



GENERAL BODY MEETING

Date: September 3rd, 2019

Location: The Break Espresso

Time: 7am - 8am & 8pm - 9pm

TOPIC | Being an Entrepreneur & Professionalism

** Please save questions for Q&A portion after the updates **

Attendees:

AM: Keith Harden, Chris Sand, Daniel Curry, Chris Hyslop, Kurt Skrivseth, Maria Zepeda, Jack Stob, Callie Morris, Anthony Brown, Natalie Schmidt, Aerial Martens

PM: Jackson Holte, Reid Graham, Rachel Chapman, Nic Gibson, Dwayne Parton, Dylan Dwyer, Callie Morris, Jack Stob, Anthony Brown, Natalie Schmidt, Aerial Martens, Maria Zepeda, Kyle Curtis

7-7:30am or 8-8:30pm - Updates:

President:

- We have a tentative goal to have our 501c3 in eight months. Until then we fall under Arts Missoula's 501c3.
- Putting together a subcommittee to create an educational component.
- Advisory board update
 - Tom Benson, Matt Olson, Bethany Joyce, Naomi Siegal, Barbara Neilan, Joe Glassey
- Still collecting artist submission forms. Forms due on September 15th and decided by September 20th. Meet Your MAMA event on November 15th at the new ZACC and Baby MAMA
- Website launched! Thanks Jack Stob!
- The word is out! Check out the Missoulian article
- Red willow partnership
 - Working to gather information on what type of session should be done at Red Willow.
- Update on Make Your Move and the Safety Taskforce
 - Safe Sippin' posters and Stickers

- Task force working to raise \$4,000 for a bystander intervention program geared specifically toward musicians & venues.
- Looking for musicians/members of the community to help put together fundraiser shows.
- Looking for 30 Legacy Members.
 - Individuals who donate \$100 or more to ensure our budget is met so we can begin to set the standard for \$100 per musician/artist/sound engineer/creator per hour. These funds go directly to the costs and pay out for our Meet Your MAMA event November 15, 2019.

AM Meeting: Being an Entrepreneur & Professionalism

- What does it mean to be a professional?
 - Making Money
 - If you're playing a gig for someone, find out what they need from you. If you can't meet what they are requesting, don't take the gig!
 - Don't waste venders time, don't hang out after shows if it's closing time. Respect the employees time, they want to go home.
 - Used to hand out contract and doesn't anymore because of the reaction to contracting
 - Being prompt
 - When agreements are violated. Maintain a level of diplomacy. Don't be reactive. Be respectful and hold your own integrity. You don't have to work with that person.
 - Have confidence and humility, own who you are. How others take your confidence is a reflection of them.
 - Traveling gigs tend to reflect a sense of professionalism.
- What does it mean to be an entrepreneur?
 - More specifically trying to make money
 - Being your own boss
 - Seeing an entrepreneur as an individual to conduct further business with.
 - Having a brand
 - Can be good or bad depending on the reflection of artist's vision for themselves. Remain authentic and genuine. Create the brand that best reflects your vision.
- How are you currently integrating your music financially?
 - Being paid more outside of town than in Missoula.

- Traveling gigs make more because of a combination of traveling and also because people just offer more \$\$ outside of Missoula.
- What would you consider fair pay for an artist?
 - It would 100% depend on the artist. Artist can reflect professionalism in how they present their information/themselves, promote well, draw a crowd, put on a good show vs. the opposite. Looking at all sides of the spectrum when asking for compensation.
 - Reputation/success of venue factors into pay.
 - Having a few smaller house show venues to support intentional listening

Supporting Act- 4 members.

