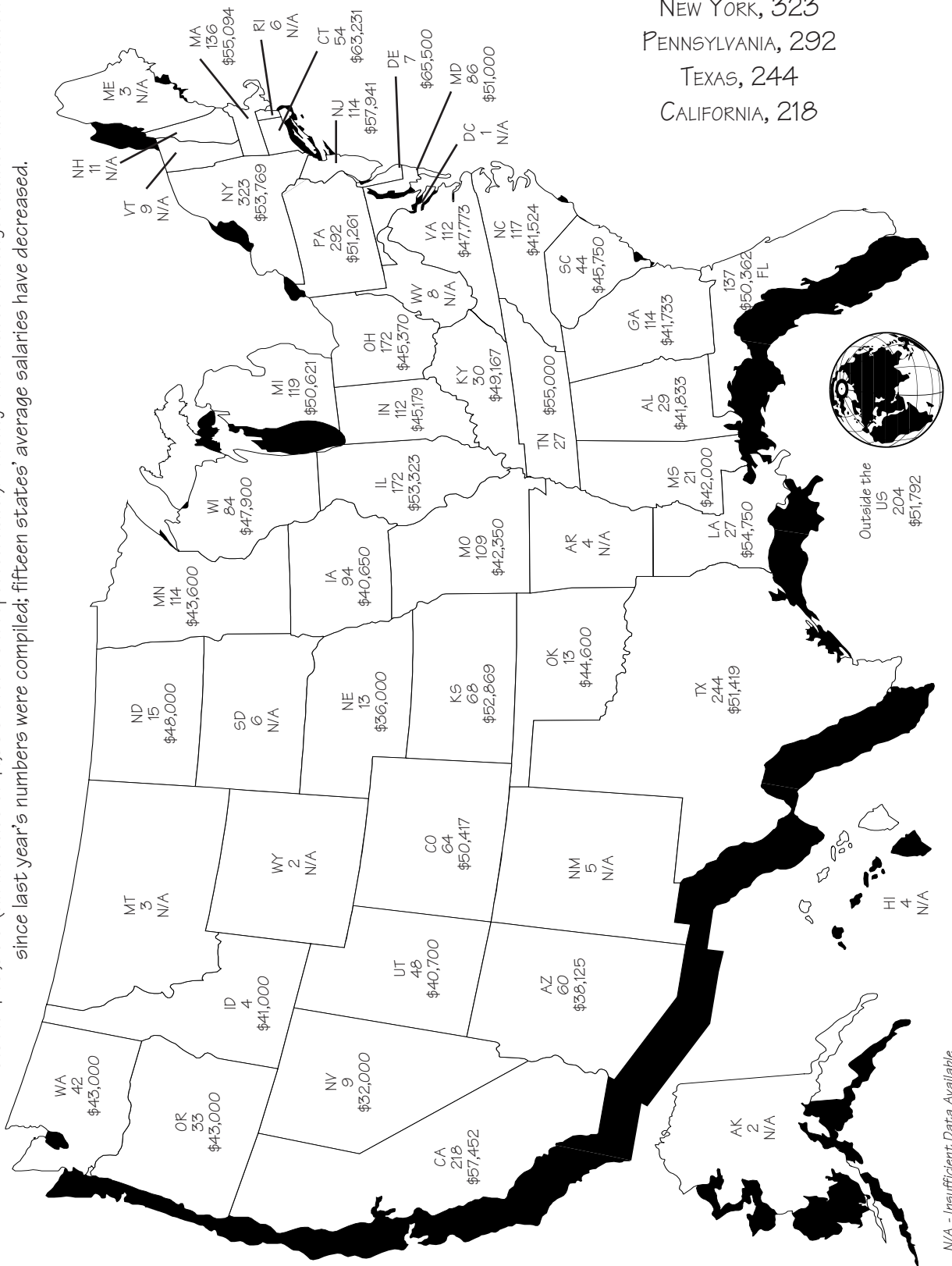
Over half of all survey respondents reported working full time, which is defined as working an average of 34 or more hours each week. It should be noted that respondents to this question included all members of AMTA, both professional, student, retired, etc.

Weekly Hours	Responses
1-9	207
10-19	148
20-29	153
30-33	108
34 or more	761
Total Respondents	1,377



Membership and Average Salary by State

This map of the United States depicts the number of AMTA members in each state as of August 1, 2012 and the average full-time salary reported for each state². The average full-time salary for all survey respondents, both inside and outside the U.S. is \$49,396 (an increase of \$1,330 over 2011 reported data). Twenty-two states' average salaries have increased since last year's numbers were compiled; fifteen states' average salaries have decreased.

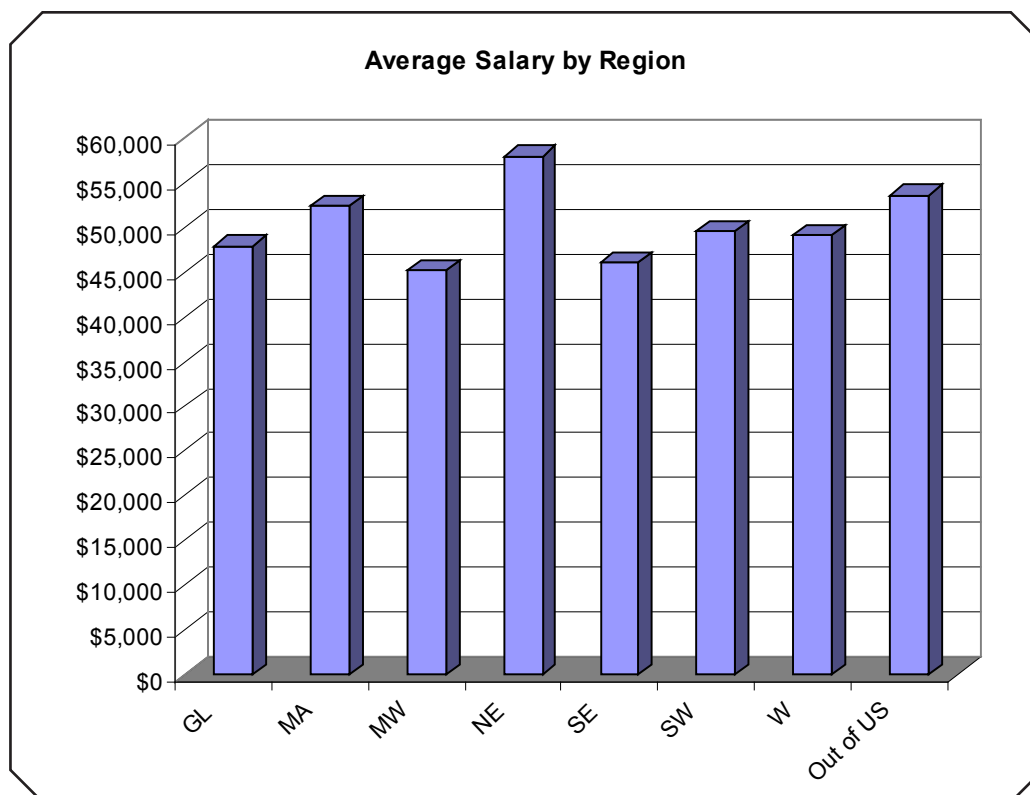


N/A - Insufficient Data Available
²For purposes of this survey, data are based on full-time employment, which is defined as working 34 hours or more per week.

