

A SNAPSHOT OF THE ***MUSIC THERAPY*** ***PROFESSION***



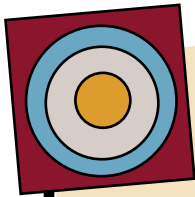
**AMTA 2011
Member Survey &
Workforce Analysis**

A DESCRIPTIVE STATISTICAL PROFILE OF THE 2011 AMTA MEMBERSHIP

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At a Glance: Survey Highlights

The average salary reported for all music therapists in 2010 was \$48,066.

It is estimated that nearly one million people received music therapy services in 2010.

Music therapists provided services in an estimated 21,230 facilities in 2010.

AMTA Members live in 30 countries and 6 continents; in every state in the United States.

The annual salary for those with 10 or fewer years' experience is \$44,340.

The most commonly reported job title was "Music Therapist" with over 57% of survey respondents.

More than double the number of music therapists filled new music therapy positions.

In 2010, more than twice as many new full time music therapy jobs were created as there were full time positions lost.

Average salaries increased in four of seven regions across the United States.

At least 15% of survey respondents reported receiving some kind of 3rd Party Reimbursement for their services.

Nearly two times as many jobs were created in 2010 as in 2009

The overall average salary increased by \$167 over last year's reports.

Average rates for individual music therapy services across the country are \$59/hour.

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

Overview

The 2011 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.

In terms of comparability of data, please note that as of January 1, 2004, the South Central Region of AMTA merged with the Southeastern Region of AMTA. For purposes of demographic reports after that time, data from these regions are combined into the Southeastern Region.

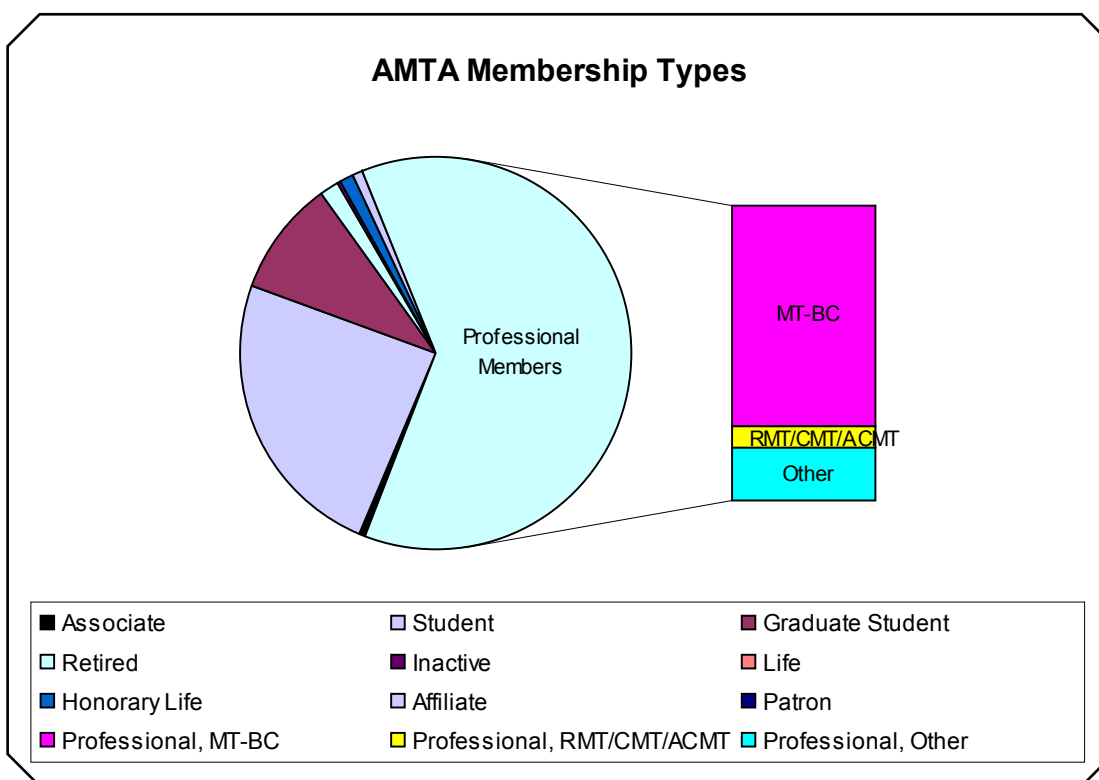
Due in part to the online nature of this year's survey, the percentage of students and young professionals responding to the survey was significantly higher than in previous years and that younger age group may be over-represented. Therefore, questions related to employment, salary and education may 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 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, 2011.

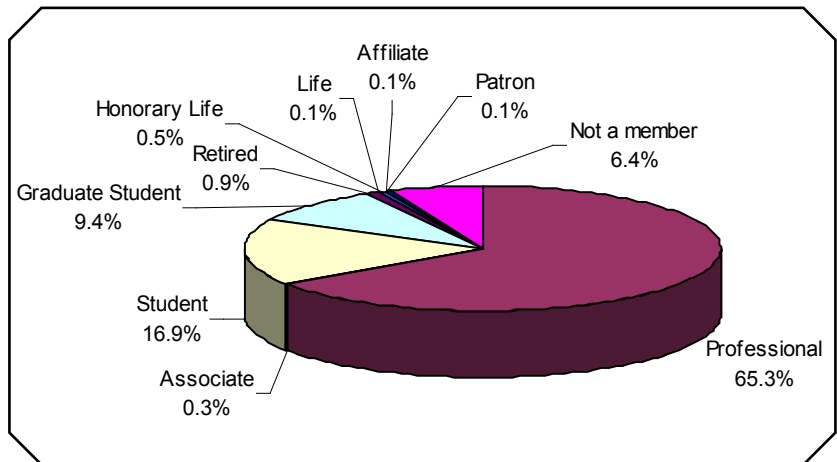
Type of Membership	Number	% of Membership
Professional, MT-BC.....	1,629.....	46.1%
Professional, ACMT/CMT/RMT.....	171.....	4.8%
Professional, Other.....	384.....	10.9%
Associate.....	23.....	0.7%
Student.....	851.....	24.1%
Graduate Student.....	328.....	9.3%
Retired.....	62.....	1.8%
Inactive.....	12.....	0.3%
Life.....	2.....	<0.1%
Honorary Life.....	34.....	1.0%
Affiliate.....	31.....	0.9%
Patron.....	5.....	0.1%
Total Members	3,532	



Survey Response: Innovation

Throughout the summer of 2011, the AMTA Membership Survey was conducted online for the very first time. Over 8,000 potential survey respondents were invited to participate in the first-ever online member survey. These respondents 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. 1,689 responses were received, which represents a 9% increase in returned surveys over 2010.

Of the 1,689 survey responses, 1,511 surveys were returned by those identifying themselves as AMTA members, 89.5% of the survey response. 1,511 surveys returned by AMTA members represents 43% of the AMTA membership (as of 8/1/11) which represents a 2% decrease over 2010 member response. An additional 6% of the survey responses were from people who had not yet become 2011 members of AMTA by 8/1/11.



74.5% of all the survey responses come from those who identified themselves as practicing music therapists. 25.5% of survey respondents were 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 previous years (and increase of 18.5 percentage points; see page 8). Data herein should be viewed with this in mind.

