



June 10, 2020

The Honorable Nancy Pelosi
Speaker of the House
U.S. House of Representatives
Washington, DC 20510

The Honorable Mitch McConnell
Majority Leader
U.S. Senate
Washington, DC 20510

The Honorable Chuck Schumer
Democratic Leader
U.S. Senate
Washington, DC 20510

The Honorable Kevin McCarthy
Republican Leader
U.S. House of Representatives
Washington, DC 20510

Dear Speaker Pelosi, Leader McConnell, Leader Schumer, and Leader McCarthy:

On behalf of the National Independent Talent Organization (NITO), thank you for your continued leadership on efforts to help those Americans whose livelihoods and businesses have been dramatically and negatively impacted by the COVID-19 pandemic.

Our group, NITO, is a non-profit organization formed during the current pandemic to help promote the economic survival for those individuals who make live music happen. We represent the interests of independent talent agents, artists, managers, and touring personnel. In fact, NITO's 14 founding independent talent agencies alone currently represent over 2,000 artists (and, indirectly, the 200,000+ people who depend on them for their livelihoods). In 2019, alone, NITO founding members booked more than 40,000 concerts in all 50 states with over 12.5 million tickets sold, generating more than \$500 million dollars in gross ticket sales. The financial impact of these performances on surrounding communities exceeded \$1 billion per year.

As you can imagine, our industry, which consists mostly of small businesses and independent contractors, was one of the first to shut down as the pandemic swept across the country. At the same time, live music will likely be among the last industries to return once the pandemic abates. This will be months, possibly years away, as fans may only be willing to return to live music venues once a vaccine is readily available. In short, the current pandemic has decimated our industry and all those who depend on tours and concerts for their livelihood. This is why we need your help.

We applaud Congressional efforts to date to support small businesses and unemployed Americans through short-term assistance, however, our situation is somewhat unique. Stated simply, we face a prolonged shut-down for our industry, which is why we urge Congress to consider providing long-term assistance in any upcoming COVID-19 relief bills. This includes direct government funding; long-term forgivable loans as contemplated in the Bennet-Young RESTART Act (S. 3814); tax relief similar to provisions found in the Cornyn-Grassley-Wyden Small Business Expense Protection Act of 2020 (S. 3612) and the Thompson-Horsford-Kind-Panetta Keeping the Light On Act (H.R. 6799); an expansion of the Employee Retention Credit (ERC) from the CARES Act, as outlined in the Murphy-Katko JOBS Credit Act (H.R. 6776); and other

programs that can help keep our industry – and the thousands of dedicated Americans who work in it – on life support until it's safe to once again experience the thrill of live music.

Thank you for your consideration. We look forward to working with you on our efforts to help support the artists we represent as well as all of those who depend on our work.

Sincerely,

Frank Riley, President/CEO

Tom Chauncey, CFO

Wayne Forte, Secretary

Stormy Shepherd, Vice President

Hank Sacks, Vice President

Nadia Prescher, Vice President