Salary by Region

Region	Number of Respondents	Average Salary ²	Median Salary ²	Salary Mode ²	Salary Range ²
Great Lakes	168	\$47,884	\$45,000	\$30,000	\$20,000 - \$200,000
Mid-Atlantic	157	\$52,280	\$48,000	\$50,000	\$25,000 - \$199,000
Midwestern	78	\$45,103	\$40,000	\$36,000	\$24,000 - \$124,000
New England	40	\$57,925	\$58,000	\$60,000	\$30,000 - \$140,000
Southeastern	88	\$46,080	\$41,000	\$36,000	\$20,000 - \$150,000
Southwestern	40	\$49,520	\$48,500	\$40,000	\$25,000 - \$107,000
Western	59	\$49,017	\$46,000	\$40,000	\$20,000 - \$92,000
Outside the US	18	\$53,556	\$47,500	\$20,000	\$20,000 - \$120,000
Overall	647	\$49,396	\$46,000	\$40,000	\$20,000 - \$200,000

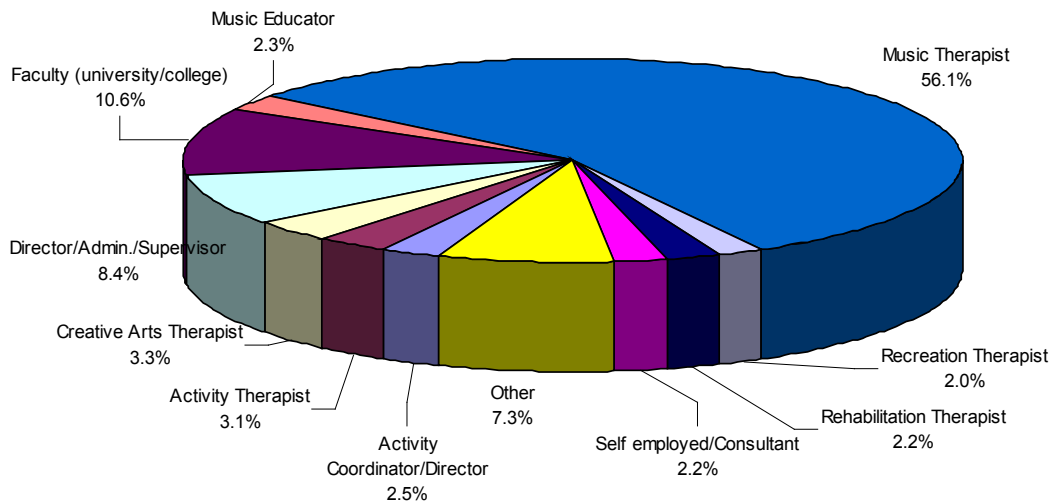
Survey responses from the 2012 Membership Survey show the overall average salary reported was \$49,396, an increase of \$1,330 over salaries reported from the Membership Survey conducted in 2011. Overall, music therapists' salaries have continued to increase modestly over the last ten years. The overall median salary reported in 2012 was \$46,000 (↑\$1000 compared to 2011 data); and the most commonly reported salary (mode) reported in 2012 was \$40,000 (similar to 2011 data). In five of seven regions and outside the US, average reported salaries increased over 2011 data. A graphic representation of mean salaries for each region is shown below.



²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.

Salary by Job Title

Population	Number	Average Salary ²	Median Salary ²	Salary Mode ²	Salary Range ²
Activity Coordinator/Director	16	\$39,375	\$34,000	\$30,000	\$27,000 - \$69,000
Activity Therapist	20	\$38,800	\$38,000	\$30,000	\$25,000 - \$54,000
Adjunctive Therapist	2	N/A	N/A	N/A	N/A
Case Manager	1	N/A	N/A	N/A	N/A
Clinical Therapist	7	\$46,571	\$48,000	N/A	\$27,000 - \$65,000
Creative Arts Therapist	21	\$48,762	\$45,000	\$45,000	\$34,000 - \$69,000
Director/Admin/Supervisor	54	\$56,843	\$52,500	\$60,000	\$24,000 - \$200,000
Expressive Arts Therapist	1	N/A	N/A	N/A	N/A
Faculty	68	\$69,456	\$64,500	\$60,000	\$20,000 - \$150,000
Music Educator	15	\$52,400	\$50,000	\$50,000	\$28,000 - \$90,000
Music Therapist	360	\$45,148	\$43,000	\$40,000	\$20,000 - \$100,000
Other	31	\$48,645	\$43,000	\$45,000	\$26,000 - \$140,000
Recreation Therapist	13	\$43,077	\$40,000	\$52,000	\$29,000 - \$60,000
Rehabilitation Therapist	14	\$62,071	\$64,500	\$50,000	\$41,000 - \$79,000
Self Employed	14	\$53,857	\$37,500	\$30,000	\$20,000 - \$199,000
Special Educator	5	\$56,200	\$43,000	\$43,000	\$40,000 - \$85,000
Total Respondents	642				



The category "Other" included: Activities Assistant, Activity Specialist, Adaptive Neural Music Therapist, Administrative Services Coordinator, Assistive Technology Specialist, Bereavement Manager, Child Life Specialist, Clinical Development Specialist, Complementary Therapies Program Manager, Consultant in Autism Spectrum Disorders, Coordinator of Music Therapy, Group Music and Expressive Therapist, Learning Options Instructor, Mental Health Administrator, Mental Health Counselor, Music Psychotherapist, Music Publisher and Producer, Music Specialist, Music Teacher/Therapist, Music Therapy Program Leader, Music/Expressive Therapist, Outpatient Therapist, Performing Arts Coordinator, Recovery Counselor, Registered Therapist, Rehabilitative Services Coordinator, Research Specialist, Teacher/Certified Teacher, Therapy Assistant, Wellness counselor

N/A - Insufficient data available

²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.