Member Responses

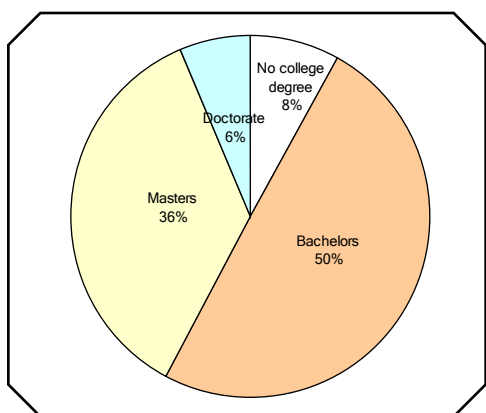
Of individual AMTA members who responded to the survey, the member categories they currently hold appear below:

<u>Member Type</u>	<u>Responses</u>
Professional	1,054
Associate.....	5
Student.....	273
Graduate Student.....	152
Retired	15
Life.....	1
Honorary Life.....	8
Affiliate.....	1
Patron	2
Non-member	104
Non-responses	74
Total	1,689

Education and Advanced Degrees

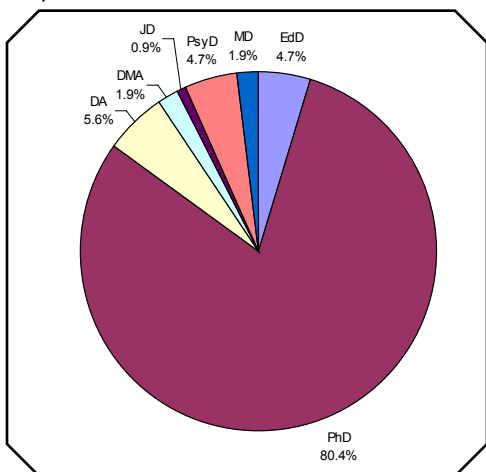
Survey respondents largely comprise people holding a baccalaureate degree (50%). 36% of survey respondents holds a degree at the master's level, while 6% holds a doctoral degree. The majority of those reporting no degree (8% of survey respondents) are students and interns. A breakdown of master's and doctoral degrees held by survey respondents can be seen below.

Education	Responses
No college degree.....	132
Bachelors degree.....	816
Masters degree.....	593
Doctorate degree.....	104
Total Survey Respondents	1,645

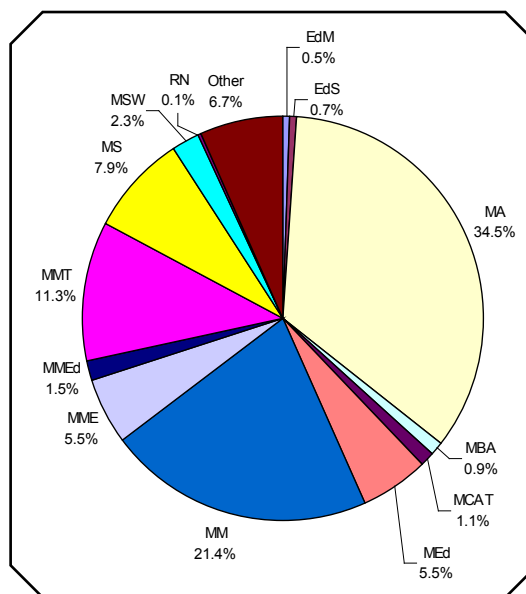


Master's Degree	Responses
EdM.....	4
EdS.....	5
MA.....	256
MBA.....	7
MCAT.....	8
MEd.....	41
MM.....	159
MME.....	41
MMEd.....	11
MMT.....	84
MS.....	59
MSW.....	17
RN.....	1
Other.....	50
Total Respondents³	593

Doctoral Degree	Responses
DA.....	6
DMA.....	2
EdD.....	5
JD.....	1
MD.....	2
PhD.....	86
PsyD.....	5
Total Respondents³	104



The category "Other" included: MAE, MAMT, MAT, MC, MCM, MHI, MLIS, MLS, MMus, MPA, MPH, MPT, MRcPk, MSA, MSE, MSEd, MSM, MSN, MSpEd, MVM

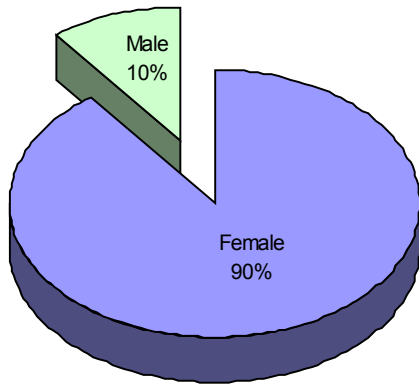


³ Respondents were permitted to list as many categories as appropriate. Therefore, the total number of responses exceeds the number of survey respondents.

Gender, Ethnicity and Age of Survey Respondents

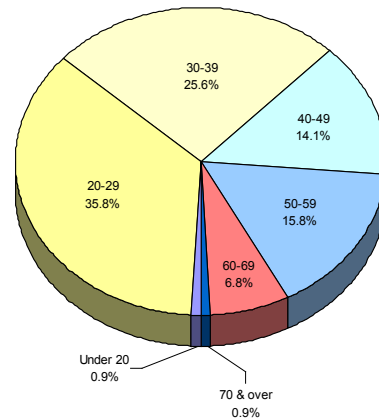
GENDER

Gender	Number
Female	1,492
Male	169
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Total Respondents	1,661



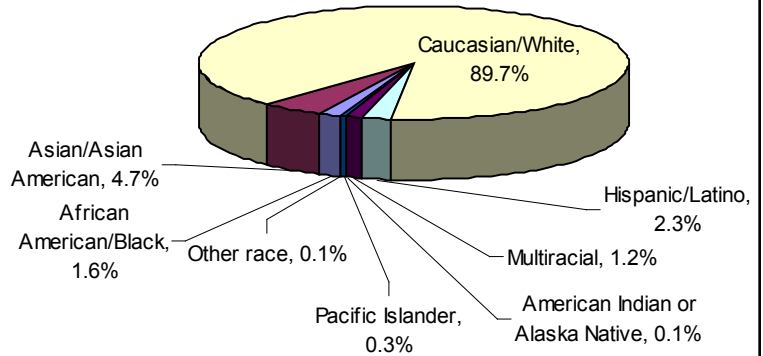
AGE

Age	Number
Under 20	15
20-29	570
30-39	407
40-49	224
50-59	252
60-69	108
70 & over	15
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Total Respondents	1,591



ETHNICITY

Ethnicity ¹	Number
African American/Black	27
Asian/Asian American <small>(includes Asian Indian, Chinese, Filipino, Japanese, Korean, Vietnamese, Other Asian)</small>	77
Caucasian/White	1,475
Hispanic/Latino	37
Multiracial	20
American Indian or Alaska Native	1
Pacific Islander <small>(includes Guamanian, Chamorro, Native Hawaiian, Samoan, Other Pacific Islander)</small>	5
Other race	2
<hr/>	
Total Respondents	1,644

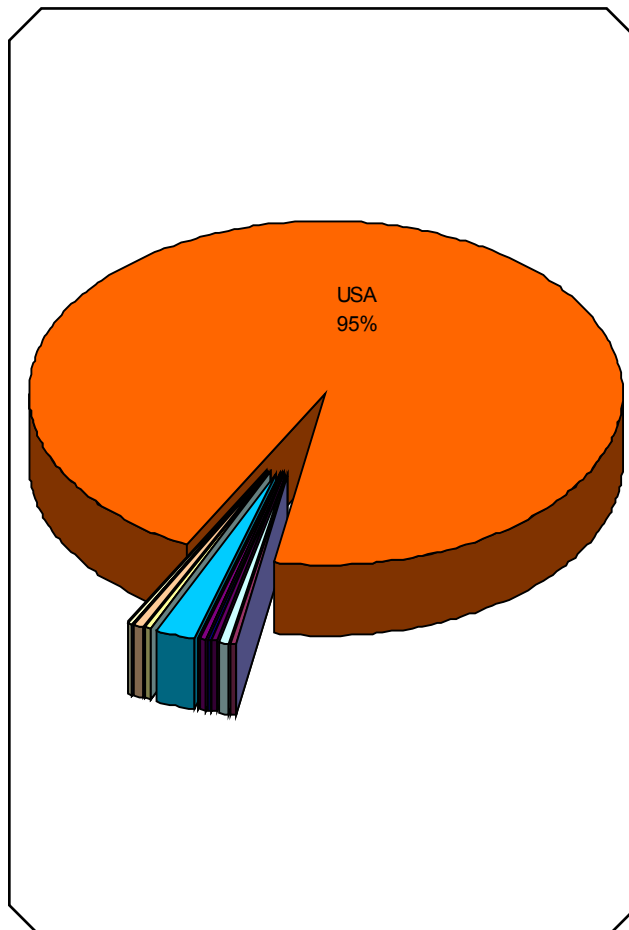


¹Race categories based on those noted by the US Census Bureau for the 2010 Census.