- Top Hat- \$50-\$100
 - Badlander - currently: people get percent of the bar or the door.
 - Wilma - didn't discuss
- Does your word mean something?
 - Have integrity
 - Be reliable
- What are you bringing to the table?
 - Is your project a vanity project or a quality experience?
- Is it fair to get paid in drinks?
 - No - general consensus

PM Meeting: Being an Entrepreneur & Professionalism

- How would you define professionalism?
 - Making plans & keeping them
 - Being timely with a good attitude
 - If you're performing, you're there to serve - not to drink.
 - Being fair and equal to make sure that they want to work with you again
 - You consistently are the person you are hired to be.
 - Working to perfect your craft. IE: you can't pick up the guitar once and call yourself a professional musician.
 - Acknowledging and understanding what is expected of you and if you aren't clear, ASK!

- Knowing your audience and being adaptable to that. Read the room, is it appropriate to swear? Does the crowd need hyped? What's the tone?
- Define entrepreneur:
 - Wanting to create something bigger than yourself.
 - Working every day at something and it will happen.
 - Actively trying to make a profit and paying attention to money and income.
 - Having a vision that nobody else can see and isn't readily visible to anyone else.
- Are you able to make more in Missoula or out of Missoula or book more shows?
 - Out of Missoula
 - Coming from Phoenix - There was more opportunity in shows. Made more money in a band out of college than she does here in Missoula with a higher quality of band.
 - Out of town, specifically tourism towns doesn't make a difference if it's solo or in a group.
 - In Missoula
 - Making more because the cost of living is cheaper.
 - It depends on the type of a gig. People can get away with paying nearly nothing because music can be devalued and is oversaturated.
- What do you feel being a fair pay would be for a one hour set opening act with four members - per member. They promoted well, easy to work with?
 - \$100/person/hr is a good base pay no matter where you are.
 - More professional places should expect to pay more. If they're trying to put on a professional facade they should act professional. He's happy to give a touring act the money or if you're playing for a friend.
 - Shoots for \$50 person - depends on the place you play.
 - As someone trying to set up house shows, it's good to know what people expect to get.
- Should promoting fall on the venue, the artist or both?
 - Safely saying both
 - Venues should have a promotional guideline for both artists and themselves
 - Smaller towns will usually promote more because they're stoked to have live music
- Do you think it would be beneficial for creators to present a contract when playing?
 - Yes
 - Dependent on the venue. If someone handed me a contract to play a house show i'd probably say something like "you probably don't want to play here..."
 - Yes, because friends have been duped out of pay too often.

QUESTIONS ATTENDEES GAVE FOR SURVEY:

- Would you rather play at a space that is intended for intentional listening and get paid less or a larger venue where people aren't really listening, but you'd get paid more?
- How much money are you willing to pay for a local band if a friend suggested? More?
- What steps are there or what progress is being made to bridge the gap between house shows and playing the top hat?
- How do you find musicians?
- How often do you attempt to learn new techniques?
- Does your word mean something?
- How often do you practice breaking down and setting up your equipment to perform?
- What amount of \$ are you willing to pay to see a friends band (that you know is good??)
- How Likely are you to go to a house show?
- For college kids: have you ever been to a house show?
- What amount of \$ are you willing to spend on a show of a local group you've never heard (but a friend suggested)?
- Chances you'll buy merch at a free show if the band was dope?
- What do you bring to the table?
- What is the vision of the city and where does music and art fit in?
- How can we make people feel safe in the way that comedy has done as far as providing a relief?

ADDITIONAL NOTES:

- Change the website meeting times to 7-8am **AND** 8-9pm instead of 7-8am or 8-9pm
- Daniel Curry, Chris Hyslop added to the subcommittee for creating educational component for MAMA
- Potential workshop: educating audience on being respectful to other members of the audience and the performers. Educating musicians on handling a rude audience.
- City planning in the past relied on box stores and businesses for drawing people in. Missoula is now acknowledging the culture of art, music, and the funky soul to draw people in.
- Reminding musicians to tip on a drink ticket or food ticket
- Drinks shouldn't be part of pay. If establishments feel obliged they should give 1-2 complimentary drinks per band member, instead of expecting bands to be compensated with booze.

mama pours & mama brews