Salary by Population Served

Population	Number ³	Average Salary ²	Median Salary ²	Salary Mode ²	Salary Range ²
Abused/Sexually Abused	53	\$48,604	\$49,000	\$40,000	\$22,000 - \$120,000
AIDS	12	\$46,583	\$48,000	\$50,000	\$35,000 - \$58,000
Alzheimer's/Dementia	198	\$44,932	\$41,000	\$40,000	\$20,000 - \$199,000
Autism Spectrum Disorders	248	\$47,917	\$45,000	\$40,000	\$20,000 - \$199,000
Behavioral Disorder	166	\$46,279	\$44,000	\$40,000	\$20,000 - \$124,000
Cancer	110	\$47,509	\$44,500	\$40,000	\$20,000 - \$140,000
Chronic Pain	57	\$49,596	\$45,000	\$40,000	\$25,000 - \$160,000
Comatose	18	\$54,833	\$50,000	\$50,000	\$34,000 - \$140,000
Developmentally Disabled	254	\$48,186	\$45,000	\$40,000	\$20,000 - \$199,000
Dual Diagnosed	111	\$45,919	\$45,000	\$40,000	\$25,000 - \$76,000
Early Childhood	125	\$47,912	\$45,000	\$40,000	\$20,000 - \$150,000
Eating Disorders	24	\$48,548	\$48,000	\$48,000	\$27,000 - \$80,000
Elderly Persons	173	\$45,754	\$42,000	\$40,000	\$20,000 - \$199,000
Emotionally Disturbed	115	\$48,809	\$45,000	\$40,000	\$22,000 - \$199,000
Forensic	32	\$50,344	\$52,000	\$60,000	\$29,000 - \$76,000
Head Injured	83	\$48,518	\$46,000	\$40,000	\$20,000 - \$160,000
Hearing Impaired	71	\$45,465	\$44,000	\$40,000	\$22,000 - \$85,000
Learning Disabled	112	\$49,000	\$47,500	\$40,000	\$20,000 - \$92,000
Medical/Surgical	80	\$49,000	\$47,000	\$50,000	\$20,000 - \$140,000
Mental Health	184	\$47,402	\$44,000	\$40,000	\$20,000 - \$199,000
Multiply Disabled	149	\$49,324	\$46,000	\$40,000	\$20,000 - \$100,000
Music Education College Students	9	\$58,667	\$58,000	\$60,000	\$30,000 - \$140,000
Music Therapy College Students	78	\$66,154	\$60,000	\$60,000	\$20,000 - \$199,000
Neurologically Impaired	132	\$49,758	\$46,000	\$40,000	\$20,000 - \$199,000
Non-Disabled	24	\$52,250	\$52,000	\$40,000	\$30,000 - \$96,000
Other	22	\$51,955	\$48,500	\$30,000	\$30,000 - \$150,000
Parkinson's	76	\$46,645	\$43,000	\$50,000	\$20,000 - \$160,000
Physically Disabled	137	\$49,367	\$46,000	\$40,000	\$20,000 - \$199,000
Post Traumatic Stress Disorder	74	\$50,392	\$48,000	\$60,000	\$20,000 - \$199,000
Rett Syndrome	38	\$52,737	\$51,000	\$55,000	\$30,000 - \$92,000
School Age Population	145	\$50,471	\$48,000	\$40,000	\$20,000 - \$199,000
Speech Impaired	112	\$48,375	\$46,000	\$60,000	\$20,000 - \$90,000
Stroke	120	\$46,625	\$41,500	\$40,000	\$20,000 - \$199,000
Substance Abuse	74	\$50,986	\$48,000	\$60,000	\$20,000 - \$199,000
Terminally Ill	133	\$48,639	\$45,000	\$40,000	\$20,000 - \$200,000
Visually Impaired	73	\$47,562	\$45,000	\$40,000	\$20,000 - \$92,000
Total Respondents	1,361				

The category "Other" included: ADD/ADHD, Adoption, Bereavement, Blood Disorders, Burns, Cerebral Palsy, Congestive Heart Failure, Domestic Violence, High-risk Teens, Homeless, Hospice, Intellectual and Developmental Disabilities, Intergenerational, Music Educators, Premature Infants, Spinal Cord Injury

N/A - Insufficient data available

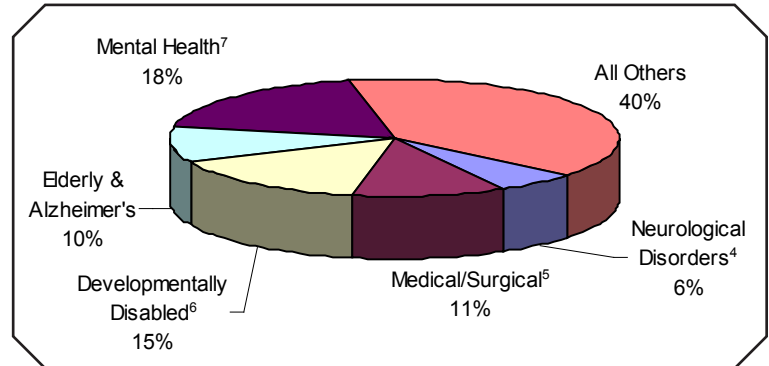
²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.

³Respondents were permitted to list as many categories as appropriate. Therefore, the total number of responses exceeds the number of survey respondents.

Populations & Work Settings Served

POPULATIONS SERVED BY MUSIC THERAPISTS

A graphic representation of the number of survey respondents who reported working in specific groups of populations appears here. The largest single category falls under the Mental Health umbrella, which accounts for 18% of the populations reportedly served. The next largest categories are Developmentally Disabled populations, 15%; Medical/Surgical populations, 11%; Elderly & Alzheimer's populations, 10%; and Neurological Disorders, 6%. All other populations account for 40% of the total populations served.



⁴Neurological Disorders includes Parkinson's and Neurologically Impaired.