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 2011, AMTA members live in 30 countries and 6 continents around the globe. International members comprise 5% of the AMTA membership.

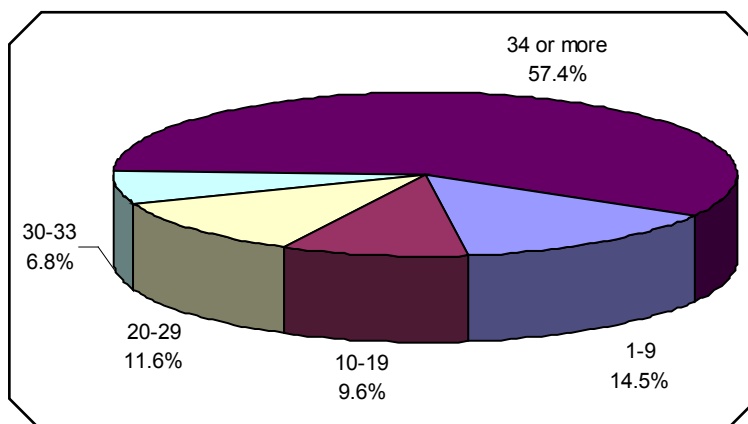
Country	# Members
Argentina	1
Australia	5
Bahrain	1
Canada	27
China	5
Costa Rica	1
Cyprus	1
Estonia	1
Germany	3
Great Britain	4
Greece	3
Hong Kong	1
India	1
Ireland	3
Israel	4
Italy	2
Japan	76
Mexico	2
New Zealand	1
Philippines	1
Portugal	1
Qatar	1
Singapore	3
South Korea	17
Spain	3
Sweden	1
Switzerland	1
Taiwan	9
United Arab Emirates	1
USA	3,352
Total	3,532



Weekly Hours Worked by Survey Respondents

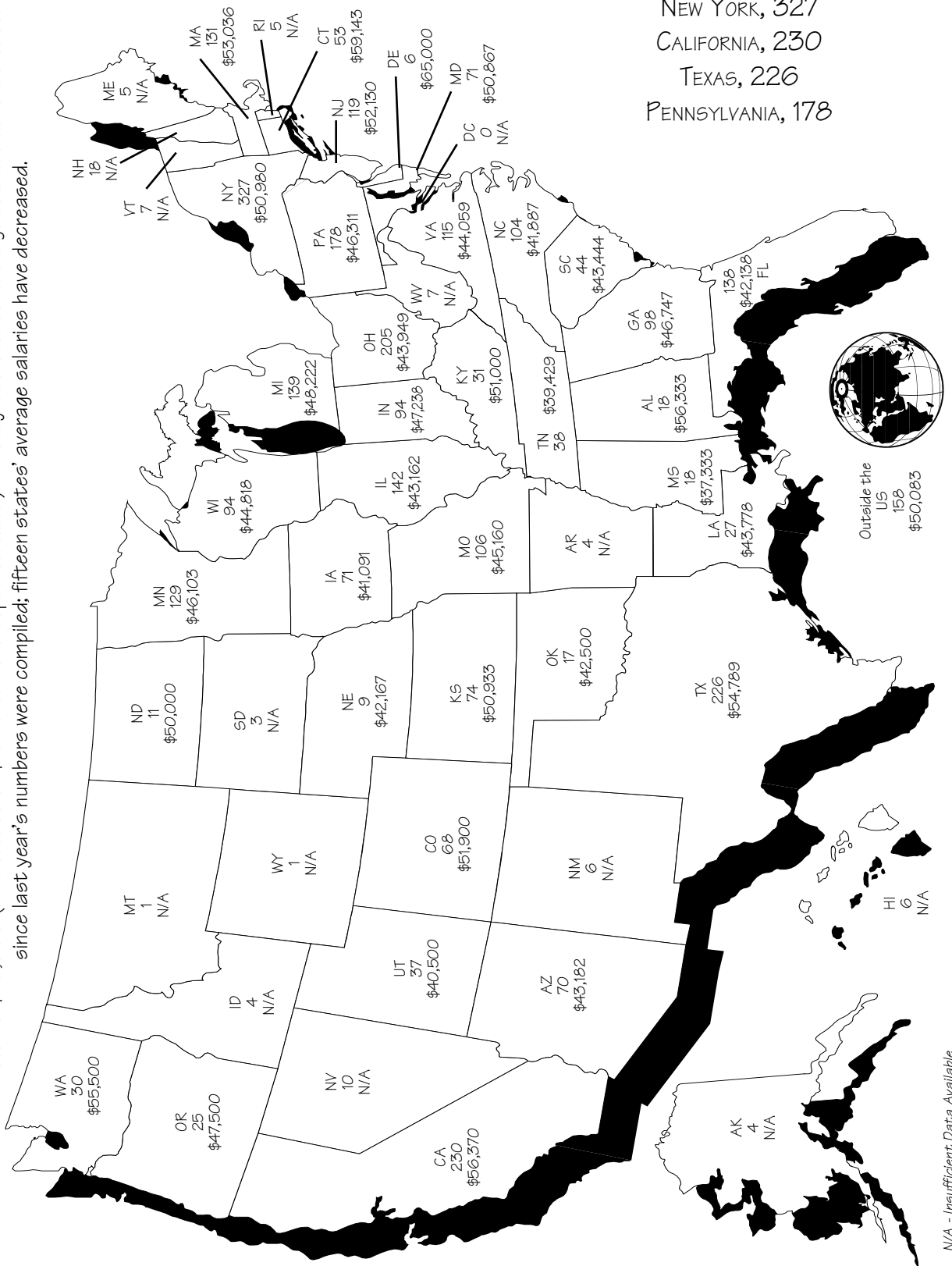
Over half of all survey respondents reported working full time, which is defined as working an average of 34 or more hours each week. It should be noted that respondents to this question included all members of AMTA, both professional, student, retired, etc.

Weekly Hours	Responses
1-9	204
10-19	135
20-29	163
30-33	96
34 or more	805
Total Respondents	1,403



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, 2011 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 \$48,066 (an increase of \$167 over 2010 reported data). Twenty-two states' average salaries have increased since last year's numbers were compiled; fifteen states' average salaries have decreased.



Top Four Membership States:

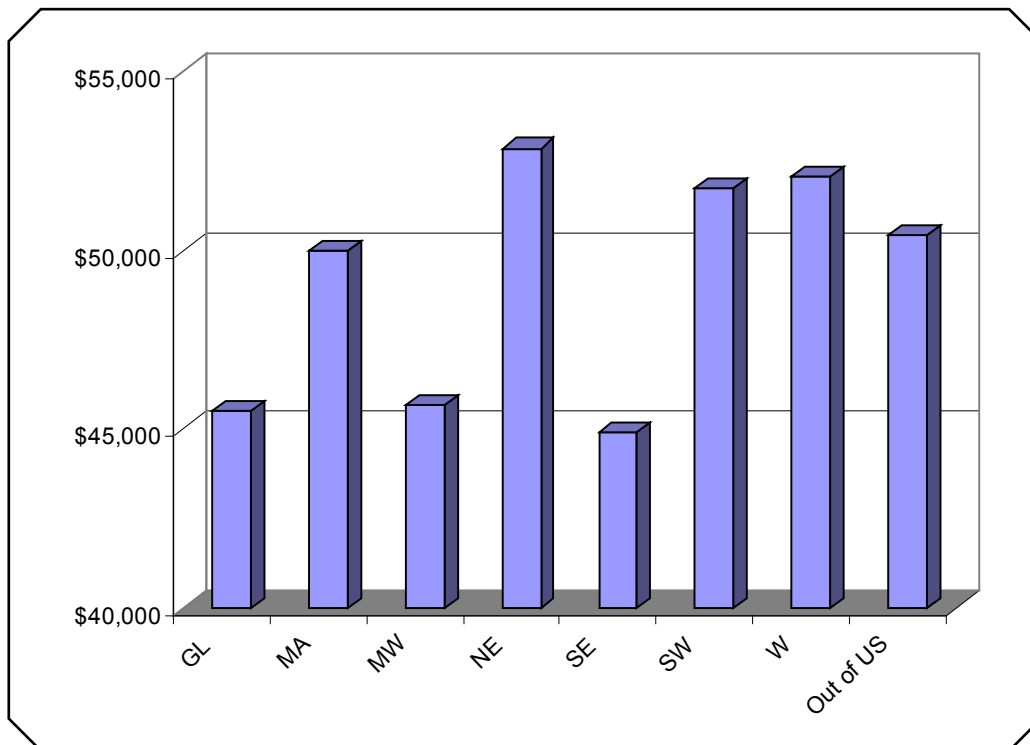
- NEW YORK, 327
- CALIFORNIA, 230
- TEXAS, 226
- PENNSYLVANIA, 178

¹N/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	173	\$45,497	\$43,000	\$35,000	\$20,000 - \$107,000
Mid-Atlantic	160	\$49,959	\$46,000	\$55,000	\$21,000 - \$188,000
Midwestern	80	\$45,663	\$40,500	\$40,000	\$25,000 - \$108,000
New England	38	\$52,842	\$50,000	\$35,000	\$30,000 - \$95,000
Southeastern	101	\$44,911	\$40,000	\$40,000	\$20,000 - \$90,000
Southwestern	47	\$51,745	\$50,000	\$50,000	\$32,000 - \$102,000
Western	70	\$52,071	\$50,000	\$40,000	\$25,000 - \$93,000
Outside the US	10	\$50,400	\$45,500	\$30,000	\$20,000 - \$115,000
Overall	679	\$48,066	\$45,000	\$40,000	\$20,000 - \$188,000

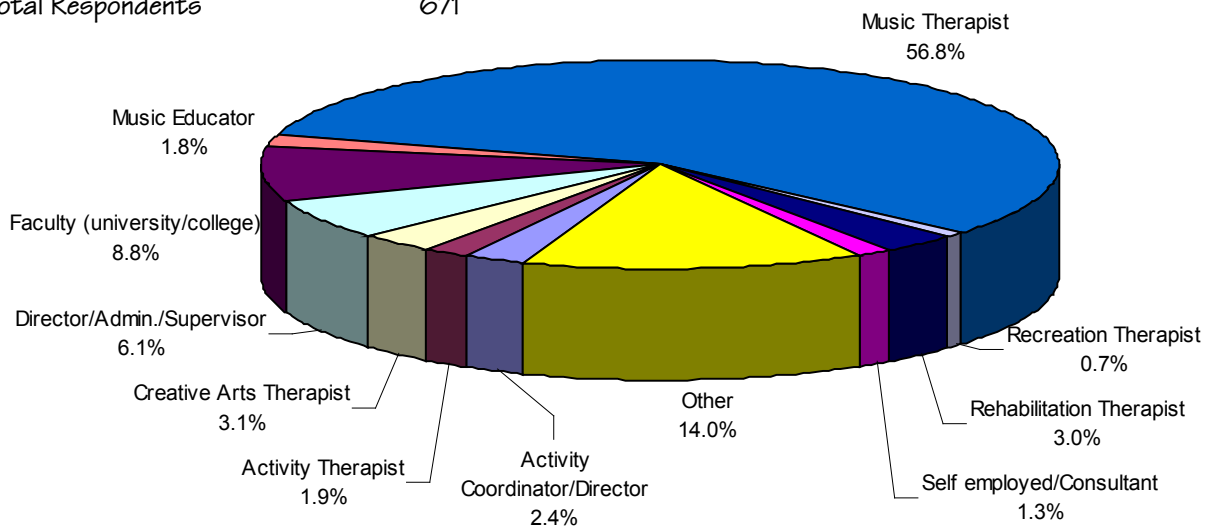
Survey responses from the 2011 Membership Survey show the overall average salary reported was \$48,066, an increase of \$167 over salaries reported from the Membership Survey conducted in 2010. Though there was a small decrease in the previous year's reports of overall average salary (↓\$35), this year's information reverses that and reports an additional \$132↑. Overall, music therapists' salaries have continued to increase modestly over the last ten years. The overall median salary reported in 2011 was \$45,000 (similar to 2010 data); and the most commonly reported salary (mode) reported in 2011 was \$40,000 (also similar to 2010 data). In four of seven regions and outside the US, average reported salaries increased over 2010 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	\$42,750	\$40,500	\$35,000	\$27,000 - \$80,000
Activity Therapist	13	\$39,154	\$35,000	\$30,000	\$25,000 - \$64,000
Case Manager	2	N/A	N/A	N/A	N/A
Clinical Therapist	7	\$41,857	\$40,000	\$40,000	\$37,000 - \$49,000
Creative Arts Therapist	21	\$54,095	\$55,000	\$55,000	\$35,000 - \$70,000
Director/Admin/Supervisor	41	\$60,585	\$58,000	\$60,000	\$30,000 - \$160,000
Expressive Arts Therapist	7	\$39,286	\$38,000	\$36,000	\$32,000 - \$53,000
Faculty	59	\$65,864	\$60,000	\$50,000	\$30,000 - \$115,000
Music Educator	12	\$51,250	\$51,000	\$45,000	\$33,000 - \$70,000
Music Therapist	381	\$44,215	\$42,000	\$40,000	\$20,000 - \$90,000
Other	75	\$46,240	\$41,000	\$50,000	\$20,000 - \$100,000
Recreation Therapist	5	\$40,200	\$38,000	N/A	\$28,000 - \$57,000
Rehabilitation Therapist	20	\$55,500	\$60,000	\$65,000	\$31,000 - \$72,000
Self Employed	9	\$58,000	\$35,000	\$30,000	\$25,000 - \$188,000
Special Educator	3	N/A	N/A	N/A	N/A
Total Respondents	671				



The category "Other" included: Activities Assistant, Activity Specialist, Adjunctive Therapist, Assistant Recreation Director, Behavior Specialist/Music Therapist, Bereavement Supervisor, Child Development Specialist, Clinical Research Associate, Coordinator for Music Therapy, Counseling Resource Teacher, Counselor, Creative Arts Coordinator, Creative Expressive Arts Therapist, Crisis Care Specialist, Developmental Specialist, Director of Music, Early Childhood Program Coordinator, Lead Therapist, Medical Doctor, Mental Health Technician, Music Director, Music Specialist, Music Therapy Coordinator, Music Therapy Department Program Chair, Music Therapy Director, Music Therapy Supervisor, Performing Arts Coordinator, Program Developer, Program Director, Program Specialist, Psychotherapist, Recovery Team Supervisor, Recreation Therapy Assistant, Recreational Therapy Coordinator, Registered Nurse, Registered Therapist II, Rehabilitation Services Coordinator, Research Assistant, Service Coordinator, Special Therapies Specialist, Speech Therapist/Music Therapist, Standards Specialist for Music Therapy, Teacher Assistant, Therapeutic Recreation Aide, Wellness Counselor, Youth Advocate