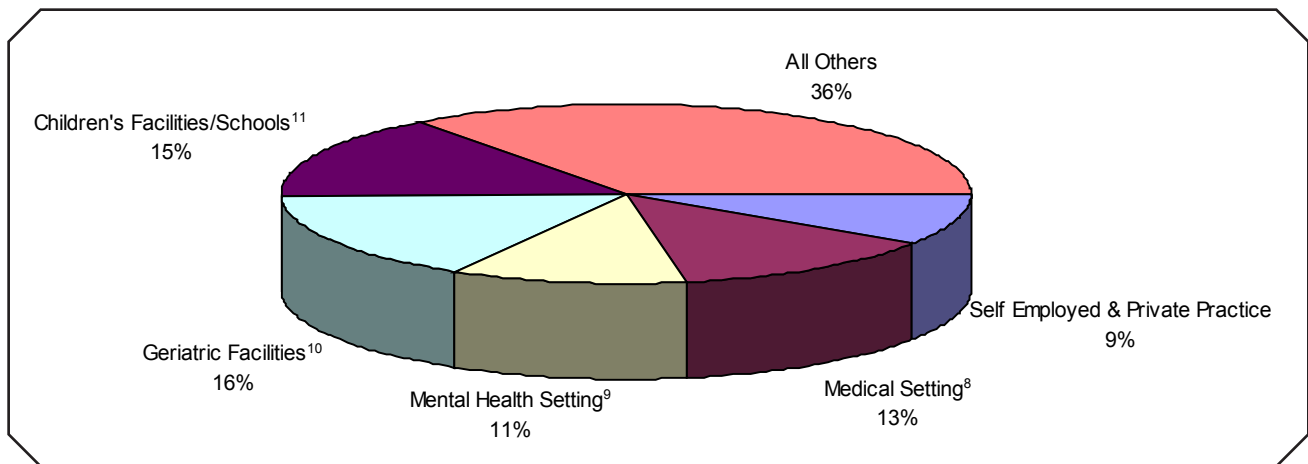
⁵Medical/Surgical includes AIDS, Cancer, Chronic Pain, Comatose, Medical/Surgical, and Terminally Ill.

⁶Developmentally Disabled includes Autism Spectrum, Developmentally Disabled, and Rett Syndrome.

⁷Mental Health includes Behavioral Disorder, Eating Disorders, Emotionally Disturbed, Forensic, Mental Health, Post Traumatic Stress Disorder, and Substance Abuse.

WORK SETTINGS SERVED BY MUSIC THERAPISTS

A graphic representation of the number of survey respondents who reported working in specific settings appears here. The largest categories of settings are Geriatric Facilities, which accounts for 16% of survey responses, followed by Children's Facilities/Schools, 15%. The next largest categories of settings are Medical Settings, 13%; Mental Health Settings, 11%; and finally Self Employed & Private Practice, 9%. All other settings account for 36% of the total listed. Please see the next page for Work Setting salary information.



⁸Medical Setting includes General Hospital, Oncology, Home Health Agency, Outpatient Clinic, Partial Hospitalization, and Children's Hospital or Unit.

⁹Mental Health Setting includes: Child/Adolescent Treatment Center, Community Mental Health Center, Drug/Alcohol Program, Forensic Facility, and Inpatient Psychiatric Unit.

¹⁰Geriatric Facilities includes: Adult Day Care, Assisted Living, Geriatric Facility - not nursing, Geriatric Psychiatric Unit, and Nursing Home.

¹¹Children's Facilities/Schools includes: Children's Day Care/Preschool, Early Intervention Program, and School (K-12).

Salary by Work Setting Served

Population	Number ³	Average Salary ²	Median Salary ²	Salary Mode ²	Salary Range ²
Adult Day Care	46	\$44,174	\$40,000	\$30,000	\$25,000 - \$92,000
Adult Education	5	\$41,200	\$30,000	N/A	\$20,000 - \$92,000
Child/Adolescent Treatment Ctr.	24	\$42,833	\$38,000	\$38,000	\$20,000 - \$92,000
Children's Day Care/Preschool	30	\$46,733	\$43,000	\$38,000	\$20,000 - \$100,000
Children's Hospital or Unit	56	\$48,179	\$48,000	\$65,000	\$20,000 - \$75,000
Community Based Service	58	\$44,431	\$41,000	\$30,000	\$20,000 - \$92,000
Community Mental Health Center	10	\$56,600	\$38,500	\$35,000	\$28,000 - \$199,000
Correctional Facility	4	\$55,500	\$54,500	N/A	\$48,000 - \$65,000
Day Care/Treatment Center	20	\$36,650	\$34,000	\$30,000	\$20,000 - \$70,000
Drug/Alcohol Program	17	\$53,412	\$38,000	\$38,000	\$24,000 - \$199,000
Early Intervention Program	35	\$42,800	\$38,000	\$20,000	\$20,000 - \$80,000
Forensic Facility	20	\$53,350	\$53,500	\$50,000	\$31,000 - \$76,000
General Hospital	43	\$51,279	\$49,000	\$40,000	\$20,000 - \$150,000
Geriatric Facility - not nursing	23	\$44,826	\$40,000	\$28,000	\$25,000 - \$111,000
Geriatric Psychiatric Unit	19	\$44,789	\$44,000	\$40,000	\$28,000 - \$60,000
Group Home	27	\$49,630	\$40,000	\$30,000	\$29,000 - \$199,000
Home Health Agency	2	N/A	N/A	N/A	N/A
Hospice/Bereavement Services	90	\$47,489	\$45,000	\$50,000	\$25,000 - \$200,000
ICF/MR	21	\$56,619	\$43,000	\$36,000	\$35,000 - \$199,000
Inpatient Psychiatric Unit	65	\$47,046	\$45,000	\$45,000	\$28,000 - \$70,000
Music Retailer	4	\$45,750	\$33,500	N/A	\$24,000 - \$92,000
Nursing Home/Assisted Living	123	\$43,841	\$40,000	\$30,000	\$20,000 - \$199,000
Oncology	28	\$51,607	\$49,500	\$40,000	\$20,000 - \$100,000
Other	48	\$48,313	\$48,500	\$55,000	\$28,000 - \$80,000
Outpatient Clinic	22	\$48,455	\$40,000	\$40,000	\$20,000 - \$160,000
Partial Hospitalization	13	\$39,769	\$38,000	\$38,000	\$24,000 - \$70,000
Physical Rehabilitation	13	\$45,385	\$47,000	\$50,000	\$32,000 - \$60,000
Private Music Therapy Agency	39	\$38,205	\$38,000	\$30,000	\$20,000 - \$61,000
School (K-12)	128	\$50,432	\$48,500	\$45,000	\$22,000 - \$100,000
Self Employed/Private Practice	82	\$46,122	\$43,000	\$30,000	\$20,000 - \$110,000
State Institution (not ICF/MR)	19	\$49,368	\$50,000	\$29,000	\$29,000 - \$77,000
Support Groups	5	\$43,800	\$47,000	N/A	\$22,000 - \$70,000
University/College	77	\$66,182	\$60,000	\$60,000	\$20,000 - \$140,000
Veteran's Affairs	15	\$57,333	\$60,000	\$48,000	\$33,000 - \$75,000
Wellness Program/Center	12	\$45,833	\$44,000	\$30,000	\$24,000 - \$80,000
Total Respondents³	1,370				

The category "Other" included: Child/Adolescent Psychiatric Institute, Collaborative, Community Music School, Court Appointed Family Visitations, Domestic Violence Shelter/Center, ECI=PPCD, Educational/Residential Center, Home Settings, Intergenerational Day Care, Juvenile Detention Center, Long Term Care Facility, Medicaid Waiver Company/Provider, Music & Fine Arts Day Program, Native American Indian Reservation, Neurology Center, NICU, Non-Profit, Palliative Care, Pediatric Long-Term Care, Pediatric Skilled Nursing, Private Company, Private School, Residential Community/Facility, Retirement Center, SNF/MR, Special Education Program, Specialized Hospital, Therapeutic Day Program, University Affiliated Clinic, Vocational Center

N/A - Insufficient data available

²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.