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	78	\$48,256	\$47,500	\$40,000	\$20,000 - \$90,000
AIDS	24	\$49,208	\$48,500	\$55,000	\$30,000 - \$79,000
Alzheimer's/Dementia	176	\$45,006	\$41,000	\$40,000	\$20,000 - \$188,000
Autism Spectrum Disorders	252	\$46,008	\$42,000	\$40,000	\$18,000 - \$160,000
Behavioral Disorder	207	\$48,367	\$45,000	\$40,000	\$18,000 - \$188,000
Cancer	102	\$48,029	\$46,000	\$40,000	\$21,000 - \$85,000
Chronic Pain	66	\$52,530	\$45,000	\$40,000	\$21,000 - \$188,000
Comatose	23	\$48,826	\$48,000	\$60,000	\$26,000 - \$79,000
Developmentally Disabled	267	\$46,903	\$43,000	\$40,000	\$20,000 - \$188,000
Dual Diagnosed	124	\$46,726	\$44,000	\$35,000	\$20,000 - \$93,000
Early Childhood	134	\$46,746	\$43,500	\$60,000	\$20,000 - \$160,000
Eating Disorders	22	\$47,909	\$48,500	\$55,000	\$33,000 - \$70,000
Elderly Persons	175	\$44,949	\$41,000	\$40,000	\$20,000 - \$188,000
Emotionally Disturbed	140	\$49,979	\$47,500	\$40,000	\$18,000 - \$188,000
Forensic	40	\$54,650	\$50,000	\$65,000	\$30,000 - \$188,000
Head Injured	87	\$50,494	\$45,000	\$40,000	\$20,000 - \$188,000
Hearing Impaired	75	\$49,053	\$45,000	\$40,000	\$24,000 - \$188,000
Learning Disabled	111	\$47,784	\$45,000	\$40,000	\$20,000 - \$188,000
Medical/Surgical	73	\$48,603	\$47,000	\$55,000	\$20,000 - \$160,000
Mental Health	180	\$49,522	\$48,000	\$40,000	\$18,000 - \$188,000
Multiply Disabled	156	\$48,859	\$45,000	\$40,000	\$20,000 - \$188,000
Music Education College Students	13	\$58,615	\$60,000	N/A	\$30,000 - \$108,000
Music Therapy College Students	75	\$59,333	\$55,000	\$60,000	\$25,000 - \$188,000
Neurologically Impaired	131	\$51,359	\$46,000	\$60,000	\$20,000 - \$188,000
Non-Disabled	17	\$44,647	\$41,000	\$60,000	\$26,000 - \$62,000
Other	43	\$49,930	\$45,000	\$45,000	\$20,000 - \$115,000
Parkinson's	68	\$46,382	\$41,000	\$41,000	\$20,000 - \$160,000
Physically Disabled	145	\$50,924	\$45,000	\$40,000	\$21,000 - \$188,000
Post Traumatic Stress Disorder	99	\$51,333	\$49,000	\$40,000	\$18,000 - \$188,000
Rett Syndrome	45	\$51,911	\$48,000	\$35,000	\$30,000 - \$160,000
School Age Population	166	\$48,217	\$45,000	\$40,000	\$18,000 - \$188,000
Speech Impaired	126	\$48,333	\$45,000	\$60,000	\$20,000 - \$160,000
Stroke	111	\$45,198	\$41,000	\$41,000	\$20,000 - \$160,000
Substance Abuse	95	\$49,547	\$48,000	\$50,000	\$20,000 - \$100,000
Terminally Ill	135	\$47,311	\$45,000	\$40,000	\$20,000 - \$160,000
Visually Impaired	96	\$48,063	\$45,000	\$40,000	\$21,000 - \$100,000
Total Respondents	1,377				

The category "Other" included: Angelman's Syndrome, At-Risk Youth, Bereaved, Blood Disorders, Burns, Cerebral Palsy, Complex Orthopedic Patients, Heart Failure/COPD, Hospice and Palliative, Intellectually Disabled, Neonates/Infants, Other Students, Pediatric Transplant, Post Surgical, Premature Infants, Pulmonary Diseases, Sensory Integration Dysfunction, Sex Offenders, Spinal Cord Injured, Survivors of Domestic Violence, Survivors of Violence, Well Adults, Williams Syndrome

N/A - Insufficient data available

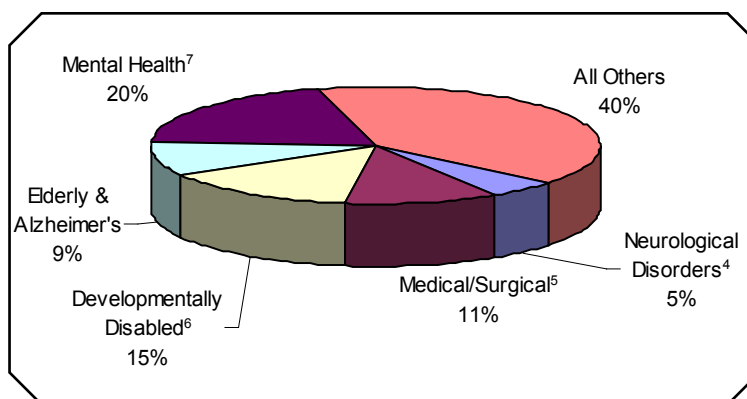
²For purposes of this survey, data are based on full time employment, which is defined as working 34 hours or more per week.

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 20% of the populations reportedly served. The next largest categories are Developmentally Disabled populations, 15%; Medical/Surgical populations, 11%; Elderly & Alzheimer's populations, 9%; and Neurological Disorders, 5%. All other populations account for 40% of the total populations served.



⁴Neurological Disorders includes Parkinson's and Neurologically Impaired.

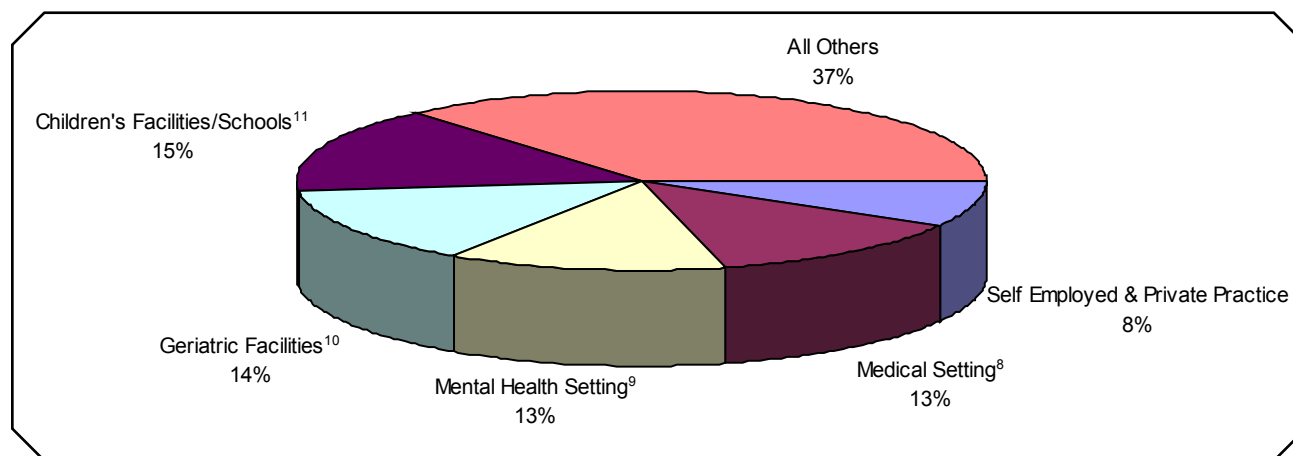
⁵Medical/Surgical includes AIDS, Cancer, Chronic Pain, Comatose, Medical/Surgical, and Terminally Ill.

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 Children's Facilities/Schools which accounts for 15% of survey responses, followed by Geriatric Facilities, 14%. The next largest categories of settings are Mental Health Settings and Medical Settings, at 13% each; and finally Self Employed & Private Practice, 8%. All other settings account for 37% 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	47	\$48,936	\$41,000	\$30,000	\$20,000 - \$188,000
Adult Education	2	N/A	N/A	N/A	N/A
Child/Adolescent Treatment Ctr.	38	\$41,974	\$40,000	\$40,000	\$18,000 - \$75,000
Children's Day Care/Preschool	43	\$41,953	\$40,000	\$50,000	\$25,000 - \$66,000
Children's Hospital or Unit	66	\$47,561	\$47,000	\$50,000	\$25,000 - \$80,000
Community Based Service	45	\$51,844	\$46,000	\$50,000	\$20,000 - \$188,000
Community Mental Health Center	8	\$61,000	\$44,000	\$40,000	\$37,000 - \$188,000
Correctional Facility	5	\$52,000	\$50,000	N/A	\$40,000 - \$68,000
Day Care/Treatment Center	18	\$53,278	\$45,000	\$50,000	\$20,000 - \$188,000
Drug/Alcohol Program	19	\$51,737	\$50,000	\$40,000	\$34,000 - \$88,000
Early Intervention Program	40	\$45,250	\$43,500	\$50,000	\$20,000 - \$80,000
Forensic Facility	22	\$60,136	\$60,000	\$65,000	\$30,000 - \$188,000
General Hospital	38	\$50,211	\$48,000	\$50,000	\$20,000 - \$160,000
Geriatric Facility - not nursing	22	\$50,182	\$42,000	\$42,000	\$20,000 - \$188,000
Geriatric Psychiatric Unit	15	\$45,267	\$45,000	\$40,000	\$25,000 - \$65,000
Group Home	21	\$50,143	\$41,000	\$40,000	\$28,000 - \$188,000
Home Health Agency	11	\$67,636	\$45,000	\$45,000	\$30,000 - \$188,000
Hospice/Bereavement Services	94	\$45,074	\$43,000	\$40,000	\$21,000 - \$115,000
ICF/MR	32	\$49,594	\$40,500	\$60,000	\$27,000 - \$188,000
Inpatient Psychiatric Unit	80	\$48,188	\$48,500	\$40,000	\$20,000 - \$79,000
Music Retailer	4	\$40,000	\$37,500	N/A	\$33,000 - \$52,000
Nursing Home/Assisted Living	113	\$43,372	\$40,000	\$40,000	\$20,000 - \$160,000
Oncology	23	\$55,435	\$55,000	\$50,000	\$36,000 - \$85,000
Other	75	\$50,573	\$42,000	\$60,000	\$20,000 - \$188,000
Outpatient Clinic	23	\$62,478	\$53,000	\$35,000	\$30,000 - \$160,000
Partial Hospitalization	17	\$50,000	\$50,000	\$41,000	\$40,000 - \$75,000
Physical Rehabilitation	48	\$45,104	\$40,500	\$30,000	\$20,000 - \$160,000
Private Music Therapy Agency	48	\$45,104	\$40,500	\$30,000	\$20,000 - \$160,000
School (K-12)	129	\$48,814	\$45,000	\$40,000	\$20,000 - \$160,000
Self Employed/Private Practice	68	\$52,853	\$50,000	\$60,000	\$20,000 - \$188,000
State Institution (not ICF/MR)	20	\$48,233	\$48,500	\$50,000	\$30,000 - \$72,000
Support Groups	15	\$51,133	\$53,000	\$60,000	\$30,000 - \$85,000
University/College	66	\$63,530	\$60,000	\$60,000	\$25,000 - \$188,000
Veteran's Affairs	7	\$68,714	\$68,000	\$68,000	\$66,000 - \$72,000
Wellness Program/Center	10	\$53,700	\$43,000	\$45,000	\$30,000 - \$160,000
Total Respondents³	1,387				

The category "Other" included: Adult Day Training Facility, Church, Client Homes, Community Music School, Counseling Center, Day Habilitation Center, Doctors Office/Outpatient Therapy Center, Family Services Facility, Geriatric Day Program, Inpatient Facility, Neuro-Rehabilitation Facilities, Non-Profit Organization, Palliative Care Unit, Private Clinic, Psychiatric Hospital, Rehabilitation Hospital/Facility, Research Institute, Skilled Nursing Facility

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.

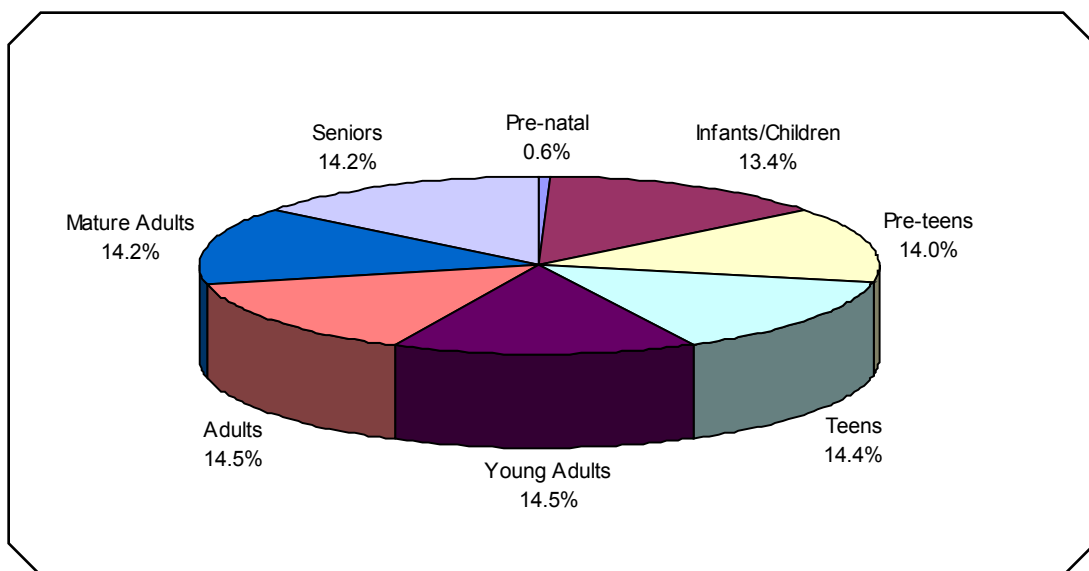
Salary by Age Range Served

Music therapy is truly a “from the cradle to the grave” service 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	12	\$50,917	\$49,500	\$49,000	\$30,000 - \$80,000
Infants/Children	250	\$47,244	\$44,000	\$40,000	\$18,000 - \$160,000
Pre-teens	262	\$47,790	\$44,000	\$40,000	\$18,000 - \$160,000
Teens	269	\$47,766	\$45,000	\$40,000	\$18,000 - \$160,000
Young Adults	271	\$50,675	\$48,000	\$60,000	\$18,000 - \$160,000
Adults	271	\$47,483	\$45,000	\$60,000	\$18,000 - \$160,000
Mature Adults	266	\$48,365	\$45,000	\$40,000	\$21,000 - \$188,000
Seniors	266	\$45,342	\$42,000	\$40,000	\$20,000 - \$160,000
Total Respondents³	1,373				

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	365	\$42,573	\$40,000	\$40,000	\$20,000 - \$115,000
6 - 10 years	144	\$48,819	\$47,000	\$40,000	\$20,000 - \$188,000
11 - 15 years	69	\$56,812	\$57,000	\$60,000	\$30,000 - \$160,000
16 - 20 years	24	\$56,833	\$57,500	\$60,000	\$32,000 - \$80,000
21 - 25 years	23	\$60,870	\$60,000	\$60,000	\$30,000 - \$93,000
26 - 30 years	19	\$67,684	\$67,000	\$60,000	\$40,000 - \$90,000
more than 30 years	13	\$69,385	\$63,000	\$55,000	\$20,000 - \$160,000
Total Survey Respondents	657				