³Respondents were permitted to list as many categories as appropriate. Therefore, the total number of responses exceeds the number of survey respondents.

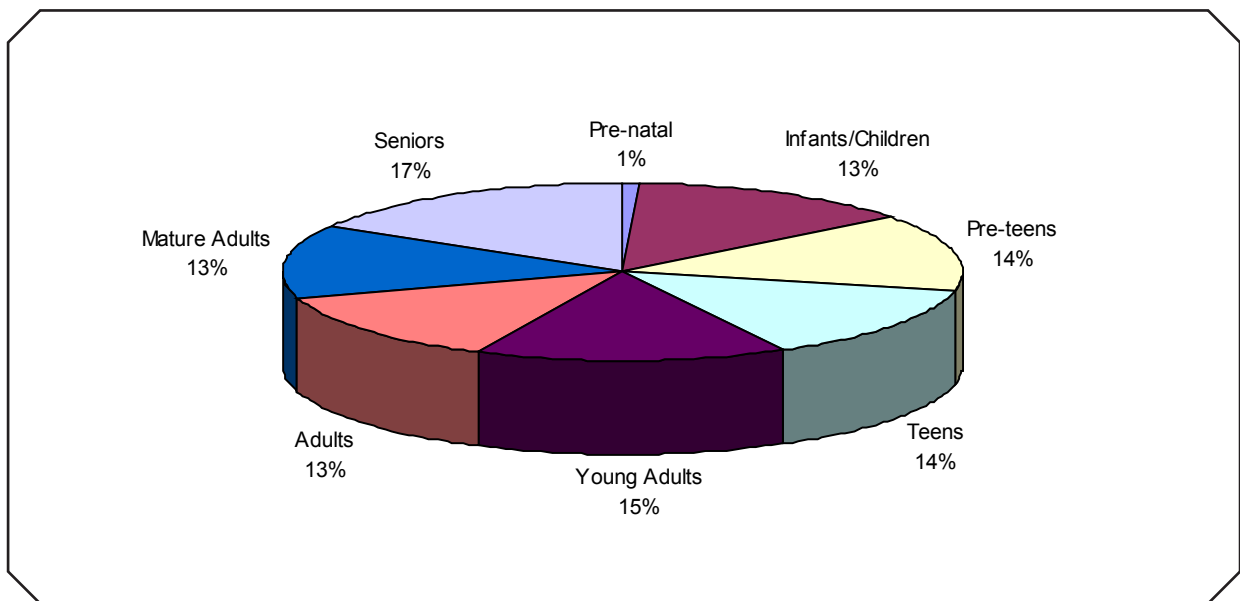
Salary by Age Range Served

Music therapy is truly a service offered “from the cradle to the grave” and anyone can benefit from music therapy interventions. A chart showing the age group served by survey respondents and salary information reported by those who work with each age group can be found below.

Population	Number ³	Average Salary ²	Median Salary ²	Salary Mode ²	Salary Range ²
Pre-natal	17	\$49,471	\$42,000	\$50,000	\$20,000 - \$150,000
Infants/Children	246	\$48,229	\$46,500	\$55,000	\$20,000 - \$150,000
Pre-teens	255	\$47,311	\$46,000	\$40,000	\$20,000 - \$100,000
Teens	258	\$48,315	\$48,000	\$40,000	\$20,000 - \$100,000
Young Adults	268	\$50,381	\$48,000	\$40,000	\$20,000 - \$140,000
Adults	245	\$48,102	\$45,000	\$40,000	\$20,000 - \$140,000
Mature Adults	247	\$47,277	\$45,000	\$50,000	\$20,000 - \$199,000
Seniors	299	\$45,323	\$43,000	\$40,000	\$20,000 - \$160,000
Total Respondents³	1,350				

Age Groups Served by Music Therapists

A graphic representation of the number of survey respondents reported serving specific age groups appears below. Survey responses are fairly evenly distributed throughout most age groups music therapists serve. With the exception of the Pre-natal age group, each category is seen by between 13% and 15% of survey respondents. Pre-natal populations are seen by less than 1% of survey respondents. Data gathered tells us that music therapy services are provided to clients throughout all stages of life.



²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.

³Respondents were permitted to list as many categories as appropriate. Therefore, the total number of responses exceeds the number of survey respondents.

Salary by Years in the Profession

Population	Number	Average Salary ²	Median Salary ²	Salary Mode ²	Salary Range ²
1 - 5 years	239	\$39,282	\$38,000	\$30,000	\$20,000 - \$90,000
6 - 10 years	110	\$46,314	\$46,500	\$50,000	\$20,000 - \$72,000
11 - 15 years	83	\$48,867	\$48,000	\$40,000	\$20,000 - \$77,000
16 - 20 years	59	\$56,322	\$53,000	\$51,000	\$20,000 - \$200,000
21 - 25 years	39	\$59,795	\$60,000	\$70,000	\$35,000 - \$100,000
26 - 30 years	44	\$63,295	\$60,000	\$65,000	\$30,000 - \$199,000
more than 30 years	65	\$69,938	\$60,000	\$60,000	\$27,000 - \$160,000
Total Survey Respondents	640				

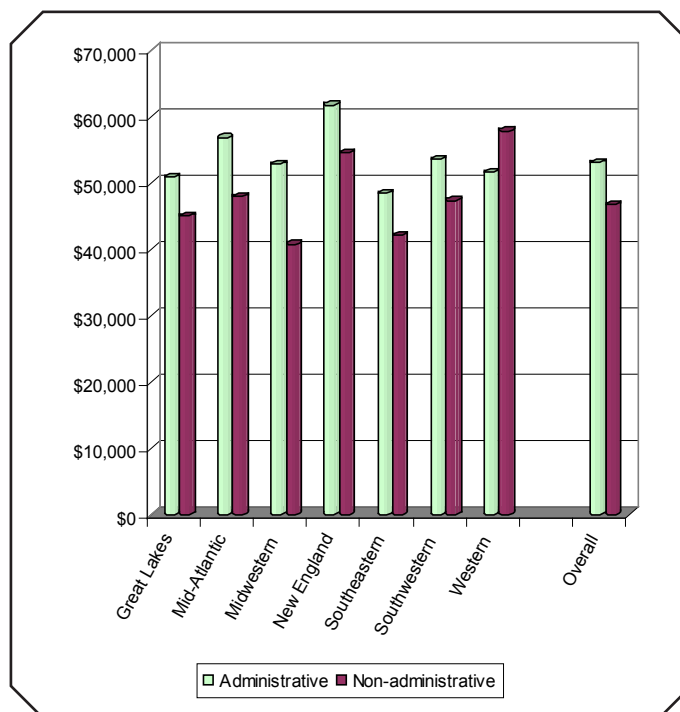


More than half of all survey respondents in this category have been practicing 10 years or less, reporting an average annual salary of \$42,522 for the first 10 years in the music therapy profession.

Administrative vs. Non-Administrative Jobs

The adjacent graph displays a regional comparison between average salaries in jobs which require supervision and other administrative duties and jobs in which administrative duties are not a part of daily responsibilities. As one might expect, jobs which are administrative in nature, either in whole or in part, receive higher salaries. Overall, the average administrative salary² was \$53,121. This compares to an overall average non-administrative salary² of \$46,744.

²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.



Self-Employment Rates

While much of the data in this Descriptive Statistical Profile applies to full time employment, this page gives an hourly breakdown of fees, which should be helpful for those individuals providing music therapy services in part time situations. As with any business endeavor, multiple factors must be considered when establishing fees for professional music therapy services (including but not limited to, level of education, experience, location, costs, benefits and administrative time involved). It is recommended clinicians consider a combination of factors when setting fees to determine a reasonable and customary rate that is agreeable to both clients and service providers.

Average hourly rates reported by those providing individual sessions range from \$53 to \$70 per hour based on the region. Overall, the average rates are fairly closely grouped among all regions across the United States.

The overall average hourly rates reported by those providing group services range from \$57 to \$79 across the United States.

The overall average rates reported by those providing assessment services range from \$65 to \$99 across the United States.

Region	Number	Average Rate/Hr.
Great Lakes	165	\$53.96
Mid-Atlantic	165	\$64.62
Midwestern	69	\$54.57
New England	42	\$63.64
Southeastern	74	\$57.77
Southwestern	55	\$59.62
Western	102	\$70.36
Outside the US	34	\$63.97
Overall	706	\$60.76

Region	Number	Average Rate/Hr.
Great Lakes	137	\$57.32
Mid-Atlantic	140	\$70.89
Midwestern	63	\$59.30
New England	42	\$70.17
Southeastern	67	\$61.94
Southwestern	46	\$64.91
Western	100	\$79.23
Outside the US	32	\$82.59
Overall	627	\$67.24

In the case of music therapy assessments, music therapists often charge a flat fee for this service and music therapy assessments may vary in terms of time commitment. Those survey respondents charging a flat fee for an assessments were asked to estimate the number of hours usually invested in an assessment and divide their flat fee by that number for an hourly average.

Region	Number	Average Rate/Hr.
Great Lakes	138	\$65.06
Mid-Atlantic	129	\$82.18
Midwestern	59	\$65.75
New England	34	\$91.62
Southeastern	62	\$65.02
Southwestern	46	\$99.63
Western	85	\$85.54
Outside the US	24	\$83.42
Overall	577	\$77.05

It is recommended that music therapists consult with small business advisors and/or accountants to assist in establishing appropriate professional fees for delivery of music therapy services. The full range of cost factors should be considered so that rates reflect the extent and quality of the music therapy services provided.

New Job Report² - New Full Time Jobs

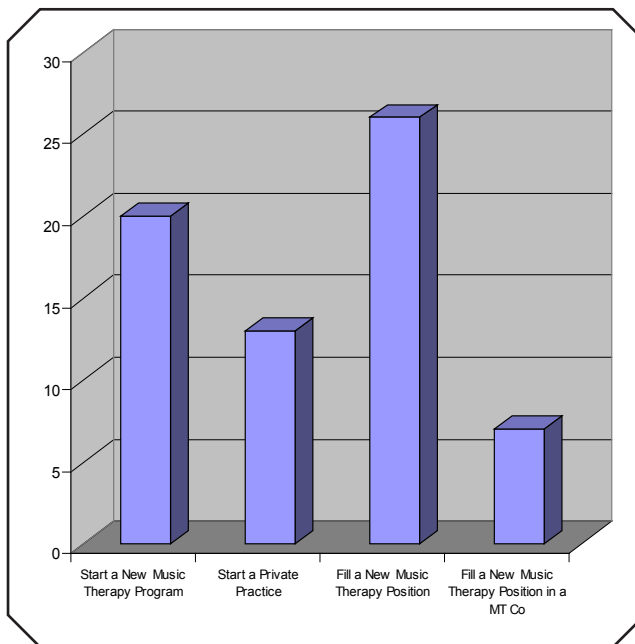
Sixty-six new full time music therapy positions were created in 2011. The list below shows work settings served as reported by each person holding one of these new jobs. There were 15 more new music therapy jobs created as there were lost in 2011.

Start a New Music Therapy Program³20

Child/Adolescent Treatment Center, Children's Day Care/Preschool, Children's Hospital or Unit, Community Based Service, Drug/Alcohol Program, General Hospital, Geriatric Facility - not nursing, Hospice/Bereavement Services, Inpatient Psychiatric Unit, Nursing Home/Assisted Living, Oncology, Outpatient Clinic, Physical Rehabilitation Hospital, Private Music Therapy Agency, Rehabilitation Center, Residential School, School (K-12), Self Employed/Private Practice, Support Groups, Therapeutic Day Program, Veterans Affairs

Start a Private Practice³ 13

Adult Day Care, Adult Education, Children's Day Care/Preschool, Children's Hospital or Unit, Client's Home, Community Based Service, Community Mental Health Center, Drug/Alcohol Program, Group Home, In-home, Music Retailer, Nursing Home/Assisted Living, Oncology, Partial Hospitalization, Private Music Therapy Agency, School (K-12), Self Employed/Private Practice, Wellness Program/Center



Fill a New Music Therapy Position³26

Adult Day Care, Community Based Service, Day Care/Treatment Center, General Hospital, Geriatric Facility - not nursing, Hospice/Bereavement Services, Not-for-Profit Autism Services Organization, Nursing Home/Assisted Living, Outpatient Clinic, School (K-12)