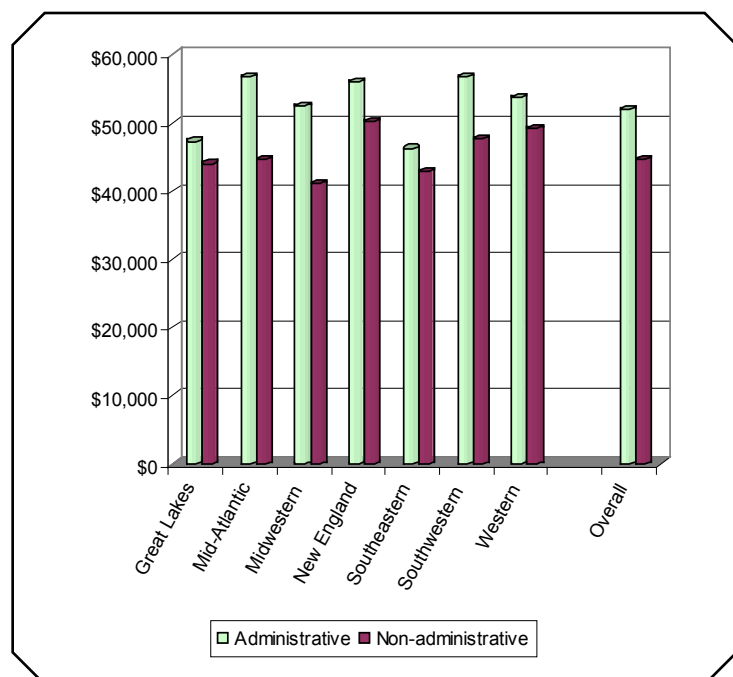


More than half of all survey respondents in this category have been practicing 10 years or less, reporting an average annual salary of \$44,340 for the first 10 years in the music therapy profession. In all categories, average salary data have increased when compared to last years' Salary by Years in the Profession data.

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 \$52,029. This compares to an overall average non-administrative salary² of \$44,609.

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 \$55 to \$62 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 \$56 to \$72 across the United States.

The overall average rates reported by those providing assessment services range from \$65 to \$102 across the United States.

Region	Number	Average Rate/Hr.
Great Lakes	145	\$55.17
Mid-Atlantic	174	\$62.23
Midwestern	73	\$59.32
New England	43	\$62.26
Southeastern	77	\$56.40
Southwestern	63	\$57.10
Western	108	\$62.20
Outside the US	22	\$56.95
Overall	705	\$59.21

Region	Number	Average Rate/Hr.
Great Lakes	129	\$55.89
Mid-Atlantic	147	\$64.20
Midwestern	68	\$63.24
New England	35	\$70.31
Southeastern	73	\$62.93
Southwestern	48	\$63.73
Western	98	\$72.38
Outside the US	19	\$66.89
Overall	617	\$63.90

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	116	\$69.99
Mid-Atlantic	127	\$73.54
Midwestern	58	\$71.43
New England	32	\$102.22
Southeastern	63	\$65.75
Southwestern	55	\$100.02
Western	88	\$90.36
Outside the US	18	\$64.61
Overall	557	\$78.33

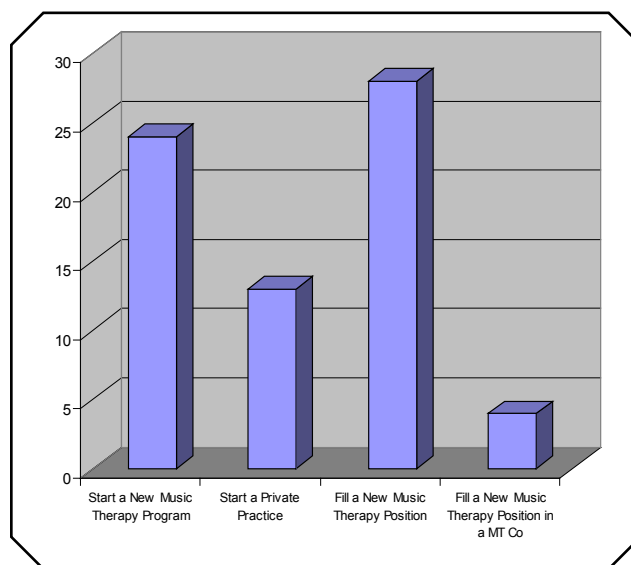
It is recommended that music therapists consult with small business advisors and/or accountants to assist in establishing appropriate professional fees for delivery of music therapy services. The full range of cost factors should be considered so that rates reflect the extent and quality of the music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

New Job Report² - New Full Time Jobs

Sixty-nine new full time music therapy positions were created in 2010. This is nearly a 100% increase for new full time jobs created over 2009 reports. The list below shows work settings reported by each person holding one of these new jobs. There were over twice as many new music therapy jobs created as there were lost in 2010.

Start a New Music Therapy Program³..... 24

Adult Day Care, Child/Adolescent Treatment Center, Children's Day Care/Preschool, Doctors office/ Outpatient Therapy Center, Drug/Alcohol Program, Early Intervention Program, General Hospital, Geriatric Facility - not nursing, Hospice/Bereavement Services, ICF/MR, Inpatient Eating Disorder Treatment Facility, Inpatient Psychiatric Unit, Library, Music Retailer, Nursing Home/Assisted Living, Outpatient Clinic, Partial Hospitalization, Private Music Therapy Agency, School (K-12), Self Employed/Private Practice, State Institution (not ICF/MR), Support Groups, Wellness Program/Center



Start a Private Practice³ 13

Adult Day Care, Adult Education, Child/Adolescent Treatment Center, Children's Day Care/Preschool, Children's Hospital or Unit, Community Based Service, Day Care/Treatment Center, Early Intervention Program, Geriatric Facility - not nursing, Home Health Agency, Hospice/Bereavement Services, Music Retailer, Nursing Home/Assisted Living, Oncology, Outpatient Clinic, Private Music Therapy Agency, Retirement Community, School (K-12), Self Employed/Private Practice, Support Groups, Wellness Program/Center

Fill a New Music Therapy Position³ 28

Adult Day Care, Child/Adolescent Treatment Center, Children's Day Care/Preschool, Children's Hospital or Unit, Community Based Service, Early Intervention Program, General Hospital, Hospice/Bereavement Services, ICF/MR, Inpatient Psychiatric Unit, Nursing Home/Assisted Living, Oncology, Outpatient Clinic, Palliative Care Unit, Private Music Therapy Agency, Private School, School (K-12), Self Employed/Private Practice, State Institution (not ICF/MR), Support Groups, University/College, Wellness Program/Center

Fill a New Music Therapy Position in a Music Therapy Company³ 4

Adult Day Care, Child/Adolescent Treatment Center, Children's Day Care/Preschool, Community Based Service, Geriatric Facility - not nursing, Private Music Therapy Agency, School (K-12), Support Groups