Fill a New Music Therapy Position in a Music Therapy Company³ 7

Adult Day Care, Child/Adolescent Treatment Center Children's Day Care/Preschool, Children's Hospital or Unit, Client's home, Community Based Service, Community Mental Health Center, Day Care/Treatment Center, Domestic Violence Counseling Center, Early Intervention Program, Forensic Facility, General Hospital, Geriatric Facility - not nursing, Geriatric Psychiatric Unit, Group Home, Home Health Agency, Hospice/Bereavement Services, ICF/MR, Inpatient Psychiatric Unit, Music Retailer, Nursing Home/Assisted Living, Oncology, Private Music Therapy Agency, Residential Facility, School (K-12), Self Employed/Private Practice, Support Groups, Veterans Affairs, Wellness Program/Center

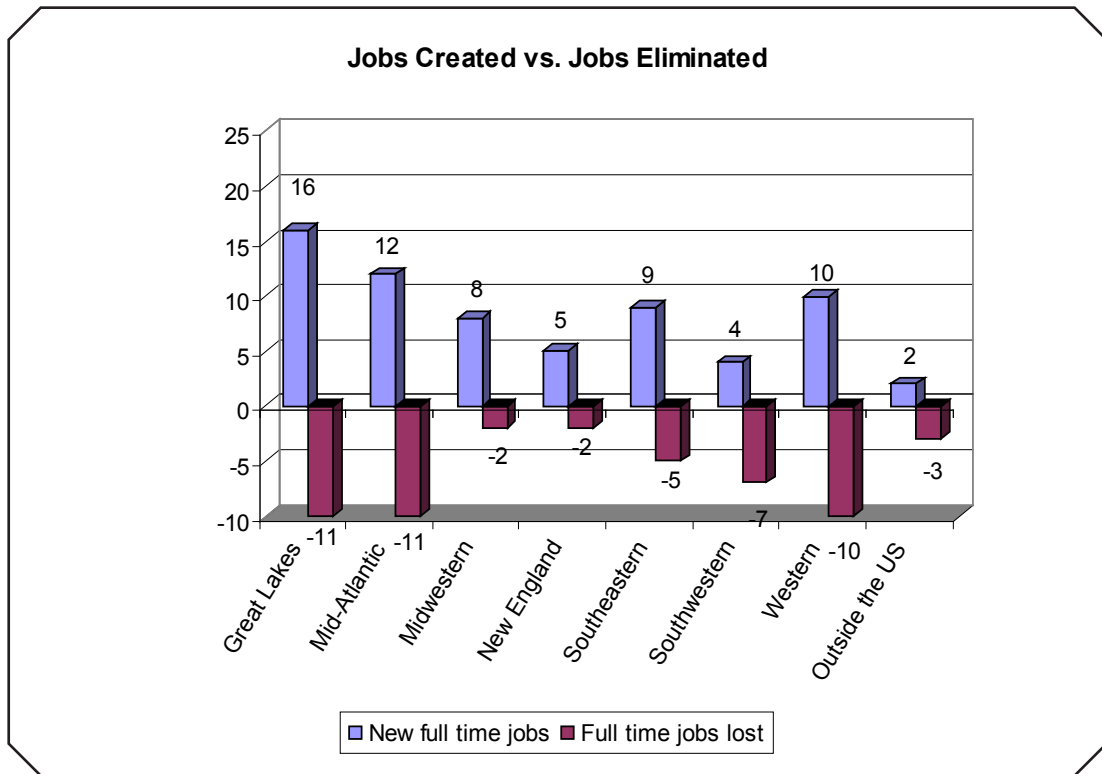
Total New Positions Created in 2011 66

²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.
³Respondents were permitted to list as many categories as appropriate. Therefore, the total number of responses exceeds the number of survey respondents.

New Job Report² - Jobs Changed & Lost

POSITIONS ELIMINATED IN 2011

Music Therapy Jobs Cutback	29
Facility Closed	4
Music Therapy Program Closed	16
Private Practice Closed	0
Other	2
Total Positions Eliminated in 2011	51



POSITIONS RESIGNED

Resigned Position for family reasons.....	2
Resigned Position - changed job.....	6
Resigned Position - moved.....	5
Resigned Position - other	29

Total Positions Resigned 42

CHANGES TO A NEW POSITION

Replace a music therapist.....	61
Fill a Music Educator Position	2
Replace a Non-Music Therapist.....	19
Other	20

Total Changes to a New Position 102

²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.

Clients Served by AMTA Members

On the 2012 AMTA Member Survey, members were asked to estimate the number of clients for whom they provided music therapy services in the entirety of the year 2011. 1,198 survey respondents reported having seen a total of 233,720 clients last year — an average of 195 clients per service provider. The map below shows the number of clients seen last year in each state and the number of corresponding survey respondents (in parentheses).



Of 1,238 survey respondents who indicated a job title on their survey, 81% reported their job title as one which involves clinical responsibilities (Excluding Case Manager, Director/Admin./Supervisor, and Faculty). As of September 1, 2012, a reported 326 music therapists were listed on the National Music Therapy Registry and 5,521 board certified music therapists were reported by the Certification Board for Music Therapists. Extrapolating from the number of qualified music therapists, if 81% of these 5,847 music therapists each saw an average of 195 clients, then it can be inferred that an estimated 923,520 people received music therapy services last year in the United States.

Facilities Served by AMTA Members

On the 2012 AMTA Member Survey, members were asked to estimate the number of distinct facilities in which they provided music therapy services in the entirety of the year 2011. 1,235 survey respondents reported having provided services in a total of 6,746 facilities last year — an average of 5.5 facilities per service provider. The map below shows the number of facilities served in each state and the number of corresponding survey respondents (in parentheses).



If 81% of the estimated 5,847 music therapists in the United States (as discussed on the previous page) each provided services in an average of 5.5 facilities, it can be inferred that an estimated 26,048 facilities in the United States offered some form of music therapy services to their clients in the year 2011.

Funding for Music Therapy Services

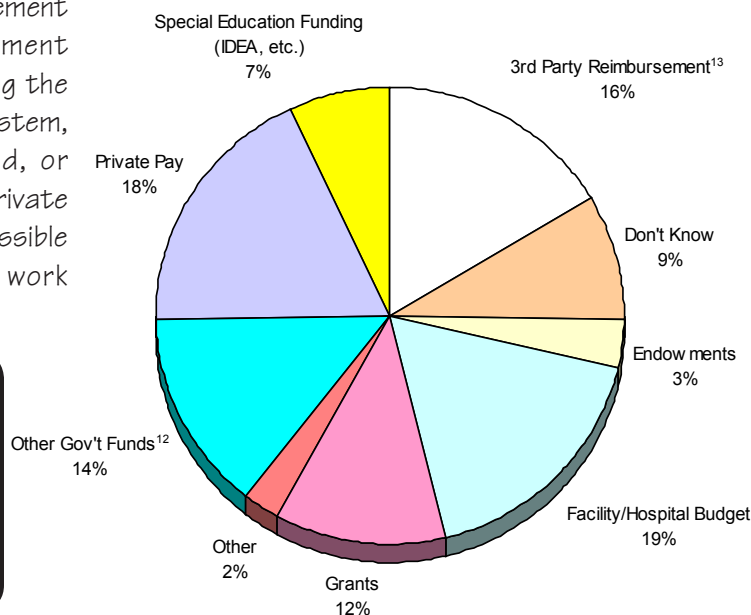
Approximately 16% of survey responses reported some form of third-party reimbursement for music therapy services. This number continues to rise as patients, family members, and health care providers become aware of the benefits of music therapy.