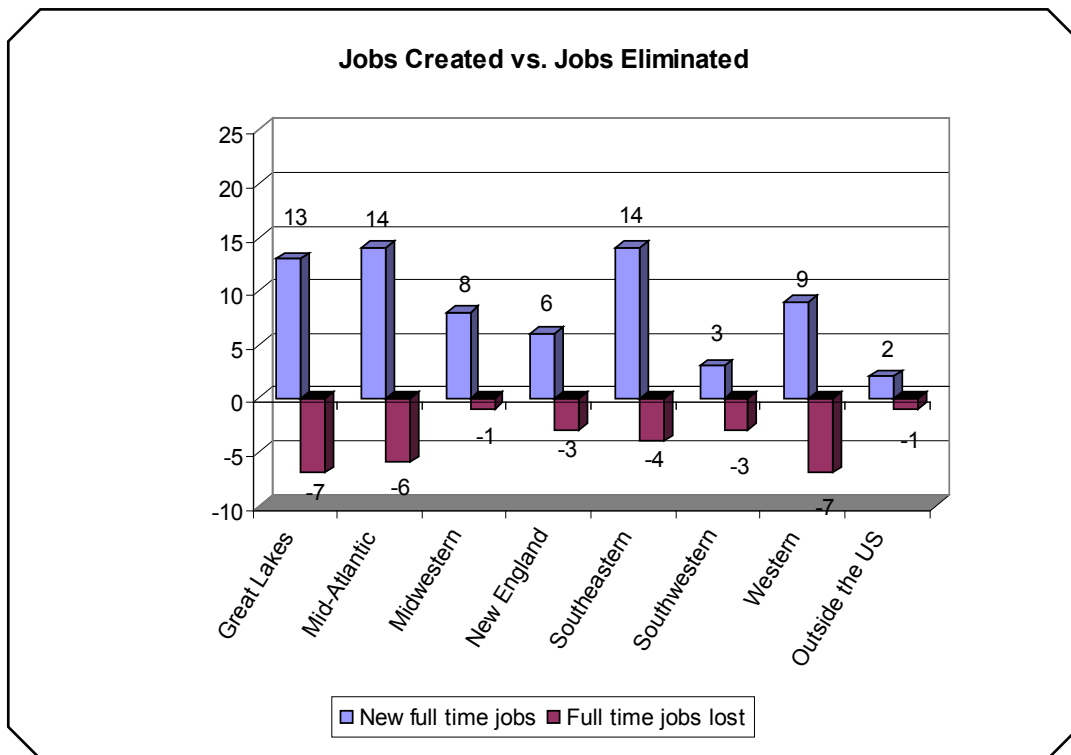
Total New Positions Created in 2010 69

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 2010

Music Therapy Jobs Cutback	14
Facility Closed	4
Music Therapy Program Closed	6
Private Practice Closed	1
Other	7
Total Positions Eliminated in 2010	32



POSITIONS RESIGNED

Resigned Position for family reasons.....	2
Resigned Position - changed job.....	3
Resigned Position - moved.....	1
Resigned Position - other	4

Total Positions Resigned 10

CHANGES TO A NEW POSITION

Replace a music therapist.....	41
Fill a Music Educator Position	4
Replace a Non-Music Therapist.....	24
Other	15

Total Changes to a New Position 84

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 2011 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 2010. 1,238 survey respondents reported having seen a total of 265,967 clients last year — an average of 215 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, 75% reported their job title as one which involves clinical responsibilities (Excluding Case Manager, Director/Admin./Supervisor, and Faculty). At the end of September 2011, a reported 362 music therapists were listed on the National Music Therapy Registry and 5,299 board certified music therapists were reported by the Certification Board for Music Therapists. Extrapolating from the number of qualified music therapists, if 75% of these 5,661 music therapists each saw an average of 215 clients, then it can be inferred that an estimated 912,890 people received music therapy services last year in the United States.

Facilities Served by AMTA Members

On the 2011 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 2010. 1,255 survey respondents reported having provided services in a total of 6,273 facilities last year — an average of 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 75% of the estimated 5,661 music therapists in the United States (as discussed on the previous page) each provided services in an average of 5 facilities, it can be inferred that an estimated 21,230 facilities in the United States offered some form of music therapy services to their clients in the year 2010.

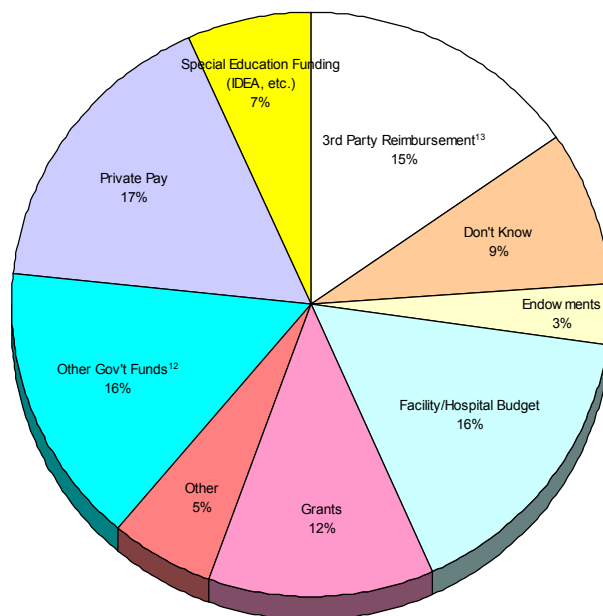
Funding for Music Therapy Services

Approximately 15% 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	386	16.3%
Don't Know	206	8.7%
Endowments	78	3.3%
Grants	288	12.1%
Medicaid	128	5.4%
Medicare	87	3.7%
Other	130	5.5%
Other—3rd party payment	48	2.0%
Other Gov't Funds	104	4.4%
Other Gov't Funds—3rd party payment	2	0.1%
Private Insurance Plans	88	3.7%
Private Pay	394	16.5%
Special Education Funding (IDEA, etc.)	158	6.7%
State Funded	270	11.4%
TRICARE	7	0.2%
Total Respondents³	1,309	

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: Donations, Tuition, Autism Waiver

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

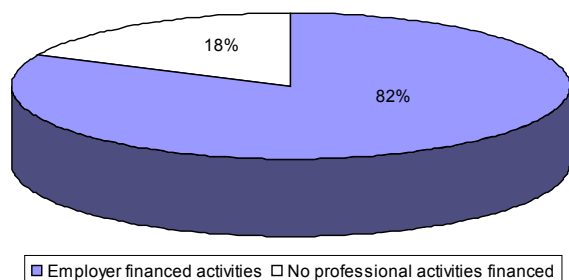
¹² Other Gov't Funds includes: Other Gov't Funds (less responses appropriate for 3rd Party Reimbursement) and State Funded.

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

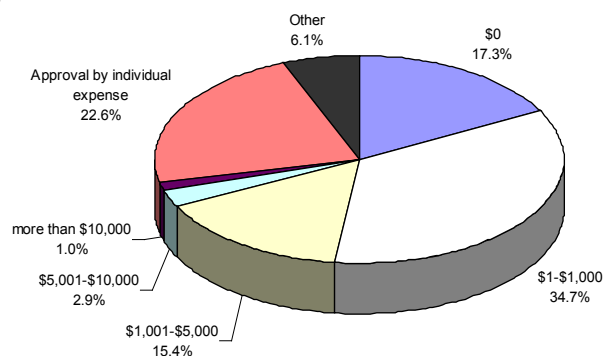
The category "Other" included: Liability Insurance, Supervision, Travel Expenses, Tuition, Union Dues

Activity	# of Responses	% of Responses
AMTA Dues	152	6.2%
AMTA Annual conference	223	9.0%
Approval as needed	168	6.8%
Continuing Education	239	9.7%
Given a fixed amount per year	90	3.5%
Graduate studies	78	3.2%
Leave to attend events	392	15.9%
Other	41	1.7%
Registration/Certification	222	9.0%
Related Conferences/Workshops	221	9.0%
State/Regional Conferences	198	8.0%
None	444	18.0%
Total Respondents³	1,146	

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. 82.7% of music therapists surveyed said they receive monies from their employers for music therapy program budgets while 17.3% 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	193	17.3%
\$1-\$1,000	387	34.7%
\$1,001-\$5,000	172	15.4%
\$5,001-\$10,000	32	2.9%
more than \$10,000	11	1.0%
Approval by individual expense	252	22.6%
Other	68	6.1%
Total Respondents	1,115	



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 not only supports 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 also shows your commitment to your profession by supporting the programs and initiatives that make music therapy strong.

What You Get:

- **Discounts on conferences, books and products**
- **The latest research and happenings in music therapy**
- **Resources for job hunting, improving your employment and music therapy practice**
- **Possibilities and opportunities to network with other music therapists**
- **A strong national voice for music therapy standing beside you**

What You Give:

- **Support for students' and professionals' continuing education**
- **Educating the public about the benefits of music therapy**
- **Support to other music therapists working across the country**
- **Local and national representation of the profession**
- **Providing access to music therapy services for those who need them**