As government agencies and insurance companies respond to increased market demand for quality health care services, music therapy interventions are being favored for their ability to meet quality of life needs. In response to the increased recognition of music therapy's unique contribution to life quality, the profession has worked to facilitate the reimbursement process for clients receiving music therapy services.

Funding Source	Number of Responses	Percentage of Responses
Budgeted by Facility/Hospital	394	17.5%
Don't Know	206	9.2%
Endowments	75	3.3%
Grants	266	11.8%
Medicaid	130	5.8%
Medicare	80	3.6%
Other	53	2.4%
Other—3rd party payment	69	3.1%
Other Gov't Funds	70	3.1%
Other Gov't Funds—3rd party payment	2	0.1%
Private Insurance Plans	76	3.4%
Private Pay	416	18.5%
Special Education Funding (IDEA, etc.)	154	6.8%
State Funded	251	11.2%
TRICARE	9	0.4%
Total Respondents³	1,255	

Understanding the basics about reimbursement is essential regardless of the employment setting and situation. Whether justifying the cost effectiveness in a Medicare PPS system, establishing eligibility under Medicaid, or documenting medical necessity under private insurance, it is important to explore all possible reimbursement sources within each work environment.

The category "Other" included: AL-TBI, Canadian Government, CLTS Waiver, Community College Funding, Dept. of Cultural Affairs, District, Donations, Education, Foundation, Fundraising, General Funds, Hospice Funds, Hospice, Medical Assistance, Ministry of Education, Per Diem, Private Trust, Scholarship, Serimus Foundation, Tuition, Volunteer



³ Respondents were permitted to list as many categories as appropriate. Therefore, the total number of responses exceeds the number of survey respondents.

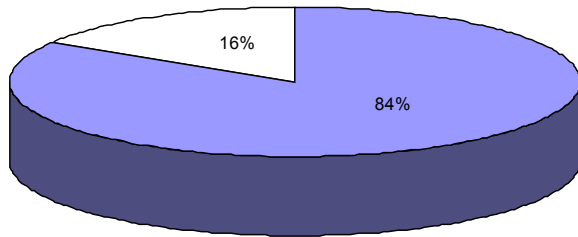
¹² Other Gov't Funds includes: Other Gov't Funds (less responses appropriate for 3rd Party Reimbursement) and State Funded.

¹³ 3rd Party Reimbursement includes: TRICARE, Medicaid, Medicare, Private Insurance Plans and appropriate responses listed in Other and Other Gov't Funds.

Employers Financing Music Therapy

EMPLOYER-FINANCED PROFESSIONAL ACTIVITIES

More than three-quarters of all survey respondents are receiving some form of financial support from their employers for professional activities and continuing education.



■ Employer financed activities □ No professional activities financed

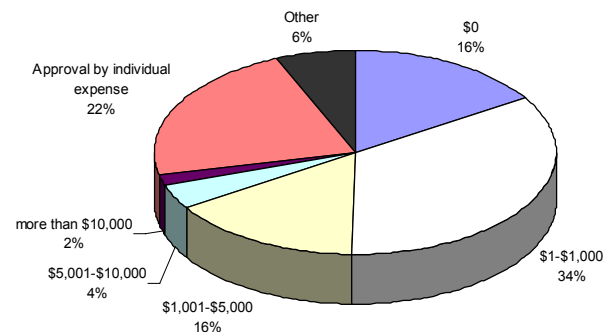
The category "Other" included: Meals, Partial Payment for Conference, Transportation, Tuition Reimbursement, Undergrad Student, Yearly Educational Scholarship

Activity	# of Responses	% of Responses
AMTA Dues	153	6.4%
AMTA Annual conference	239	10.0%
Approval as needed	192	8.1%
Continuing Education	239	10.0%
Given a fixed amount per year	107	4.5%
Graduate studies	58	2.4%
Leave to attend events	377	15.8%
Other	121	5.1%
Registration/Certification	106	4.4%
Related Conferences/Workshops	201	8.4%
State/Regional Conferences	206	8.6%
None	386	16.2%
Total Respondents³	1,135	

PURCHASING BUDGET FOR MUSIC THERAPY PROGRAMS

Over three-quarters of all survey respondents reported receiving a purchasing budget for their programs of between \$1 and \$5,000 last year. 84% of music therapists surveyed said they receive monies from their employers for music therapy program budgets while 16% receive no monies for purchasing equipment. In most cases, the respondents from the \$0 category report that they are either self-employed or in private practice.

Budget Size	# of Responses	% of Responses
\$0	171	16%
\$1-\$1,000	366	34.2%
\$1,001-\$5,000	167	15.6%
\$5,001-\$10,000	42	3.9%
more than \$10,000	19	1.8%
Approval by individual expense	238	22.2%
Other	67	6.3%
Total Respondents	1,070	



³Respondents were permitted to list as many categories as appropriate. Therefore, the total number of responses exceeds the number of survey respondents.

Membership in AMTA



AMTA is your professional association...your intellectual home. Becoming a member of AMTA supports our mission (to advance public awareness of the benefits of music therapy and to increase access to quality music therapy services in a rapidly changing world) and shows your commitment to our profession by supporting the programs and initiatives that make music therapy strong.

What You Get: \$235 Professional Membership:

- *Journal of Music Therapy & Music Therapy Perspectives* Subscriptions
- AMTA-pro: Free, Convenient, Online Continuing Education
- Member Area of AMTA Website
- Conference Discount
- Publications Discount
- NMTR Maintenance Discount
- Job Center/Job Hotline/Referral List Inclusion/Posting a Job
- Online Directory/Workforce Study
- Private Practice/Reimbursement/Technical Assistance
- Public Education, Advocacy and Job Creation

Worth: Over \$3200/year:

- \$450
- \$600 (≈\$50 per podcast value)
- \$218 (based on average subscription rates)
- \$235
- \$75 (based on ≈value of 5 purchases)
- \$215
- \$350 (based on average subscription rates)
- \$50
- \$50 (per 30 minute phone call)
- \$1000

But the best reason to join AMTA is for a strong national voice for music therapy standing beside you. As a member, you support the music therapy profession and make it possible for our profession to grow.